

WEST SACRAMENTO LAND FOR INFILL DEVELOPMENT

FOR SALE





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THE OFFERING

± 26,136 SF
4 PARCELS
\$2,600,000 (\$100/SF)

The “C Street Land” assemblage is a .60-acre (26,136 SF) infill development opportunity located in the West Sacramento Washington District. The offering includes four contiguous parcels with approximately 325 linear feet of frontage along C Street, just ½ block from the entrance to the new I Street Bridge that will connect the River District and Railyards to West Sacramento. The property is zoned “Mixed-use Neighborhood Commercial” and sits within a Planned Development Overlay, which supports a myriad of residential and commercial uses by right. Under the current zoning, the property can accommodate a smaller residential property featuring up to 18 three-story townhomes and also support a larger mixed-use project with

upwards of 40 units. With a variance from the city, it is plausible that a project with 100+ units could be constructed on the property.

Just south of the property, the Bridge District continues to gain momentum. Fulcrum Property has delivered transformative projects like The Foundry and Drakes: The Barn, and recently broke ground on the next phase of River One, which includes a 193-room hotel, a 57-unit condo tower, and a five-story apartment project with 95 units.

The energy is amplified by the Oakland A’s temporary relocation to Sutter Health Park, drawing thousands of fans and national attention to the River and Washington Districts through at least 2027. Increased foot traffic is accelerating

demand for housing and amenities nearby.

The property sits just 1.5 blocks from the River Walk Trail, an amenity for future residents that links parks, local restaurants, and other riverfront destinations. Across the Tower Bridge, Old Sacramento is the Number 1 tourist destination in the entire Sacramento region bringing nearly 4 million people to the 8 square block historic district each year. Downtown, Sacramento boasts over 50,000 employees, a portion of which are seeking nearby housing with access to retail, dining, and recreation in the area. West Sacramento’s mix of new development and outdoor amenities continues to draw those seeking close proximity to the Sacramento urban core and nearby amenities.



THE DETAILS

PROPERTY DETAILS:	
Purchase Price:	\$2,600,000
Purchase Price Per SF:	\$100
Zoning:	Mixed-use Neighborhood Commercial with Planned Development Overlay
Municipality / City:	Yolo County

PARCEL DETAILS:	
312 3 RD (010-482-018-0000)	0.22 Acres (9,583 SF)
321 C (010-482-016-0000)	0.14 Acres (6,098 SF)
323 C (010-482-014-0000)	0.13 Acres (5,662 SF)
329 C (010-482-012-0000)	0.11 Acres (4,791 SF)
Total:	26,136 SF (.60 Acres)

UTILITY DETAILS:	
Electricity:	PG&E
Gas:	PG&E
Water/Sewer:	City of West Sac
Storm Drain:	City of West Sac

SEISMIC/FLOOD:	
Fault Zone:	Not in Earthquake Fault Zone
Flood Zone:	Outside of 500-year floodplain





1 THE OFFERING 321-329 C STREET



DEVELOPMENT OPPORTUNITY

The City of West Sacramento supports a variety of higher density uses including the following “by right” uses based on the city’s Mixed-use Neighborhood Commercial zoning. The goal of this zoning is to provide an area for a mix of medium-density residential units that support commercial retail, office, and open space uses. This Zone provides for lower intensity mixed-use development that contains a mix of residential townhomes, condominiums, and apartments that support pedestrian-oriented shopping, office, and open space. Residential densities range between 12.0 and 60.0 units per acre.

PERMITTED USES:

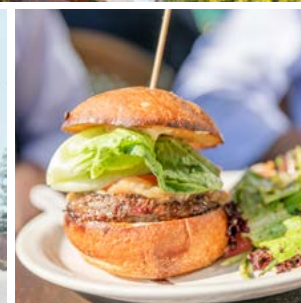
- Single-Unit Dwelling
- Two-Unit Dwelling
- Multi-Unit Residential
- Condominiums
- Eating and Drinking Establishments
- Hotel
- General Office
- Retail Sales / General Retail

NEIGHBORHOOD-FOCUSED ZONING:

The zoning encourages uses that provide essential daily services and retail needs, as well as recreational amenities within walking distance for the surrounding neighborhoods.

