

CAMERON PARK LAND

4000 Vía Del Gatos, Shingle Springs, CA 95682

Marcus & Millichap



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SECTION 1

EXECUTIVE SUMMARY

Offering Summary
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OFFERING SUMMARY

4000 VÍA DEL GATOS, SHINGLE SPRINGS, CA 95682

\$

Listing Price
\$1,700,000

📍

Gross Site Area
28.37 Acres

🏠

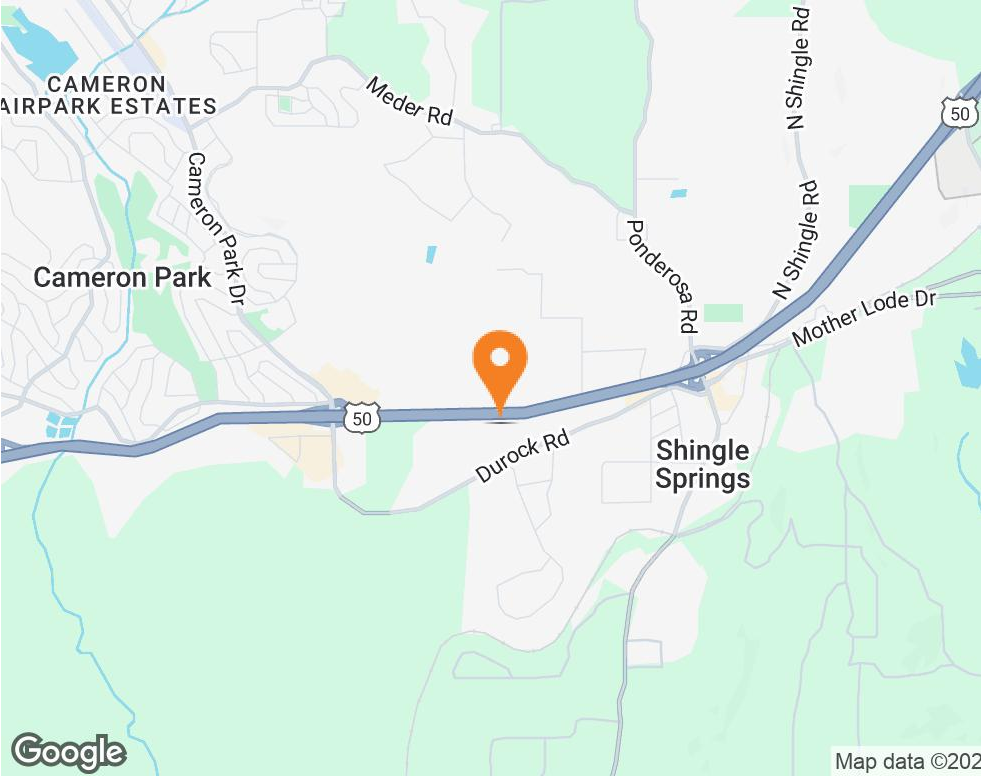
Price/Gross Acre
\$59,922

FINANCIAL

Listing Price	\$1,700,000
Price/Acre	\$59,922

OPERATIONAL

Zoning	MF - Residential
Gross Site Area	28.37 Acres
Type of Ownership	Fee Simple





Distance To:

 Sacramento - 33 mi / 38 min

 Lake Tahoe - 76 mi / 1 hr 38 min

66,000+
Cars per Day



Subject Property

Durock Road

*Parcel outlines are approximate and for illustrative purposes only. Refer to official records for precise boundaries.

CAMERON PARK LAND

4000 Vía Del Gatos, Shingle Springs, CA 95682

INVESTMENT OVERVIEW

The property is well located in Cameron Park, CA a census-designated unincorporated area of western El Dorado County, part of the Greater Sacramento Area. The population of Cameron Park, CA was 17,995 in 2022, but is more broadly part of the Greater Sacramento Area, with a population of approximately 2,400,000 residents, with a projected average annual growth rate of 3.3% between 2023 to 2028. The area is expected to add another 80,000 people over the next five years, resulting in the formation of an estimated 32,000 households.

The 28.3 acre subject property is undeveloped, yet poised for much needed residential development, given its multi family zoning that permits up to 3-story apartments, townhomes, or single family residential development. The site is very well located for medium to high density residential development given its high visibility and excellent access from Highway 50 via Durock Road, with freeway access just ¼ mile west.

The site is gently sloping with native grasslands, shrubs, and some trees. Trees generally consist of gray and ponderosa pines, and some oak trees. All public utilities are to the site, including public water and sewer services. El Dorado Transit provides local bus service, including the 50 Express bus to Iron Point Station. Amtrak Thruway 20C provides a daily connection to Sacramento, CA to the west, and South Lake Tahoe to the east. Highway 50 is the preferred transportation route, which along with Highway 80 to the north provide the primary east west route linking the San Francisco Bay Area and Sacramento, CA to the Sierra Nevada mountains and South Lake Tahoe, and beyond.

Given the fact that the property lies adjacent to one of the most heavily trafficked freeways in Northern California, with excellent highway visibility, hospitality use is also an appropriate use of the site, and with 28.3-acres, the site can accommodate a variety of uses, such as both apartments and hotel use. Other uses may include senior living, either independent living or assisted living, and/or affordable housing.

The property owner/seller requests purchase offers or offers to joint venture with a highly qualified developer/builder whereby the property owner would contribute the land to a joint venture to be formed by owner and developer.

All purchase offers submitted will be responded to promptly by seller and there is no date set for any call for offers.

