



FOR SALE | OFFERING MEMORANDUM

# 6331 Watt Avenue

North Highlands (Sacramento County), CA 95660

*4.0-Acre Church Campus & Corridor Redevelopment Opportunity*

ASKING PRICE

**\$5,800,000**

**4.0 AC**

Land Area

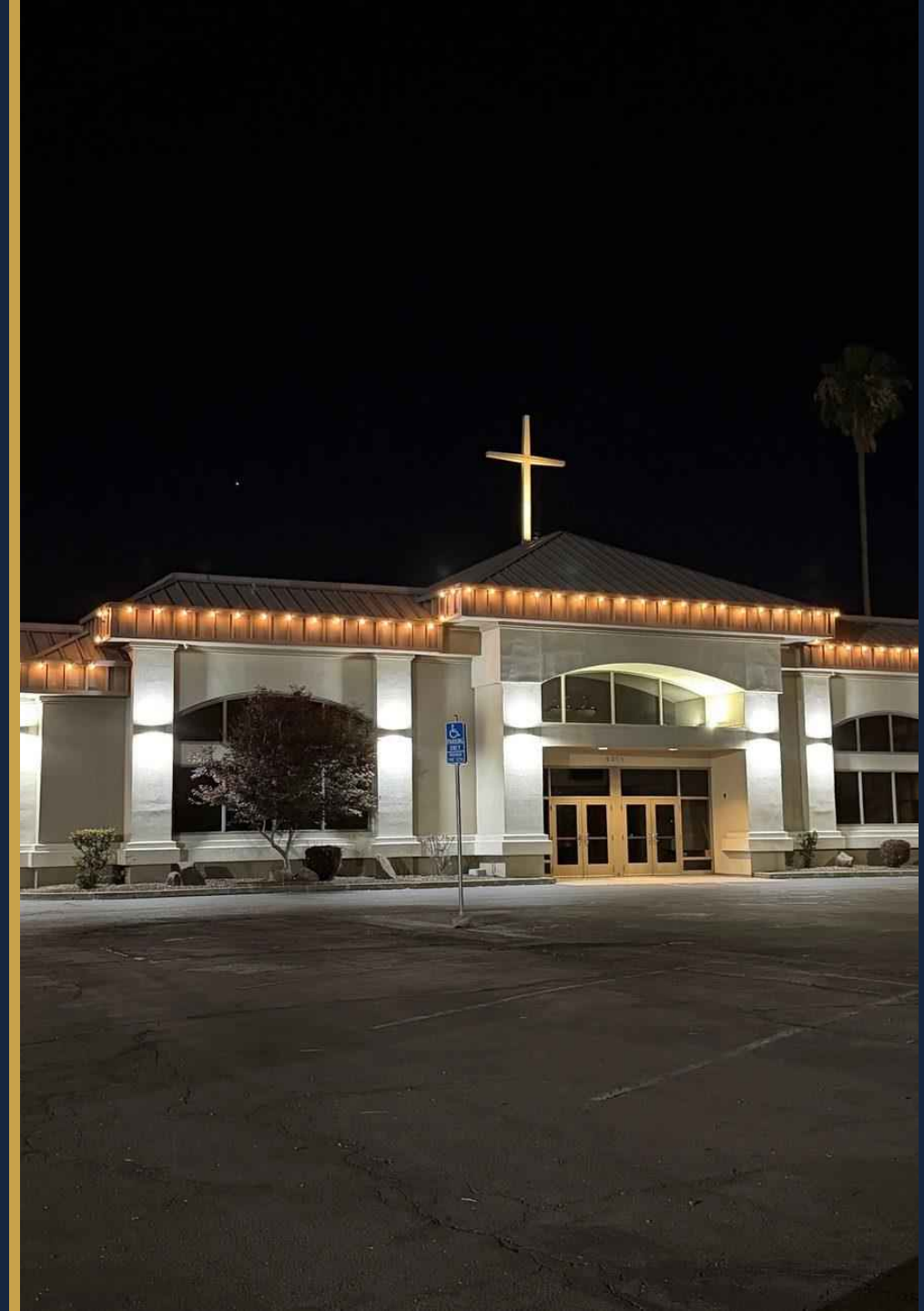
**±26,916 SF**

Improvements

**41,000+ ADT**

Watt Avenue

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# Table of Contents



<b>01</b>	Executive Summary	<b>3</b>	<b>11</b>	North Watt Avenue Specific Plan	<b>13</b>
<b>02</b>	Property Profile	<b>4</b>	<b>12</b>	Multifamily Redevelopment Opportunity	<b>14</b>
<b>03</b>	Floor Plan	<b>5</b>	<b>13</b>	Highest & Best Use — Three Paths	<b>15</b>
<b>04</b>	The Hidden Asset — Excess Land	<b>6</b>	<b>14</b>	Event & Worship Campus	<b>16</b>
<b>05</b>	Property Photos	<b>7</b>	<b>15</b>	Digital LED Monument Sign	<b>20</b>
<b>06</b>	Improvements & Capital Investment	<b>8</b>	<b>16</b>	Land Sales Comparables	<b>21</b>
<b>07</b>	Owned Solar Energy Asset	<b>9</b>	<b>17</b>	Vacant Building Sales Comparables	<b>22</b>
<b>08</b>	Area & Access Map	<b>10</b>	<b>18</b>	Pricing & Development Economics	<b>23</b>
<b>09</b>	Location & Demographics	<b>11</b>	<b>19</b>	Exclusively Presented By	<b>24</b>
<b>10</b>	North Highlands Market Overview	<b>12</b>			