DENSITY:

Residential densities within the zone can range from 12 to 60 dwelling units per acre.



THE LOCATION



LOCATED IN WEST SACRAMENTO
PATH OF DEVELOPMENT
2 MINS TO DOWNTOWN

Located in Yolo County, the City of West Sacramento has emerged as one of the most forward-looking municipalities in Northern California. Once known primarily for its industrial and port activity, the city has undergone a major transformation over the past two decades. Focused investment along the riverfront, particularly within the Washington and Bridge Districts, has redefined the city's identity and positioned it as a central player in the region's urban development narrative.

Under longtime mayor Christopher Cabaldon, who served from 1998 to 2020, West Sacramento built a national reputation for progressive

city-building, public-private partnerships, and waterfront revitalization. That legacy continues today through strategic infrastructure upgrades, new housing, and a wave of mixed-use development along the Sacramento River. The result is a rare blend of livability, urban potential, and relative affordability—drawing interest from developers, employers, and residents seeking walkable, connected communities.

The site's location, just across the Tower Bridge from Downtown Sacramento, offers seamless access to some of the region's most prominent destinations. Within minutes are Golden 1 Center, Old Sacramento Waterfront,

and the expanding Sacramento Railyards, one of the largest urban infill projects in the country. The area is also home to the California State Capitol, the SAFE Credit Union Convention Center, and the SAFE Credit Union Performing Arts Center, reinforcing the city's importance as the political, cultural, and entertainment heart of the region. As Sacramento's urban core continues to grow, West Sacramento has become a natural extension of that momentum, offering room to build, riverfront visibility, and immediate regional connectivity.



RIDE THE WAVE IN WEST SAC'S 2 WATERFRONT DISTRICTS



1,097 APTS IN WASHINGTON DIST.



1,098 APTS IN BRIDGE DISTRICT



1,003 UNITS PROPOSED (BOTH MARKETS)

The Washington District and The Bridge District are at the center of West Sacramento's transformation; two adjacent riverfront neighborhoods shaped by more than a decade of public and private investment. Historically industrial, both districts have evolved into high-density, mixed-use communities supported by major infrastructure improvements and thoughtful planning.

In 2019, the City of West Sacramento completed the Washington District Sustainable Community Infrastructure Project (WDSCIP), a \$5.7 million initiative that upgraded water, sewer, and storm drain systems, improved sidewalks and bike lanes, underground utilities, and prepared key corridors for future streetcar service. Funded by

the California Strategic Growth Council, the Active Transportation Program, and local match dollars, these upgrades have paved the way for projects like the Washington District Land opportunity, one of the last sizable infill parcels near the riverfront.

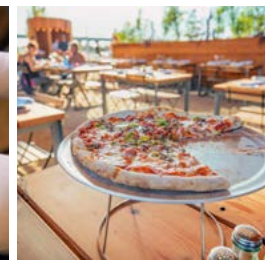
Positioned in the heart of the district, the site is surrounded by growing residential density, civic amenities, and a built-in framework for future development. Walkability, infrastructure capacity, and direct access to the River Walk Trail make it an ideal location for high-impact urban housing.

To the south, the Bridge District has become a model for contemporary infill. Since the early 2010s, Fulcrum Property has led development

with projects like The Block, West, and Garden Park, collectively delivering over 500 new residential units. These communities emphasize thoughtful architecture, public space, and connectivity, with retail and hospitality uses phased in to support long-term activation.

Together, the Washington and Bridge Districts reflect a shared vision for the future of West Sacramento, where strategic investment, design-forward development, and riverfront access converge. The Washington District Land offering presents a rare chance to contribute to this momentum, delivering housing or mixed-use in one of the city's most dynamic and well-positioned urban districts.