INVESTMENT HIGHLIGHTS

- Beautiful undeveloped 28.37 Acres of multi family zoned land in an unincorporated area of El Dorado County, within the Shingle Springs, CA and Cameron Park, CA spheres of influence
- Vacant of structures, gently sloping topography on the south side of and adjacent to eastbound Highway 50 with the Durock Road exit just ¼ mile west
- Highly desirable location in well established Cameron Park, El Dorado Hills, Folsom residential and multi family residential submarket with strong investment intrinsics
- Close to entertainment and recreational opportunities with Folsom Lake, American River and California Gold Country historic attractions nearby. Sierra Nevada mountains and Lake Tahoe closeby
- Excellent visibility and access to Highway 50 would benefit hospitality use

CAMERON PARK LAND

LOCATION OVERVIEW

Location Overview

- Cameron Park is located in the Sierra Foothills, roughly 30 miles east of Sacramento.
- Direct access via U.S. Highway 50 to Sacramento (35 minutes) and South Lake Tahoe (1 hour).
- As a bedroom community, Cameron Park offers a suburban lifestyle with lower density and natural surroundings.
- Cameron Park provides residents with easy access to Sacramento's job market and regional amenities.
- Its proximity to Lake Tahoe makes it attractive for residents seeking outdoor recreation, including skiing, boating, hiking, and mountain biking.

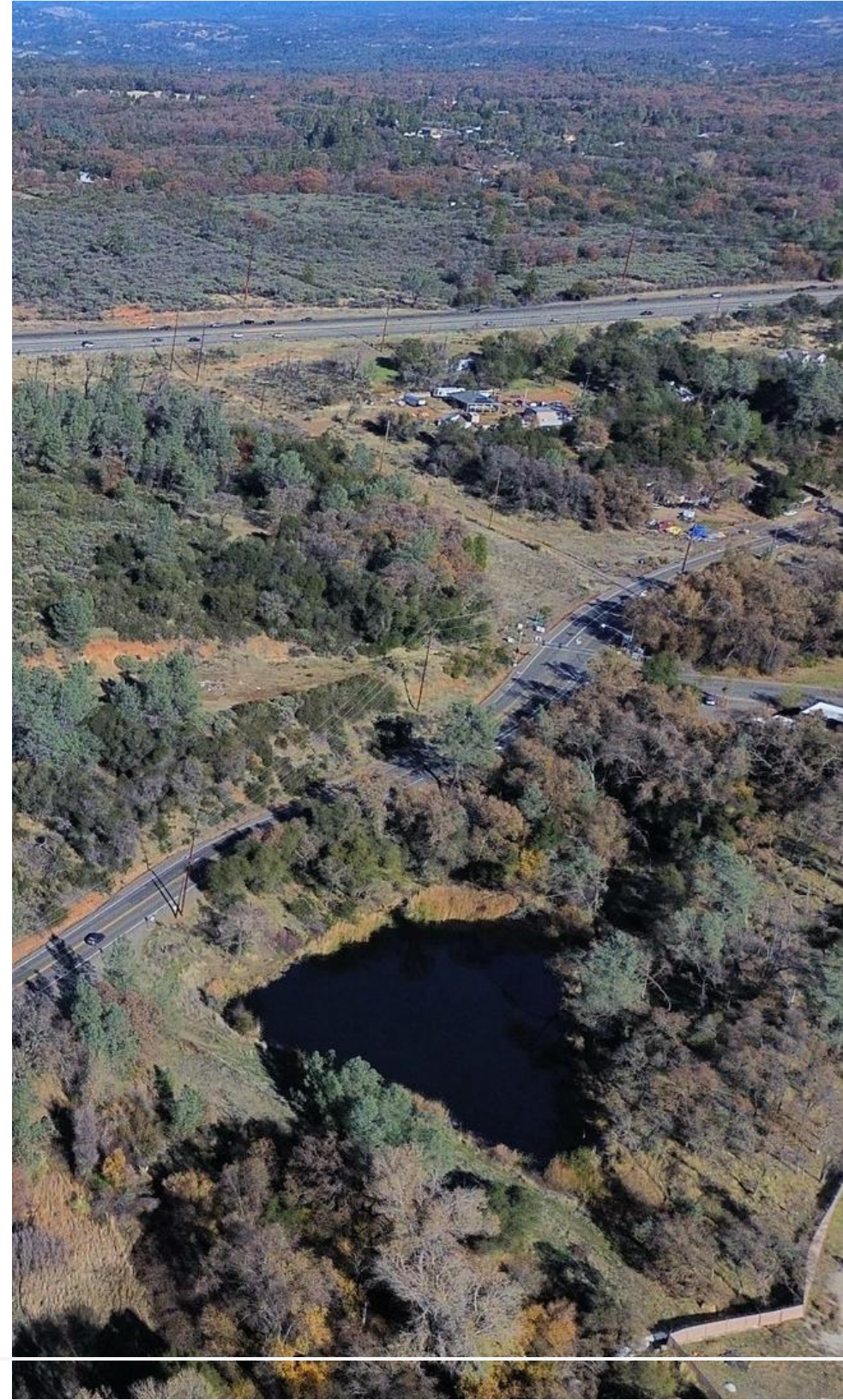
Multi-Family Market (El Dorado County):

According to CoStar Group...

