MASSIVE PRICE REDUCTION

318 12TH STREET

MIXED USE APARTMENT + RETAIL BUILDING FOR SALE ON DOWNTOWN, SACRAMENTO THOROUGHFARE

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MASSIVE PRICE REDUCTION

THE OPPORTUNITY

$995,000	INCOME	OWNER-USER	VALUE-ADD
PURCHASE PRICE	IN PLACE (APTS)	RETAIL / OFFICE SPACE	OPPORTUNITY

MIXED-USE INVESTMENT WITH GROUND FLOOR OFFICE / RETAIL SPACE AND 3 APTS

Located in the heart of Downtown Sacramento, 318 12th Street presents a rare mixed-use investment opportunity combining stable residential income with owner-user or lease-up potential on the ground floor. The ±4,835 square foot building features three apartment units above, offering consistent cash flow in one of Sacramento's most walkable and amenity-rich districts. The property's classic urban character and prime infill location position it well for both long-term appreciation and immediate income generation.

The ±1,920 square foot ground floor retail/office space is currently occupied by Seller and could be delivered vacant prior to close of escrow, providing flexibility for an owner-user to occupy the space, or an investor to lease up and capture market rents. Additionally, the property includes two deep garages that offer valuable upside potential, with the possibility to either rent out as-is, or a conversion to additional residential units. Offered at a purchase price of $995,000 ~~$1,300,000~~, 318 12th Street represents a compelling opportunity to acquire a versatile asset with in-place income and significant upside in the core of our city.

PROPERTY DETAILS

Address:	318 12th Street Sacramento, CA 95814
APN:	002-007-5014
Price:	~~$1,300,000~~ $995,000
Stories:	2
Size:	± 4,835 SF
Space for Owner-User:	± 1,920 SF
Residential Units:	3
Garages:	2
Year Built:	1934
Parcel Area:	± 3,049 SF (0.07 acres)