COSTAR 2025



WEST SAC'S WATERFRONT DEVELOPMENT PROJECTS



The Block - 52 Units (Completed)
52 unit apartment building with a communal rooftop shared space. This building also includes ground-floor retail.



Kind West - 156 Units (Completed)
Two identical three-story buildings. Each building consists of 78 units for a total of 156 housing apartments for rent. Affordable by design without income restrictions.



Edge - 67 Units (Completed)
Edge is the latest addition to the neighborhood with 67 units that hugs a communal backyard space with seating and barbecues.



The Foundry - 69 units (Completed)
Home to 69 modern residences. Woven into the design are communal bocce courts, an edible landscape, outdoor decks and 59 parking spaces.



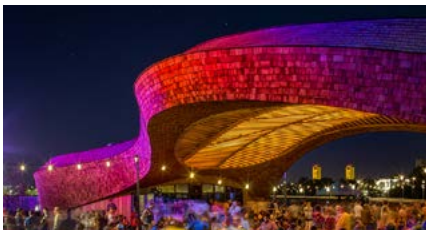
980 Central - 55 Units (Completed)
Architecturally unique, 55-unit apartment complex offers micro-studios, studios, 1 bedroom, lofts and 2 bedroom townhomes. Offers its tenants a beautiful semi-private courtyard and communal fireplace.



Habitat Apartments - 96 Units (Underway)
The Habitat Apartments frame the four corners of Garden Park and are just steps away from a 1-mile long stretch of West Sacramento's Riverwalk.



Park Moderns - 32 Single Family Homes (Completed)
These 32 single-family homes surround Garden Park to create the sense of an outdoor room. Development was designed with California Urban Core living in mind.



The Barn (Completed)
Designed by Dutch designer Jerry van Eyck and his urban design and landscape architecture firm !Melk, The Barn provides 9,100 SF under canopy shade while patrons enjoy craft drinks by Drake's Brewing.



CalSTRS Tower (Completed)
275,000 SF expansion of the CA State Teachers' Retirement System headquarters connected to the 15-year-old headquarters by a skybridge called The Link.



Four40 West Single Family Homes (Completed)
106 home sites, the tri-level single-family homes offer a fresh take on modern living. Includes luxurious pool lounge, outdoor kitchen, fire pit, and



BioSpace - Life Science Campus (Underway)
A 1,400,000 SF mixed-use development that will anchor the Sacramento Region's Life Science initiatives.



River One - 95 Units (Proposed)
River One will feature two seven-story buildings: a 193-room hotel, a 57-room condo tower overlooking the Sacramento River and a five-story building with 95 apartment units.



I Street Bridge Replacement (Proposed)
Bridge upstream of the existing I St Bridge. Will provide a new connection across the River between the Railyards and Washington Neighborhood planned developments.



TAP INTO DOWNTOWN'S RENEWED ENERGY



53,100 EMPLOYEES



8,500 RESIDENTS



5.3M OUT OF MARKET VISITORS

Just across the Tower Bridge, Downtown Sacramento functions as the economic and civic heart of the region. Home to more than 53,100 employees, the area hosts a concentration of state government offices, legal firms, professional services, and creative industries. The proximity to this employment base makes the Washington District an attractive option for residents seeking housing near work—without sacrificing walkability or riverfront access.

Downtown also serves as the region's cultural and entertainment core. Major venues include

the Golden 1 Center, home to the Sacramento Kings and a year-round host for concerts and touring shows; the SAFE Credit Union Convention Center, which brings thousands of visitors for conferences and trade events; and the SAFE Credit Union Performing Arts Center, anchoring the city's performing arts scene with Broadway productions, ballet, and symphony performances.