- As of Q3 2025, there are no multifamily units under construction in El Dorado County. The submarket has averaged 46 units under construction annually over the past 10 years. The El Dorado County multifamily submarket contains roughly 4,200 units of inventory. The submarket has approximately 980 units rated 4 & 5 Star, 930 units rated 3 Star, and 2,300 units rated 1 & 2 Star.
- Average rents in El Dorado County are \$1,900/month, compared to the Sacramento average of \$1,860/month.

Demographics

- There are over 40,000 residents in a 5-mile radius of the property with steady growth over the past decade.
- Average household income is strong, exceeding \$142,000 (5-mile), indicating support for strong rent growth and lower delinquency.



CAMERON PARK LAND

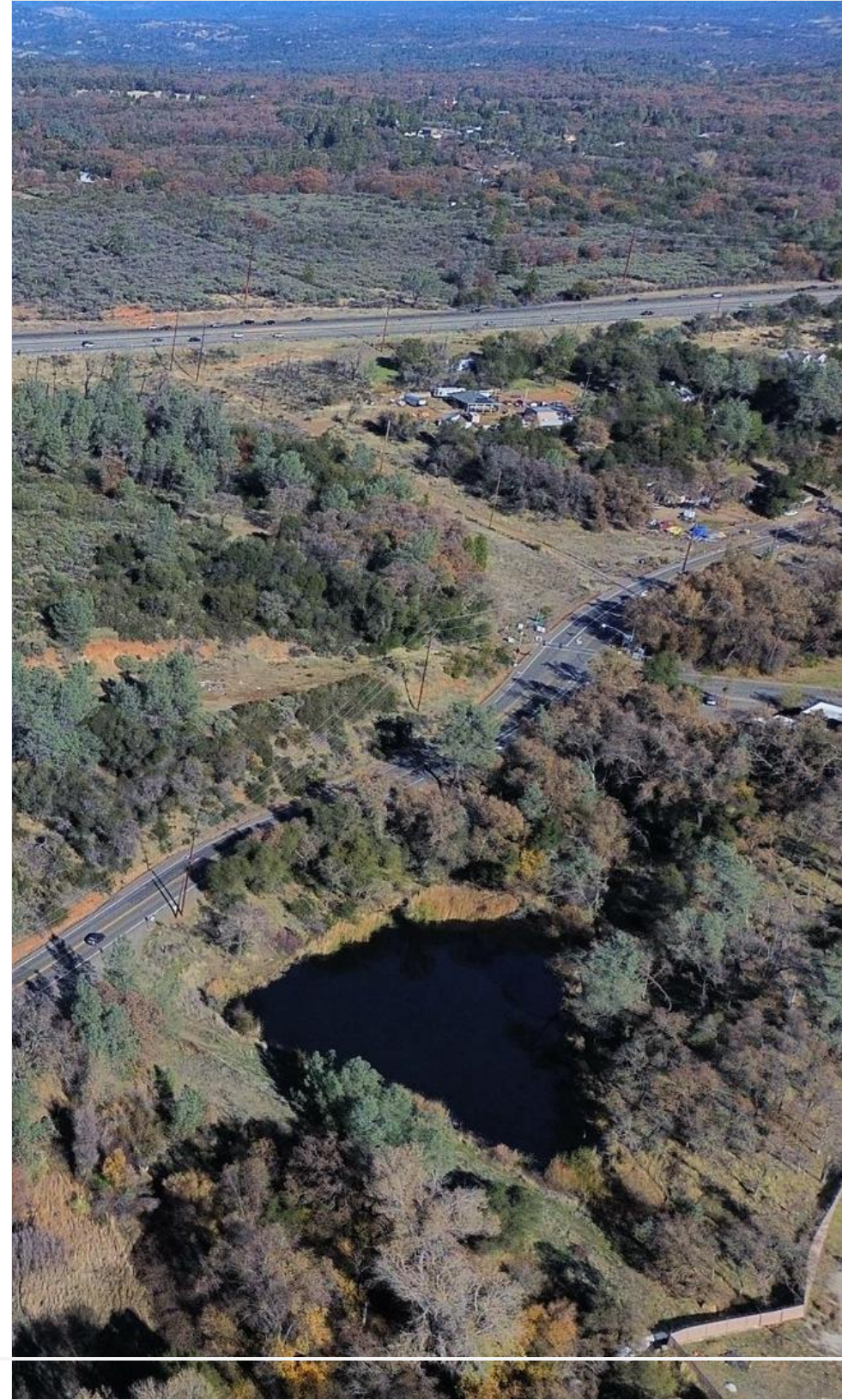
LOCATION OVERVIEW

El Dorado County Developments:

- Ongoing infrastructure and residential development projects in Cameron Park, such as the Cameron Park Drive widening, are enhancing the area's accessibility, aligning with El Dorado County's growth objectives
- Starting in May 2025, El Dorado County will begin working to create permanent design standards for new multifamily, mixed-use, and commercial projects in the County's Community Regions, beginning with Shingle Springs, followed by El Dorado/Diamond Springs, Cameron Park, and El Dorado Hills.

Proposed Developments in the Area:

- Lime Rock Valley
 - This plan proposes the development of 740 acres of land consisting of approximately 800 dwelling units. The project is located south of Highway 50 in the Cameron Park area.
- Village of Marble Valley
 - This plan proposes the development of 2,342 acres of land consisting of approximately 3,236 dwelling units and 475,000 square feet of commercial. The project is located between El Dorado Hills and Cameron Park area south of Highway 50.