# Executive Summary

*A rare 4-acre, fully improved campus on one of Sacramento County's most heavily traveled corridors*

**\$5.8M**

Asking Price

**±\$215/SF**

On Improvements

**4.0 AC**

Land Area

**±26,916 SF**

Building Area

**90-100**

Parking Stalls

**SPA**

Corridor Zoning



**Turnkey, reinvested campus** — Long-operating church facility (sanctuary, classrooms, fellowship & support space) with two decades of capital upgrades — new roof, solar, fire/security, and full LED — move-in ready for a congregation, school, or ministry.



**Prime Watt Avenue frontage** — Signalized corridor exposure with 41,000+ vehicles per day; minutes to I-80, McClellan Business Park, and Sacramento International Airport.



**Rezoning tailwind** — Inside the North Watt Avenue Specific Plan area — County plans higher-density, mixed-use, by-right housing districts (adoption expected Nov 2026).



**Multiple exit strategies** — Owner-user, apartment/affordable development (incl. SB 4 by-right on faith-owned land), or covered land play with interim income.



# Property Profile

<b>Address</b>	6331 Watt Avenue, North Highlands, CA 95660
<b>APN / Parcel</b>	215-0062-054 (Sacramento County)
<b>Land Area</b>	4.0 acres (±174,240 SF)
<b>Improvements</b>	±26,916 SF total building area
<b>Parking</b>	90-100 striped; up to ±108 on side lot if re-striped
<b>Construction</b>	Steel I-beam frame; concrete tilt-up walls
<b>Current Use</b>	Religious — active church campus
<b>Zoning</b>	SPA — North Watt Avenue Corridor Plan
<b>Flood Zone</b>	B / X (moderate; outside 100-yr floodplain)
<b>Frontage</b>	Significant Watt Avenue frontage; 41,000+ ADT



## Building Composition & HVAC

**Sanctuary** ±10,000 SF

(3) Trane 25 ton roof units

**Offices, classrooms & support** ±10,000 SF

York & Carrier gas RTUs; Fujitsu VRF (2025)

**Fellowship hall** ±5,000 SF

(1) dedicated Trane 20-ton roof unit

**Foyer** ±1,600 SF

(2) 4-ton units

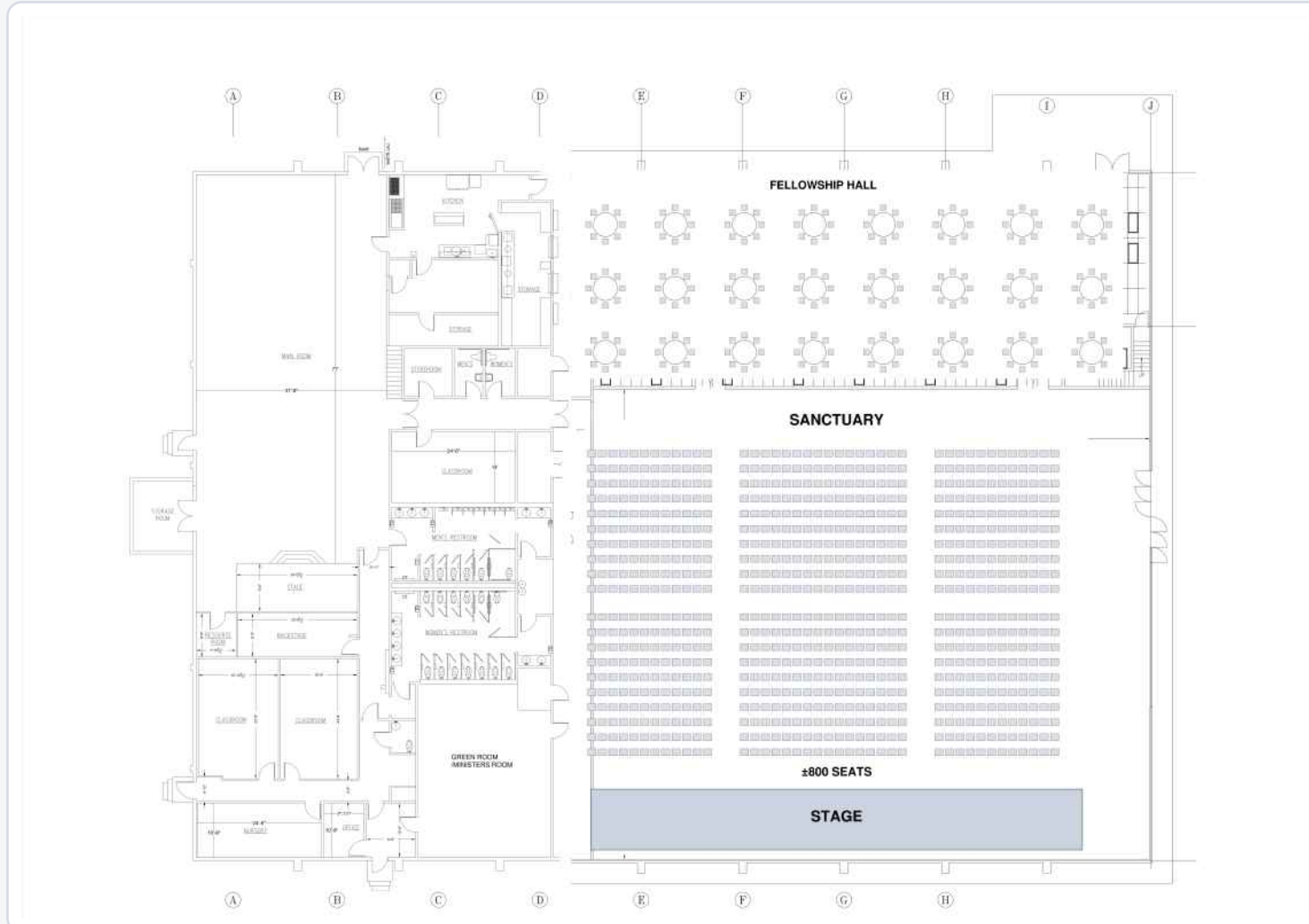
*New roof (2022, 40-yr warranty). Roof-mounted gas RTUs serviced quarterly. ±26,916 SF total.*