Frequent public events, festivals, and markets activate the streets of the Old Sacramento Waterfront, Capitol Mall, and Downtown Commons (DOCO)—all within walking or biking

distance of the Washington District. As Downtown continues to densify with residential towers and retail activation, the Washington District offers nearby relief in the form of new housing, quieter streets, and a direct connection to the region's busiest urban destinations.

With unmatched access to jobs, culture, transit, and regional visibility, Downtown Sacramento provides a powerful amenity base that enhances the value and livability of the Washington District.



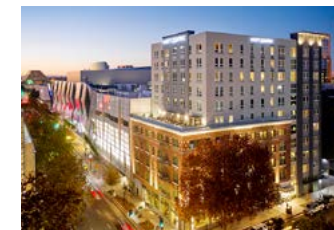


2 THE LOCATION
321-329 C STREET

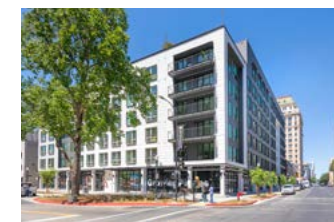
DOWNTOWN DEVELOPMENT PROJECTS



The Frederic (Completed)
Eight-story project with 162 apartment units and 7,000 square feet of retail, plus parking.



Hyatt Centric (Completed)
Conversion of former Hotel Marshall and construction of new 11-story building to create 173-room hotel and first-floor retail space.



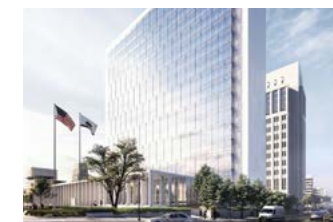
Envoy (Completed)
153 new multi-family apartments, 102 parking stalls and 10,250 SF of retail space in a new 7-story building



Capitol Tower's Midrise (Completed)
436 apartments in two mid-rise structures in a four-square block residential area.



Railyards (Underway / Proposed)
One of the nation's largest infill projects. Entitled for 6M sf of commercial space, 10,000 housing units and 1,100 hotel keys.



Sac County Courthouse (Underway)
Seventeen-story building to replace existing Sacramento County Courthouse a few blocks to the east.



301 Capitol Mall (Proposed)
Shingle Springs Band of Miwok Indians introducing a proposal for the site first half of 2025.



The Diggs (Proposed)
10,000 SF of commercial space, 25,000 of mini storage, 5,000 of creative office space and 132 apartment lofts.



DGS Office Building (Underway)
20 stories and ± 838,000 SF will include office, assembly, parking, retail, and commercial food service space.



THE RAILYARDS

Sacramento Railyards is one of the largest and most ambitious urban infill projects on the West Coast, transforming nearly 250 acres of historic rail yard into a connected, transit-oriented extension of Downtown Sacramento. Rooted in more than 130 years of innovation, the Railyards is being reimagined as a vibrant, mixed-use district that weaves together housing, employment, entertainment, culture, and open space while reconnecting the city to its riverfront and surrounding neighborhoods.

THE DEPOT DISTRICT

The Depot District serves as the primary gateway to the Railyards, anchored by Sacramento Valley Station and its direct connections to rail, light rail, buses, bikes, and pedestrians. Framed by Old Sacramento and Downtown, this district blends transportation infrastructure with civic, residential, office, and retail uses. The proposed new Sacramento Courthouse further reinforces the Depot District's role as a regional center of activity and public life.

THE CENTRAL SHOPS DISTRICT

The Central Shops District is the historic and cultural heart of the Railyards, centered around eight preserved railroad-era buildings, the iconic water tower, and the original turntable. Planned as a destination district, it will feature approximately 500,000 square feet of retail, dining, entertainment, galleries, and open-air plazas. Adaptive reuse and historic preservation define this district, celebrating Sacramento's rail legacy while creating a lively gathering place for residents and visitors.