SECTION 2

PROPERTY INFORMATION

Property Details
Regional Map
Aerial Map

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CAMERON PARK LAND

PROPERTY DETAILS

PROPERTY SUMMARY

Assessors Parcel Number	109-240-001, 109-240-002, 109-030-021, 109-030-022, 109-030-023, 109-240-003
Zoning	MF - Residential
Opportunity Zone	No

SITE DESCRIPTION

Lot Size Acres	28.37
Type of Ownership	Fee Simple

PUBLIC UTILITIES

Sanitary Sewer	El Dorado Disposal Services
Storm Sewer	El Dorado Disposal Services
Potable Water	El Dorado Irrigation Dist
Gas	PG&E
Trash	El Dorado Disposal Services

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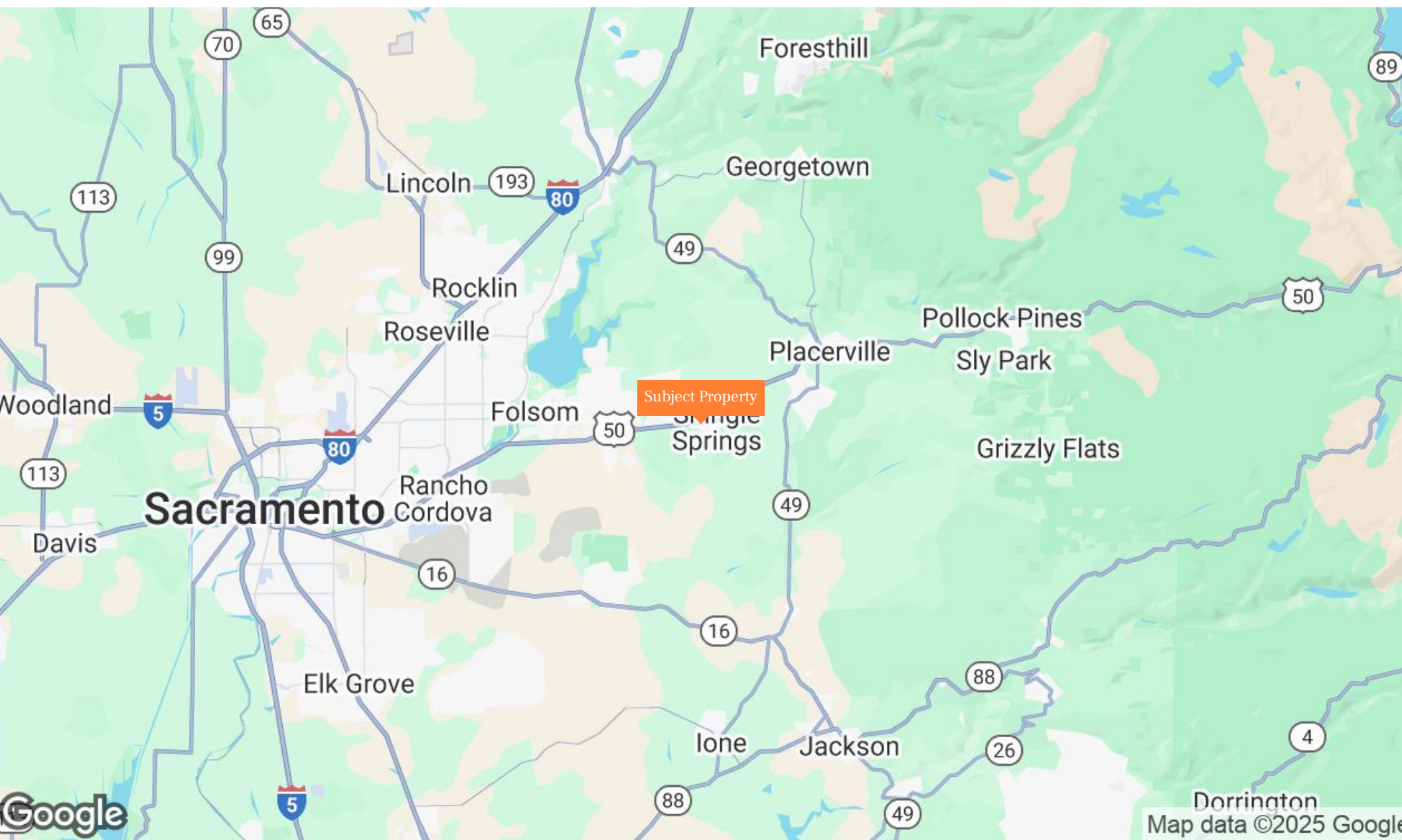