Aerial with parcel dimensions — Watt Ave frontage (E), I St (N), vacant land (W)

# Floor Plan

Conceptual space-planning layout — ±26,916 SF sanctuary, fellowship hall & support wing



## Layout Highlights

- ±800-seat sanctuary — ±10×20 ft center LED wall + dual side screens
- Elevated stage with rear ramp, backstage & screen-side storage
- Adjoining fellowship hall — round-table banquet seating
- Commercial kitchen + wet-room scullery (industrial sink, dishwasher)
- Classrooms, nursery, green room / ministers' suite, restrooms & office

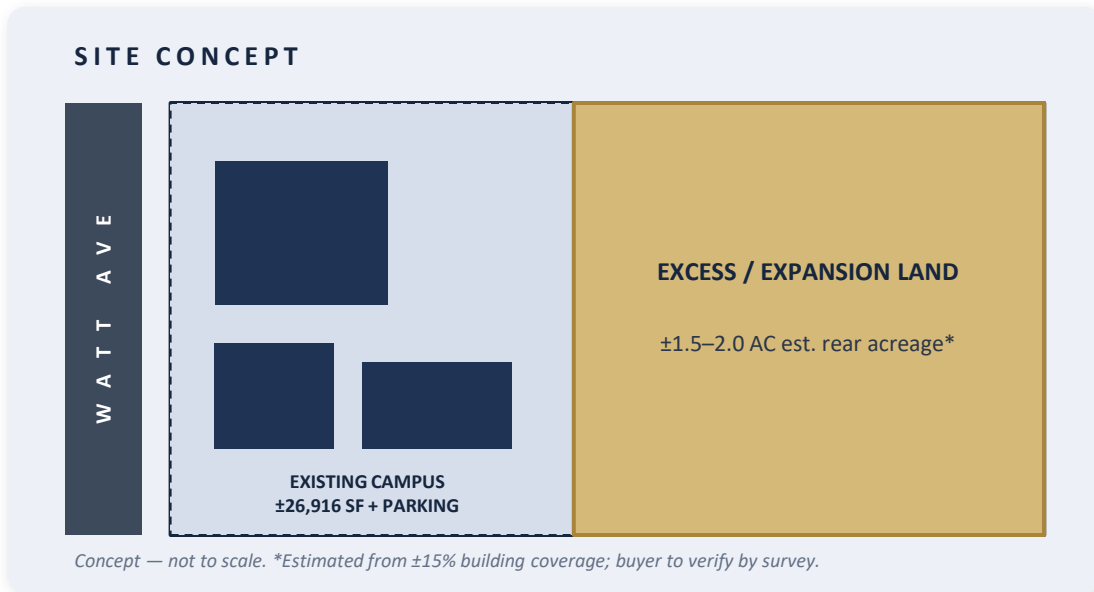
±26,916 SF • 800± seats • 4.0-acre site

**Rare Clear-Span Auditorium** – The main sanctuary features a column-free design with unobstructed sightlines throughout the auditorium, providing exceptional flexibility for worship services, conferences, concerts, theatrical productions, weddings, banquets, and other large-scale events. The absence of interior support columns maximizes seating configurations, stage visibility, and event functionality.

Conceptual illustration for marketing only — not an architectural/as-built drawing. Dimensions, areas & seat counts approximate and subject to field verification by the Authority Having Jurisdiction.

# The Hidden Asset — Excess Land Behind the Campus

Buildings cover only  $\pm 15\%$  of the 4-acre site — the rear acreage is a development pad in waiting



Looking across the open rear acreage — childcare playground at left, support building & industrial neighbors beyond.



## Build without disruption

The rear acreage is physically separable from the active campus — develop, entitle, or land-bank it while the church (or a new owner-user) operates uninterrupted out front.



## A 2nd project inside the deal

At corridor-plan densities of 20–30+ du/ac, the rear land alone could support  $\pm 30$ –60 units — a self-contained multifamily or townhome phase with the campus untouched.



## Basis-lowering monetization

Ground-lease, parcel-split and sell, or JV the rear land: recovered capital directly reduces the effective basis on the  $\pm 26,916$  SF campus.