THE WEST END DISTRICT

The West End District is a mixed-use employment and innovation hub that blends office, residential, retail, and hospitality uses within a walkable network of plazas and pedestrian corridors. Anchored by Kaiser Permanente's planned 18-acre medical campus, the district introduces major healthcare infrastructure to Downtown while supporting additional workplaces, restaurants, nightlife, and neighborhood-serving amenities along Railyards Boulevard.

THE EAST END DISTRICT

The East End District is envisioned as a high-energy urban neighborhood that mirrors the traditional Downtown street grid and emphasizes residential density, parks, and entertainment. Home to the proposed MLS stadium and adjacent entertainment district, the East End is designed to host major events while remaining a livable, transit-accessible community. Early residential development, ground-floor retail, and proximity to transit position the East End as a new destination for both daily life and citywide gatherings.

THE RIVERFRONT DISTRICT

The Riverfront District reconnects Downtown Sacramento to the Sacramento River, reclaiming the waterfront as a public and recreational asset. Planned uses include riverfront dining, a hotel, residential development, and expansive public parks that provide visual and physical access to the water. This district creates a seamless link between the urban core and the river, offering spaces for leisure, entertainment, and unforgettable riverfront experiences.

SACRAMENTO

Greater Sacramento



2.62 MILLION POPULATION
#2 IN U.S FOR INCLUSION
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,

the region reached 2.62 million residents (Greater Sacramento), 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 developers, 321-329 C Street presents a rare opportunity: a river-adjacent infill site in a growing metro with foot traffic, visibility, and demand for new places to live, stay, and gather. With immediate access to core infrastructure and citywide momentum, the district is well-positioned for long-term value.



SACRAMENTO'S CENTRALIZED LOCATION IS AN ADVANTAGE



60 MILES TO NAPA



85 MILES TO SAN FRANCISCO



100 MILES TO LAKE TAHOE



Sacramento's location is one of its most valuable assets and the Washington District Land is at the center of it. Positioned with direct access to I-5, the site offers seamless regional connectivity and puts future development within reach of the entire Northern California megaregion. Just 85 miles from San Francisco and close to destinations like Lake Tahoe, Napa Valley, and Yosemite, Sacramento offers a central location that appeals to residents, visitors, and investors alike.

As the capital of California, the world's fourth largest economy, Sacramento plays a central role in statewide decision-making and serves as a logistical hub for business, travel, and governance.

That strategic role is supported by a growing international airport with nonstop flights to major domestic markets, a strong freight and passenger rail network, and expanding public transit options including light rail.

Tourism continues to play a key role in

Sacramento's economy, with millions visiting each year to experience its rich history, award-winning food scene, and packed calendar of events. From Golden 1 Center shows to festivals and conventions, demand for high-quality hospitality and entertainment, continues to rise. For residents, this connectivity enhances quality of life, offering access to job centers, outdoor recreation, and cultural amenities. For developers, it creates a clear advantage: a high-profile location with built-in infrastructure, multimodal access, and statewide reach. 321-329 C Street isn't just in the middle of it all—it's poised to become a defining part of what's next.



SAC 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 Midsize 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

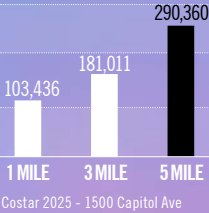
GSEC 2025
Applied Geographic Solutions 2024

PERCENTAGE OF POPULATION WITH A DEGREE OR SOME COLLEGE:

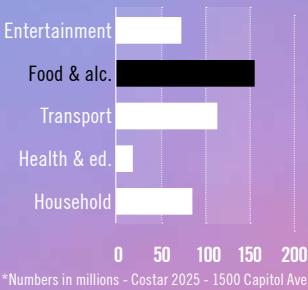
69%

GSEC 2025
Applied Geographic Solutions 2024

NUMBER OF EMPLOYEES WITHIN VARYING RADIUS OF THE STATE CAPITOL:



ANNUAL CONSUMER SPENDING WITHIN ONE MILE OF THE STATE CAPITOL:



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