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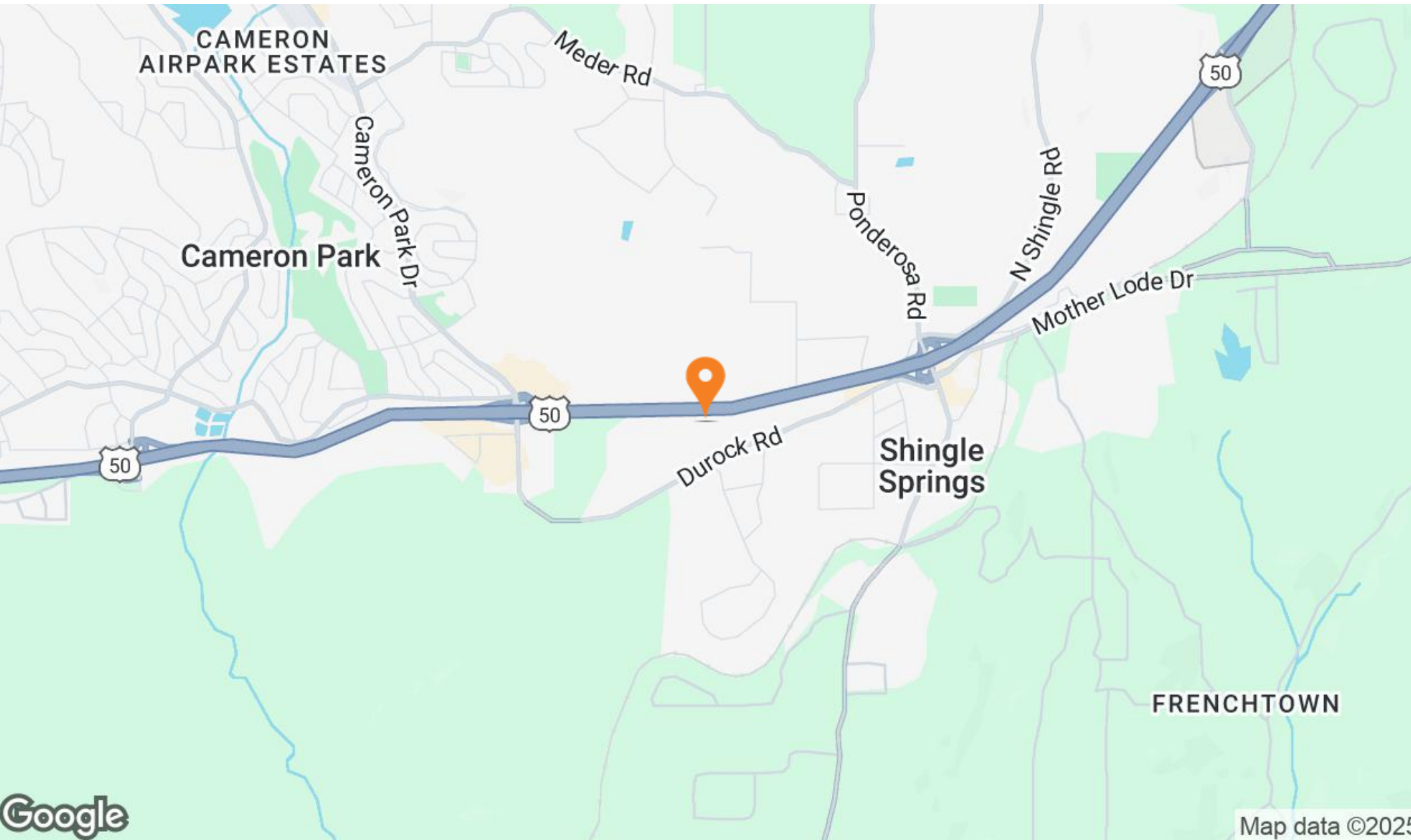
CAMERON PARK LAND

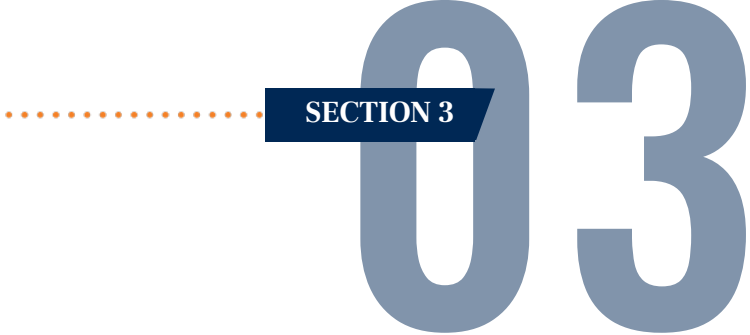
REGIONAL MAP



CAMERON PARK LAND

 AERIAL MAP





SECTION 3



MARKET OVERVIEW

Market Overview
Demographics

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CAMERON PARK LAND

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.

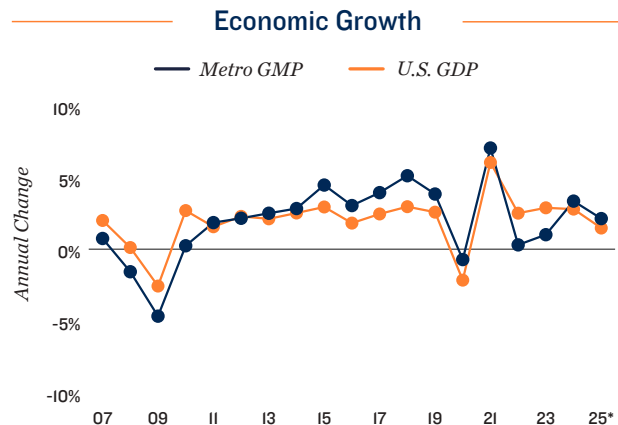


CAMERON PARK LAND

MARKET OVERVIEW

ECONOMY

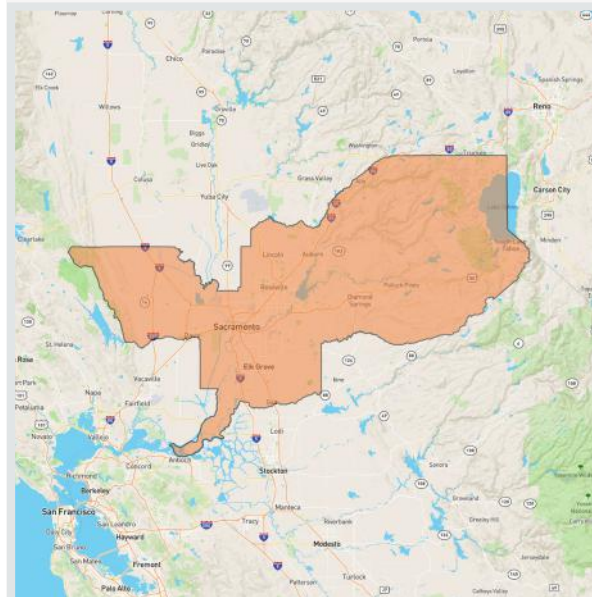
- Sacramento is home to the California State Capitol, making the government sector important to the region's economy, even with its recent diversification.
- University of California, Davis and California State University, Sacramento, along with associated medical systems, prop up a large education and 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