## Development-ready attributes

Level topography, utilities in the corridor, Flood Zone B/X, and a 4-mile rezoning wave (North Watt Specific Plan) moving density toward by-right approval.

# Property Photos

*North Highlands campus on Watt Avenue — sanctuary, support buildings, and rear development land*



Primary elevation & monument frontage on Watt Avenue



Full campus length — sanctuary plus connected support wings



Open rear acreage with childcare playground and on-site parking



Excess land looking back toward the campus — depth of the development pad

# Improvements & Capital Investment

Built in 1959 with Two decades of continuous reinvestment — a turnkey, institutional-grade facility



**Construction:** Steel I-beam frame with concrete tilt-up walls. Nearly all interior space has been rebuilt since the early 2000s, and HVAC units are serviced quarterly.



## Structure & Roof

- New roof with decking — 40-yr limited warranty (2022)
- Steel + concrete tilt-up shell
- New platform with rear ramp; added code exit doors



## Energy & HVAC

- 232-panel rooftop solar — owned free & clear (2022)
- Multiple zoned gas rooftop HVAC units (York, Carrier, Trane)
- Full LED retrofit (2020–21); Fujitsu VRF (2025); tankless WH



## Life Safety

- Sonitrol fire system with audio monitoring
- Interior & exterior security cameras (separate system)
- Fire & security upgrades (2019 & 2023); code compliant



## AV & Production

- Center LED wall ±10×20 ft + dual ±8×10 ft side screens
- Large storage rooms behind both side screens
- TV / production & voice-recording studios (2024)
- Commercial AT&T fiber — 1 GB symmetrical (~\$270/mo)



## Interior & Program Space

- Full commercial kitchen — prep, scullery, snack bar
- Wet-room scullery — stainless counters, industrial sink, commercial dishwasher & HW heater
- Remodeled restrooms & classrooms (2017)

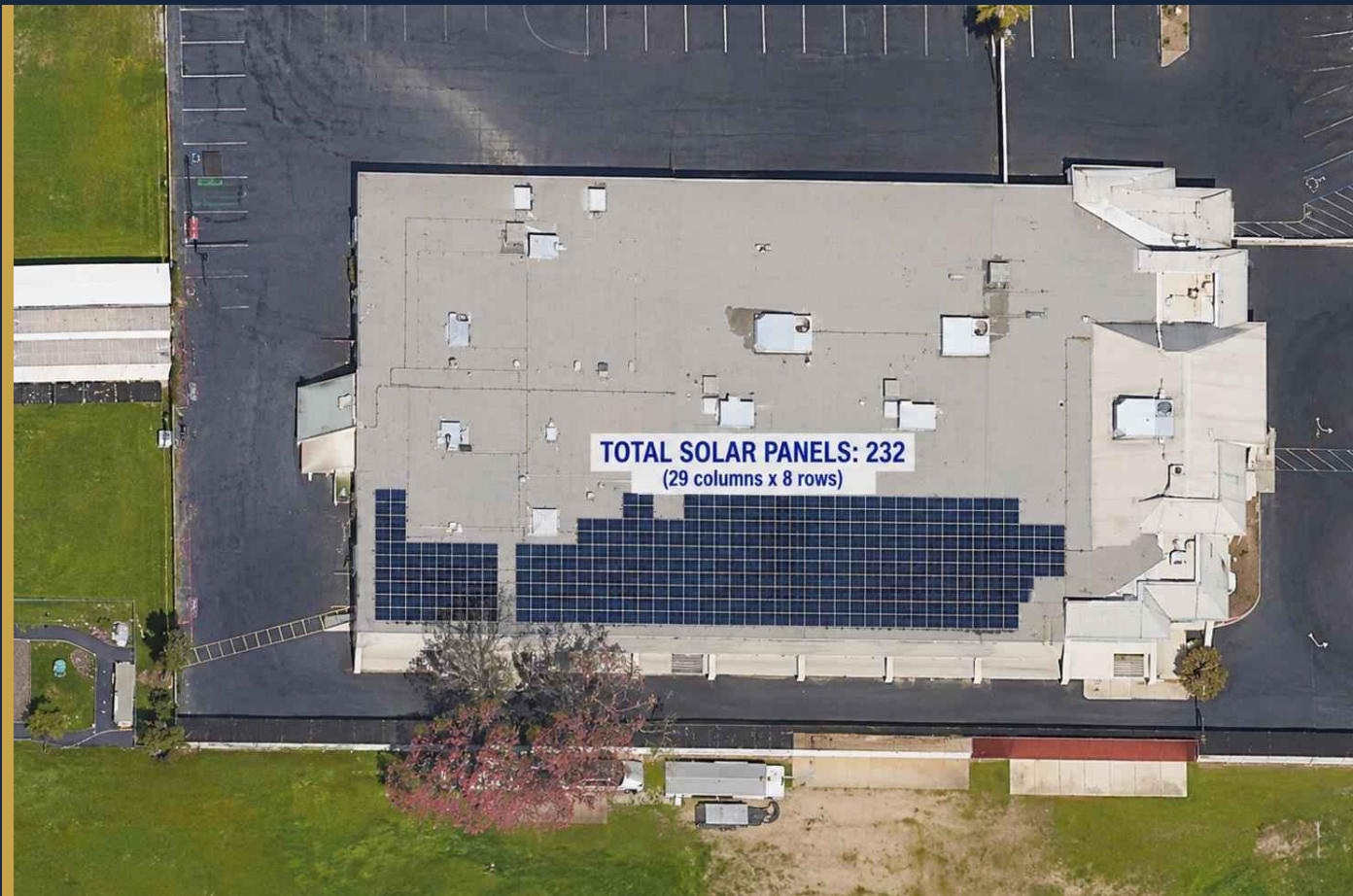


## Site & Curb Appeal

- New Watt Avenue sidewalk & curbing (2024)
- Parking lot seal-coated; median removal (2025)
- Outdoor digital monument sign