CAMERON PARK LAND

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 | **MiLB** | 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

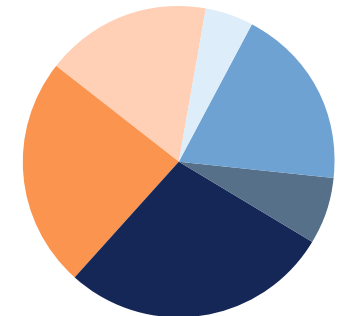
\$99,000

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

CAMERON PARK LAND

DEMOGRAPHICS

POPULATION	1 Mile	3 Miles	5 Miles
2029 Projection			
Total Population	4,700	30,885	54,709
2024 Estimate			
Total Population	4,684	30,429	53,341
2020 Census			
Total Population	4,675	29,604	51,313
2010 Census			
Total Population	4,404	28,931	46,671
Daytime Population			
2024 Estimate	3,053	22,536	37,200
HOUSEHOLDS	1 Mile	3 Miles	5 Miles
2029 Projection			
Total Households	1,952	11,906	20,471
2024 Estimate			
Total Households	1,943	11,663	19,873
Average (Mean) Household Size	2.6	2.6	2.7
2020 Census			
Total Households	1,930	11,325	19,049
2010 Census			
Total Households	1,775	10,732	16,992

HOUSEHOLDS BY INCOME	1 Mile	3 Miles	5 Miles
2024 Estimate			
\$250,000 or More	10.6%	12.9%	17.5%
\$200,000-\$249,999	5.0%	5.8%	7.8%
\$150,000-\$199,999	11.8%	12.0%	12.3%
\$125,000-\$149,999	6.5%	7.0%	7.1%
\$100,000-\$124,999	16.2%	13.2%	13.0%
\$75,000-\$99,999	11.7%	12.4%	10.9%
\$50,000-\$74,999	14.6%	14.7%	12.5%
\$35,000-\$49,999	7.7%	8.0%	6.7%
\$25,000-\$34,999	4.7%	4.1%	3.5%
\$15,000-\$24,999	5.7%	4.4%	3.6%
Under \$15,000	5.5%	5.5%	5.2%
Average Household Income	\$127,259	\$135,047	\$154,254
Median Household Income	\$98,958	\$106,280	\$125,860
Per Capita Income	\$49,329	\$50,911	\$56,136

CAMERON PARK LAND

DEMOGRAPHICS

POPULATION PROFILE	1 Mile	3 Miles	5 Miles
Population By Age			
2024 Estimate	4,684	30,429	53,341
0 to 4 Years	4.5%	5.0%	4.7%
5 to 14 Years	11.2%	11.8%	12.6%
15 to 17 Years	4.0%	4.0%	4.3%
18 to 19 Years	2.4%	2.2%	2.3%
20 to 24 Years	5.1%	5.4%	5.0%
25 to 29 Years	4.2%	4.6%	4.0%
30 to 34 Years	5.8%	5.4%	4.8%
35 to 39 Years	5.3%	5.9%	5.9%
40 to 49 Years	12.0%	12.0%	13.0%
50 to 59 Years	13.0%	13.6%	14.1%
60 to 64 Years	7.4%	7.8%	7.8%
65 to 69 Years	6.8%	6.9%	7.0%
70 to 74 Years	6.1%	5.8%	5.8%
75 to 79 Years	4.7%	4.4%	4.2%
80 to 84 Years	3.4%	2.7%	2.5%
Age 85+	4.2%	2.5%	2.1%
Median Age	46.0	45.0	45.0

POPULATION PROFILE	1 Mile	3 Miles	5 Miles
Population 25+ by Education Level			
2024 Estimate Population Age 25+	3,411	21,788	37,894
Elementary (0-8)	1.5%	1.2%	1.0%
Some High School (9-11)	3.8%	3.8%	3.5%
High School Graduate (12)	19.4%	19.6%	15.9%
Some College (13-15)	28.6%	28.8%	27.1%
Associate Degree Only	10.7%	11.1%	10.1%
Bachelor's Degree Only	24.2%	22.7%	26.5%
Graduate Degree	11.8%	12.8%	16.0%
HOUSING UNITS			
Occupied Units			
2029 Projection	2,042	12,332	21,239
2024 Estimate	2,034	12,082	20,614
Owner Occupied	1,408	8,712	15,578
Renter Occupied	477	2,926	4,254
Vacant	91	419	741
Persons in Units			
2024 Estimate Total Occupied Units	1,943	11,663	19,873
1 Person Units	24.0%	20.2%	18.1%
2 Person Units	35.8%	37.9%	37.7%
3 Person Units	16.6%	17.0%	17.4%
4 Person Units	15.7%	14.9%	15.8%
5 Person Units	4.9%	6.8%	7.6%
6+ Person Units	3.0%	3.1%	3.4%

CAMERON PARK LAND

DEMOGRAPHICS



POPULATION

In 2024, the population in your selected geography is 53,341. The population has changed by 14.29 percent since 2010. It is estimated that the population in your area will be 54,709 five years from now, which represents a change of 2.6 percent from the current year. The current population is 50.7 percent male and 49.3 percent female. The median age of the population in your area is 45.0, compared with the U.S. average, which is 39.0. The population density in your area is 678 people per square mile.



HOUSEHOLDS

There are currently 19,873 households in your selected geography. The number of households has changed by 16.96 percent since 2010. It is estimated that the number of households in your area will be 20,471 five years from now, which represents a change of 3.0 percent from the current year. The average household size in your area is 2.7 people.



INCOME

In 2024, the median household income for your selected geography is \$125,860, compared with the U.S. average, which is currently \$76,141. The median household income for your area has changed by 44.49 percent since 2010. It is estimated that the median household income in your area will be \$141,601 five years from now, which represents a change of 12.5 percent from the current year.

The current year per capita income in your area is \$56,136, compared with the U.S. average, which is \$40,471. The current year's average household income in your area is \$154,254, compared with the U.S. average, which is \$101,307.



EMPLOYMENT

In 2024, 24,226 people in your selected area were employed. The 2010 Census revealed that 70.9 percent of employees are in white-collar occupations in this geography, and 13.9 percent are in blue-collar occupations. In 2024, unemployment in this area was 4.0 percent. In 2010, the average time traveled to work was 30.00 minutes.



HOUSING

The median housing value in your area was \$712,816 in 2024, compared with the U.S. median of \$321,016. In 2010, there were 13,131.00 owner-occupied housing units and 3,861.00 renter-occupied housing units in your area.



EDUCATION

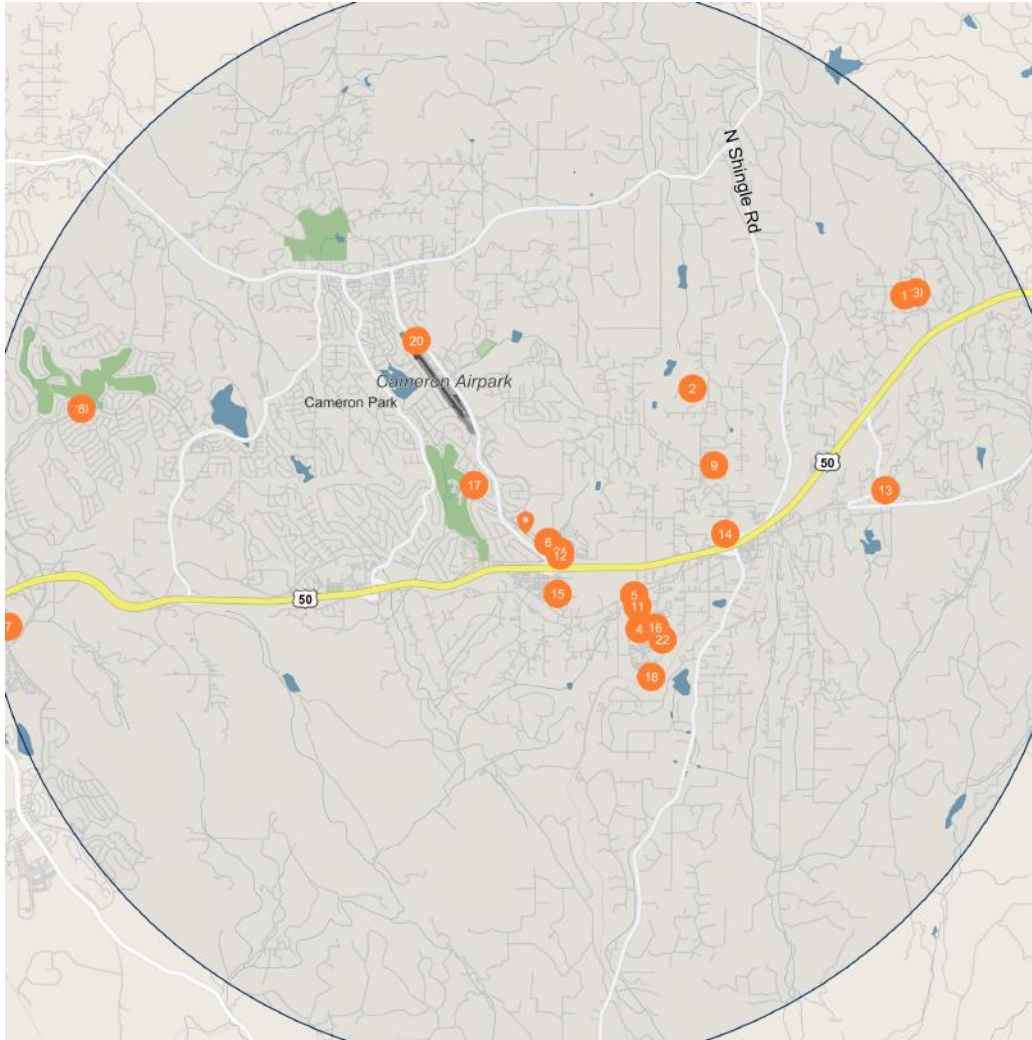
The selected area in 2024 had a lower level of educational attainment when compared with the U.S. averages. 41.2 percent of the selected area's residents had earned a graduate degree compared with the national average of only 13.5 percent, and 10.1 percent completed a bachelor's degree, compared with the national average of 21.1 percent.

The number of area residents with an associate degree was higher than the nation's at 19.0 percent vs. 8.8 percent, respectively.