# Owned Solar — A Built-In Operating Advantage

A 232-panel rooftop array conveys with the property — owned free and clear, with no loan to assume or lease to buy out



Rooftop array (232 panels, 29 × 8) over the sanctuary/fellowship roof — annotated aerial.

**232**

Solar Panels (29 × 8 array)

**±90–100  
kW**

Estimated system size (DC)\*

**\$0**

Loan / lease balance — owned free & clear



Lower operating costs from day one — meaningful for an owner-user (church, school or ministry) running a 26,916 SF campus.



No financing to assume and no third-party lease to buy out — a clean transfer that removes a common closing complication.



Pairs with the 2022 roof (40-yr warranty) and full LED retrofit, so major energy-and-envelope capital is already in place.

\*System size estimated from panel count at typical commercial module wattage; actual kW, production, and ownership documents to be confirmed in due diligence.

# Area & Access Map

Prime Watt Avenue position — McClellan Park, I-80, and major retail, medical and entertainment anchors within minutes.



## KEY DESTINATIONS

McClellan Park / Airport	adj. (W)
Watt Ave / I-80 interchange	~3 mi
Mercy San Juan Medical Ctr	~5 mi
American River College	~5.6 mi
Downtown Sacramento	~10 mi
Sacramento Intl Airport	~15 mi

## TRADE-AREA ANCHORS

- Walmart Supercenter (4675 Watt Ave)
- Costco Wholesale (Antelope / Greenback)
- Watt Towne Center · Target · Smart & Final
- Cinemark 16 · Sky Zone · Scandia
- Sacramento County Food Bank (adjacent)

Aerial: Google Maps / Airbus, Landsat, Maxar, 2026. Distances approximate; buyer to verify. National tenants shown as nearby trade-area anchors, not part of the offering.

# Location & Demographics

*Dense, established trade area in the heart of the Sacramento–Roseville–Folsom MSA*

	1 Mile	3 Miles	5 Miles
<b>2025 Population</b>	15,640	125,382	316,974
<b>2025 Households</b>	4,636	41,287	110,892
<b>Median HH Income</b>	\$79,197	\$73,901	\$78,187
<b>Median Home Value</b>	\$344,909	\$420,336	\$454,550
<b>Avg Household Size</b>	3.2	2.9	2.8

*Source: LoopNet / CoStar demographic data, 2025 estimates.*



## Corridor connectivity

Direct Watt Ave exposure (41,000+ ADT); ~2 miles to I-80; 15 miles to Sacramento International Airport.



## McClellan Business Park

Adjacent ±3,000-acre former AFB, now a major regional employment hub with 20,000+ projected jobs at buildout.



## Deep housing demand

316,000+ residents within 5 miles and a county-documented shortage of attainable housing along the corridor.



## Public investment

Completed Watt Ave streetscape/transit upgrades; SACOG Green Zone designation supporting infill growth.

# North Highlands Market Overview

An established, value-driven Sacramento County submarket with affordability and upside

~48,000

Community Population

~34 yrs

Median Age

>\$1B

Annual Trade-Area Retail Sales

~10 mi

to Downtown Sacramento

## WHY NORTH HIGHLANDS



**Strategic access** — ~10 miles NE of Downtown Sacramento with quick connections to I-80, Business 80 and I-5 across the metro area.



**Stable employment base** — Anchored by McClellan Business Park (the redeveloped former Air Force base), a major commercial, industrial and government-related employment hub.



**Established, diverse demand** — A young, diverse workforce and a deep residential population support retail, medical, automotive, restaurant and service businesses.



**Value-driven upside** — Affordable entry pricing versus coastal California and higher achievable cap rates — attractive to owner-users and value-add investors.

## INVESTMENT HIGHLIGHTS

- Affordable acquisition costs vs. most California metros
- Large, established population = dependable customer base
- Strong demand for neighborhood retail, medical, auto & service uses
- Excellent freeway access; central Sacramento County location
- Higher cap-rate potential than coastal markets — value-add upside
- Ongoing redevelopment & job growth at McClellan Business Park

# The North Watt Avenue Specific Plan

*Sacramento County is rezoning this corridor for density — and 6331 Watt sits inside the plan area*

**±705 AC**

Specific Plan area along a 4-mile stretch of Watt Avenue

**±7,200**

Housing units long planned for the corridor (SACOG Green Zone)

**3 Districts**

New Mixed-Use Corridor, Mixed-Use Neighborhood & Employment-Flex zoning

**Nov 2026**

Expected adoption — superseding the current SPA ordinance



County direction: allow more housing by-right along commercial corridors, remove use-permit triggers for multifamily, and loosen parking standards — making approvals faster and more predictable.



Developer activity is already moving: a 370-unit affordable apartment application has been filed on Watt Avenue ahead of plan adoption.



Position 6331 Watt now: buyers who control corridor land before adoption capture the entitlement upside as the new districts take effect.

# Multifamily Redevelopment Opportunity

4.0± acres on a revitalizing corridor — an existing ±26,916 SF assembly facility with future high-density housing potential under the North Watt Corridor plan.

**20–30+ du/ac**

Corridor-plan density

**±80–120+**

Potential units (4.0 AC)\*

**\$48K–\$72K**

Implied land basis / unit

**\$200K–\$230K**

Sacramento exit value / unit

## Why developers are tracking this corridor

- Sacramento County is steering the North Watt corridor from aging auto-oriented commercial into higher-density, mixed-use urban-village housing.
- New districts permit residential, multifamily and mixed-use — with use-permit triggers removed and parking standards loosened for faster, more predictable approvals.
- SB 4 (2023): 100% affordable housing by-right on faith-owned land — a structured purchase or JV with the church seller can unlock a streamlined path.
- Momentum is real: a 370-unit affordable apartment application is already filed on Watt Avenue ahead of plan adoption.

## Position ahead of adoption

- Inside the ±705-acre North Watt Specific Plan area (PLNP2023-00256); adoption expected Nov 2026.
- Buyers who control corridor land before adoption capture the entitlement upside as the new districts take effect.
- Hold interim church / event income while the plan adopts — a covered land play with a built-in carry.

**Developer to confirm:** current zoning, General Plan land-use designation, plan-boundary inclusion, max du/ac, and conforming-use status for APN 215-0062-054.

\*Unit counts illustrative at corridor-plan densities of 20–30+ du/ac on 4.0 acres, subject to County approval, final district standards, and site constraints. Implied land basis = \$5.8M ÷ unit count. Sacramento per-unit exit values from market data. Buyer to independently verify zoning, entitlement capacity and all figures.

# Highest & Best Use — Three Paths to Value



## Owner-User: Church, School or Event Venue

- Turnkey ±26,916 SF campus at ±\$215/SF — well below today's replacement cost for new institutional construction.
- Religious use established under the SPA; relocate or expand a congregation without an entitlement process.
- 4 acres of parking and grounds support growth, academies, daycare and community programming.



## Apartment / Affordable Developer

- At corridor-plan densities of 20–30+ du/ac, 4.0 acres supports ±80–120+ units (subject to County approval).
- Implied land basis of ±\$48K–\$72K/unit against Sacramento values of \$200K–\$230K/unit for existing product.
- SB 4 (2023) allows 100% affordable housing by-right on land owned by religious institutions — a structured purchase/JV with the seller can unlock a streamlined path.



## Covered Land Play / Mixed-Use

- Lease the existing campus for interim income while the Specific Plan adopts (expected Nov 2026).
- Re-entitle under the new Mixed-Use Corridor districts for residential-over-retail or phased development.
- Hard-corner-quality frontage on a 41,000+ ADT arterial protects long-term land value.



HIGHEST & BEST USE • REVENUE EXPANSION

# More Than a Church — A Turnkey Event & Worship Campus

The same ±26,916 SF auditorium, fellowship hall and commercial kitchen that serve a congregation already operate as one of the area's largest event venues. A buyer can underwrite this asset on event income potential — not replacement cost — and run worship and a revenue-producing event business under one roof.

Weddings

Banquets

Quinceañeras

Conferences

Corporate

Performing Arts

Community Center

Charter School

Worship

**±26,916 SF**

Total facility

**800±**

Seat auditorium

**Commercial**

Catering kitchen

**90-100**

On-site parking

# Already Operating as a Premier Event Venue

These are real events hosted in the subject auditorium — weddings, galas, themed banquets and corporate meetings for hundreds of guests. The income-producing use case is proven, not theoretical.



Round-table banquet — seating for 500+ guests



Live gala & celebration



Themed awards banquet



Corporate shareholder meeting



Wedding & quinceañera setup

Photos: subject property, 2024–2026. Configurations shown include round-table, long-table and theater/meeting layouts.

# Event Revenue Potential

Illustrative gross event revenue at three activity levels — a separate income stream on top of the church use.

## CONSERVATIVE

**\$240K** / year

48 events × \$5,000

≈ 4 events / month

## MODERATE

**\$720K** / year

96 events × \$7,500

≈ 8 events / month

## UPSIDE

**\$1.44M** / year

144 events × \$10,000

≈ 12 events / month

Revenue Stream	Est. Annual Revenue
Weddings	\$250,000 - \$600,000
Quinceañeras	\$100,000 - \$300,000
Corporate & conferences	\$75,000 - \$250,000
Church / ministry conferences	\$50,000 - \$150,000
Catering kitchen rental	\$25,000 - \$100,000
Community & cultural events	\$25,000 - \$100,000
<b>Illustrative total</b>	<b>\$500,000 - \$1.5M+ / yr</b>

## Why this matters

- An 800-seat hall outsizes most local venues (typically 300–500 guests), supporting premium pricing.
- Kitchen, A/V, stage lighting and parking are already in place — minimal capex to launch.
- Event income lets a buyer justify value on business cash flow, not just replacement cost.