The area had fewer high-school graduates, 1.8 percent vs. 26.2 percent for the nation, but the percentage of residents who completed some college is higher than the average for the nation, at 23.9 percent in the selected area compared with the 19.7 percent in the U.S.

CAMERON PARK LAND

DEMOGRAPHICS



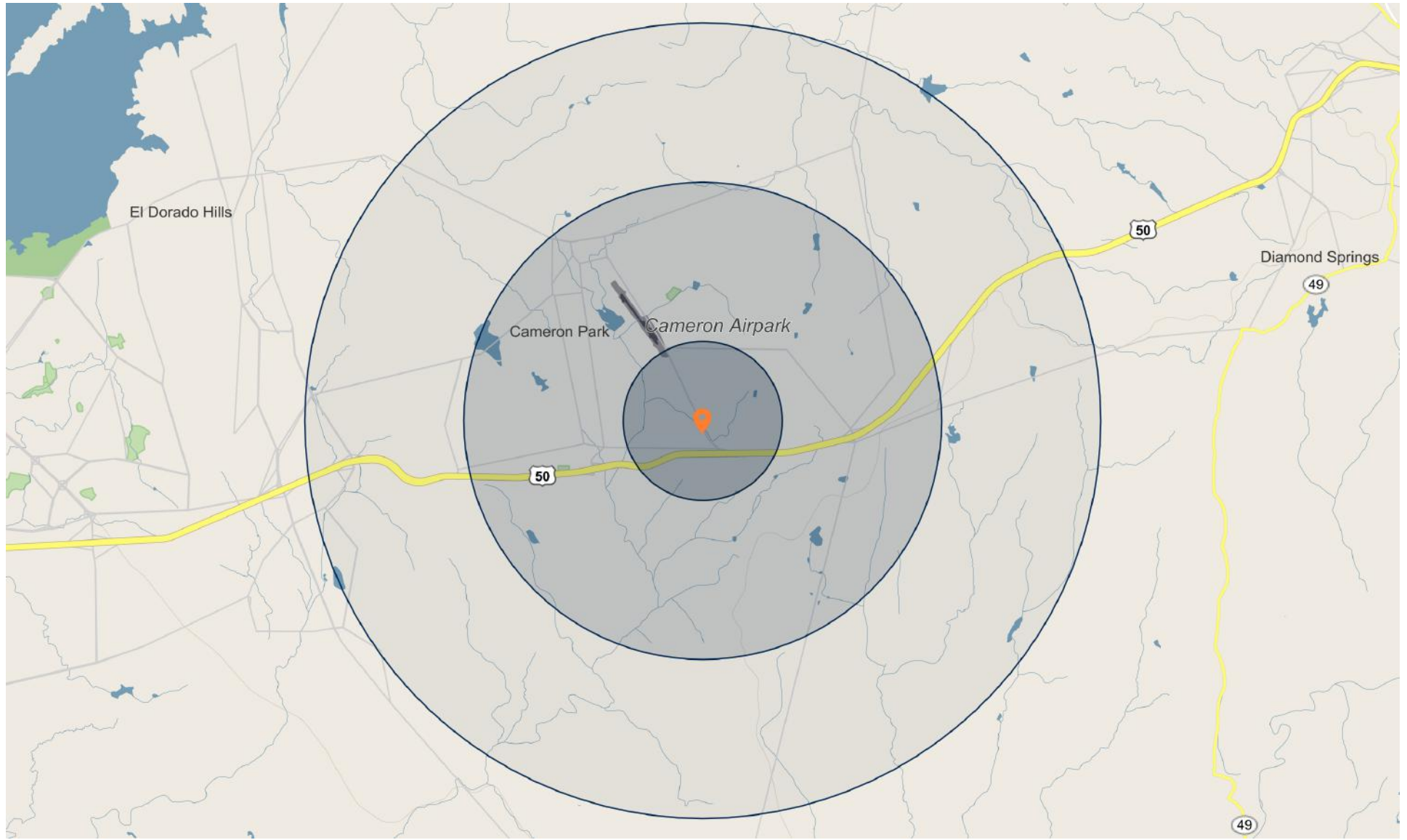
Major Employers

Employees

1	Shingle Sprng Trbal Gming Auth-Red Hawk Casino	1,200
2	D F Zees Inc-Dennys	350
3	Shingle Springs Rancheria-Tribal Health Program	311
4	McClone Construction Company	212
5	Nehemiah Rebar Services Inc	150
6	Eskaton Properties Inc	122
7	Enterprise Rnt--car Scrmnto LL-Enterprise Rent-A-Car	118
8	Serrano Associates LLC-Serrano Country Club	113
9	El Dorado Union High Schl Dst-Ponderosa High School	107
10	Serrano Country Club	105
11	Hemington Landscape Svcs Inc	100
12	Bel Air Mart	90
13	Buckeye Union School District-California Montessori Proj-Shi	80
14	Calnet Inc	78
15	Mercy Medical Group	66
16	Preferred Mfg Svcs Inc-Snowline Engineering	65
17	Cameron Park Country Club Inc-CAMERON PARK COUNTRY CLUB	60
18	Schilling Robotics LLC-Schilling Robotics	51
19	Shingle Springs Rancheria-Shingle Sprng Band Mwok Indans	50
20	Dutta Assoc	50
21	Dnt In Home Care Inc-Senior Helpers	50
22	Straight Line Roofing & Cnstr	50

CAMERON PARK LAND

DEMOGRAPHICS



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