*Illustrative scenarios for marketing purposes only; not a representation or guarantee of income. Assumes active management and event sales. Comparable regional banquet/wedding venues commonly charge \$3,000–\$8,000+ per event. Buyer to independently verify all assumptions, permitting and operating costs.*

# Expanded Buyer Pool & Underwriting Upside

Positioning the campus as an event venue widens the buyer pool well beyond traditional church purchasers — and supports a higher value.

## Who the buyer pool includes

- Churches & ministries seeking expansion
- Event-center & banquet-hall operators
- Cultural wedding-market operators (Hispanic, Indian, Asian, Middle Eastern)
- Charter schools & education campuses
- Non-profit & community organizations
- Performing-arts & entertainment groups

## The valuation argument

A purely church/replacement-cost buyer underwrites the building. An event-venue buyer underwrites a business. With \$500K-\$1M+ of illustrative gross event revenue available, an income-based buyer can support a materially higher price than a traditional sanctuary purchaser — while the dual church + venue model spreads risk across two demand pools.



Long-table banquet configuration — subject auditorium

# Digital LED Monument Sign — A Built-In Marketing Asset

A dual-screen programmable LED monument on Watt Avenue — a turnkey promotion engine for an owner-user or event venue, with optional sponsorship upside.



Center LED wall ±10x20 ft + dual ±8x10 ft side screens

Dual-screen LED monument — Watt Avenue frontage

Dual full-color LED screens • Signalized Watt Ave frontage • 41,000+ ADT • 24/7 programmable

## Primary value — the property's own marketing engine

- Promote the venue's own events — weddings, concerts, conferences — or an owner-user's services, school and programs.
- Around-the-clock exposure to 41,000+ vehicles/day on Watt Avenue — meaningful equivalent ad value at zero media spend.
- Community messaging and on-site tenant promotion build foot traffic and local goodwill.

## Income upside (illustrative \$12K–\$36K / year)

Optional sponsorship and promotional income — from event vendors, on-site tenants and community sponsors — can layer on top of the marketing value above.

**Verify before underwriting ad income:** third-party / off-premise (billboard-style) advertising is regulated by Sacramento County sign code and the Caltrans Outdoor Advertising Act. Confirm permitted on-premise vs. off-premise use — do not price to freeway-billboard rates.

Sign income is illustrative and not guaranteed; contingent on permitted use, content rules, and County / Caltrans approval. Buyer to verify sign permits, easements, and operating condition.

# Land Sales Comparables

Closed Sacramento-area land sales, ranked by price per SF of land

Property	City / Submarket	Size	Sale Date	Price	Land \$/SF
<b>SUBJECT — 6331 Watt Avenue</b>	North Highlands	±4.0 AC	Asking	<b>\$5,800,000</b>	<b>±\$33.29*</b>
2220 Improv Aly	Sacramento (Midtown)	0.08 AC	2/14/25	\$425,000	<b>\$127.36</b>
2827 F St	Sacramento (Midtown)	0.46 AC	4/24/25	\$1,250,000	<b>\$62.38</b>
2550 Arena Blvd	Sacramento (N. Natomas)	0.38 AC	4/21/25	\$800,000	<b>\$48.33</b>
6457 Benchmark Dr	Roseville	23.60 AC	12/11/25	\$29,155,000	<b>\$28.36</b>
Kilgore Rd	Gold River	4.65 AC	5/1/25	\$5,064,000	<b>\$25.00</b>
6240 Gilman Way	North Highlands	0.18 AC	5/2/25	\$198,000	<b>\$24.75</b>
2359 Gateway Oaks Dr	Sacramento	3.98 AC	10/1/24	\$4,100,000	<b>\$23.65</b>

**Read on land value:** Small infill parcels command \$40–\$127/SF, while large parcels most comparable to the subject's 4 acres — Kilgore Rd (4.65 AC, \$25.00) and Gateway Oaks (3.98 AC, \$23.65) — trade in the low-\$20s/SF. The subject's ±\$33.29/SF is a \*gross\* figure that also buys ±26,916 SF of improvements (next slide); net of building value, the underlying dirt is at or below the large-parcel market.

\*Gross land basis (\$5.8M ÷ ±174,240 SF) — includes existing improvements. Report-wide closed sales: high \$127.36/SF, median ±\$10/SF, average ±\$6/SF. Source: closed-sale comp set; buyer to verify.

# Vacant Building Sales Comparables

Recent trade-area building sales, by price per SF of improvements

Property	City / Submarket	Size	Sale Date	Price	Bldg \$/SF
<b>SUBJECT — 6331 Watt Avenue</b>	North Highlands	±26,916 SF	Asking	<b>\$5,800,000</b>	<b>±\$215.48</b>
3409 Fulton Ave	Sacramento	11,204 SF / 2.32 AC	5/30/25	\$4,100,000	<b>\$365.94</b>
5255 Elkhorn Blvd	North Highlands	Owner-user office	4/2/25	\$1,500,000	<b>\$333.33</b>
4930 Straus Dr	Sacramento (McClellan)	12,078 SF / 2.84 AC	9/17/25	\$3,537,500	<b>\$292.89</b>
7451 Auburn Blvd	Citrus Heights	Multi-tenant retail	4/25/25	\$1,000,000	<b>\$289.49</b>
6229 Watt Ave (Lou's Burgers)	North Highlands	Watt corridor — 2 blocks	2/29/24	\$580,000	<b>\$286.42</b>
3451 Elkhorn Blvd	North Highlands	Sold 0% leased (vacant)	8/30/24	\$1,525,000	<b>\$276.67</b>

**Read on building value:** At ±\$215/SF, the subject is priced below every comparable sale (\$276–\$366/SF) — including a Watt Avenue corridor sale two blocks away (\$286.42) and a North Highlands building that sold 0% leased (\$276.67), which directly answers the vacant-building objection. The campus has also seen major recent capital investment (new roof with 40-yr warranty, rooftop solar, fire/security upgrades, full LED retrofit), so the buyer inherits a turnkey asset rather than deferred maintenance — value that supports the basis even before crediting the 4-acre redevelopment land.

# Pricing & Development Economics

**\$5,800,000**

Asking Price

**\$1,450,000 / AC**

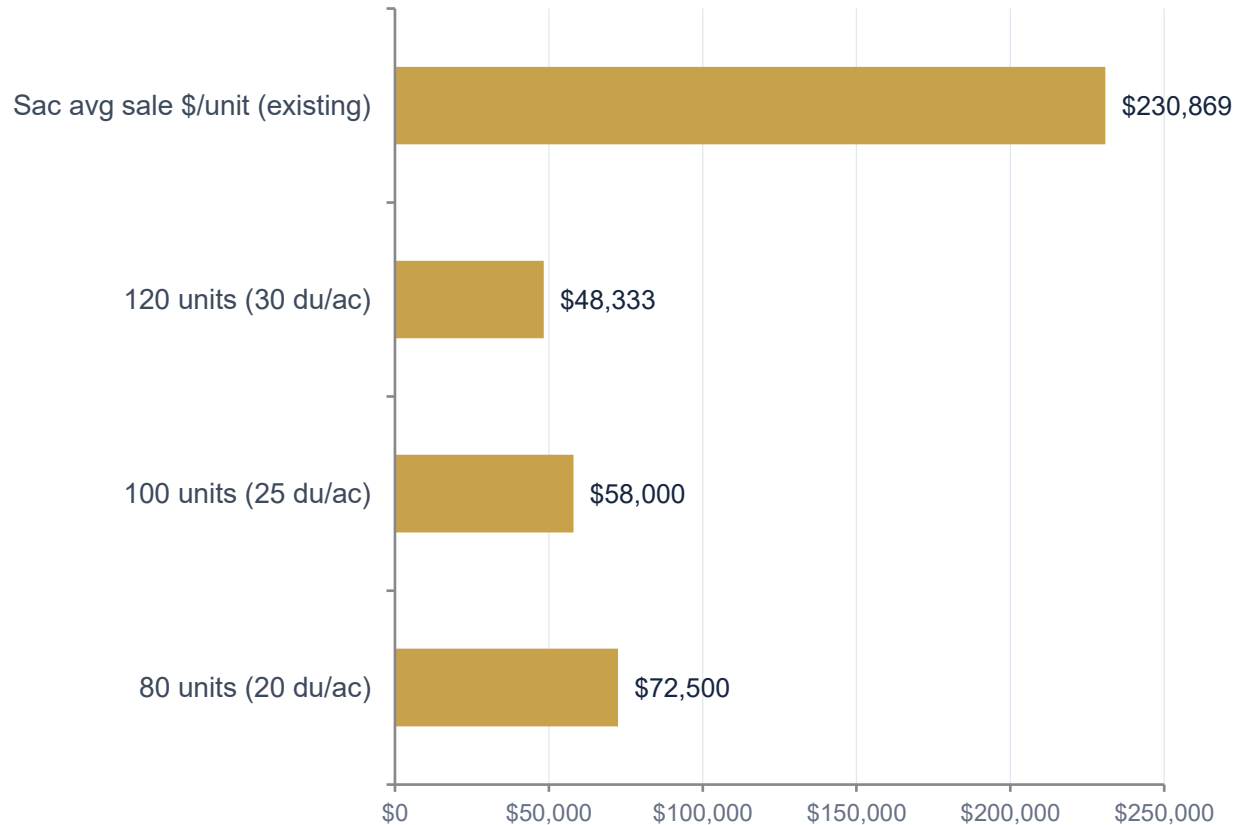
Price per Acre (4.0 AC)

**±\$215 / SF**

Price per SF of Improvements (±26,916 SF)

*Offers reviewed as received. Proof of funds with all offers.  
Property offered as-is; buyer to verify zoning, entitlement capacity, and all figures.*

Implied land basis per unit at \$5.8M vs. Sacramento exit values



Exclusively Presented By

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President, Millenia Commercial Real Estate

25+ years and \$1 Billion+ in commercial transactions across retail, land, office, industrial and faith-based properties — including a recognized specialty representing churches and ministries in campus sales, acquisitions and redevelopment.



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*CoStar Power Broker Award recipient | Clients include Walmart, McDonald's, T-Mobile, 7-Eleven, AutoZone & Panda Express*

*The information contained herein was obtained from sources believed reliable but is not guaranteed. Buyer to independently verify all information, including zoning, entitlement capacity, building areas, and demographics.*



## Eric Ramirez

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**Millenia**