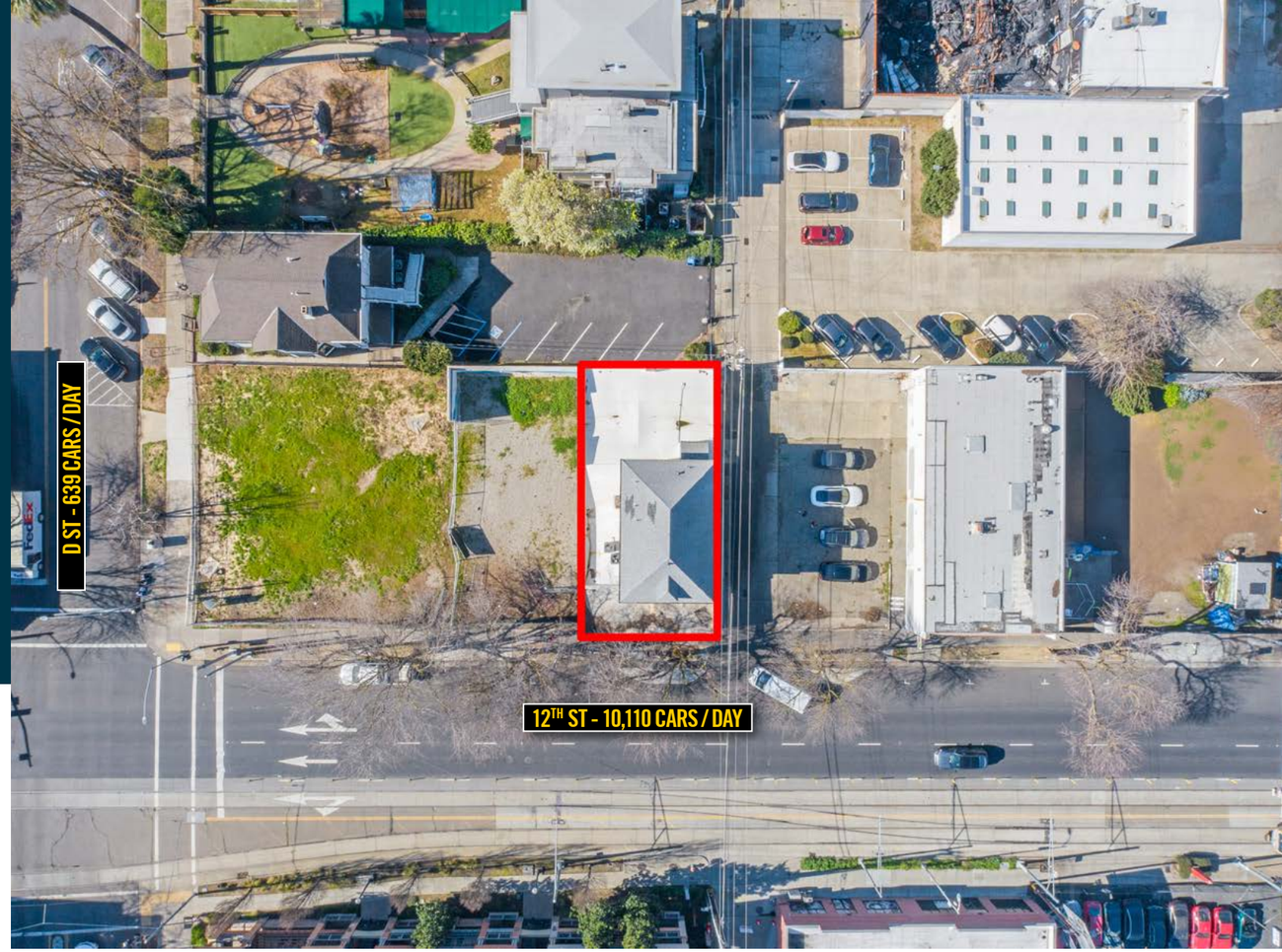
THE ECONOMICS

OWNER-USER OPPORTUNITY

The Property's three apartments are all currently leased and generating approximately $3,967 per month, while the ground floor office is currently owner-occupied. By placing a market rent on the ground floor space of $2.00 per square foot, and a rental income of $300 per month for each garage as storage, the Property, fully leased, would be estimated to generate approximately, $9,290 per month, showing significant upside as an investment.

RENT ROLL

Suite	Current RSF	Status	Rent/RSF	In Place Rent	Pro Forma
Retail / Office	1,920	Owner occupied	$2.00	$3,840.00	$3,840.00
Apartment B	1,200	Leased	$1.29	$1,550.00	$1,950.00
Apartment C	550	Leased	$2.40	$1,318.00	$1,450.00
Apartment D	550	Leased	$2.00	$1,099.00	$1,450.00
Garages (2 stalls - 1 rented)		Vacant		$300.00	$600.00
Total	**4,220**			**$4,267.00**	**$9,290.00**



THE LOCATION

1 BLOCK
FROM LIGHT RAIL

PATH
OF DEVELOPMENT

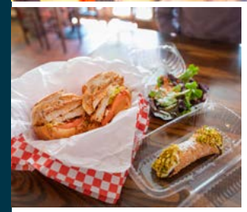
20M+
SF OFFICE NEARBY

5 MIN
TO GOLDEN 1 CENTER

PRIME DOWNTOWN SACRAMENTO LOCATION IN PATH OF DEVELOPMENT

Alkali Flat is one of Sacramento's oldest residential neighborhoods, dating back to the early 1850s. Once home to prominent merchants and political figures who built ornate residences—most notably the California Governor's Mansion—the area also features smaller, intricately designed homes built by railroad and industrial workers. Today, historic structures have been repurposed for modern businesses while contemporary infill housing replaces long-vacant lots, preserving architectural character and signaling a continued path of revitalization. With over 20 million square feet of Downtown office space within walking distance and Regional Transit light rail service just one block away, the neighborhood supports strong demand for a live-work lifestyle. This positioning allows owners to benefit from continued neighborhood investment and long-term value growth. Located at 318 12th Street, the Property benefits from its proximity to the expanded service area of the Midtown Association along the 16th Street corridor, where enhanced maintenance, safety, and economic development initiatives support property conditions and neighborhood activity. The area's upward trajectory is further reinforced by the expansion of the Downtown Sacramento Partnership, which now includes the Sacramento Railyards and areas surrounding the new courthouse—clear signals of continued public and private investment in this rising urban district. Continued residential growth nearby, including H16, Eleanor, The Mansion Apartments, Lavender Courtyard, Studio 30, Esperanza, and The Grace, further reinforces long-term housing demand and commercial viability.

The Property is also near Golden 1 Center, the 17,500-seat arena that catalyzed Downtown's revitalization and continues to drive residential and commercial demand. Surrounding destinations include the UC Davis Health Pavilion, the SAFE Credit Union Convention Center, the Esquire IMAX Theatre, and the California State Capitol. A diverse mix of local restaurants, cafés, cultural venues, parks, and trail systems further supports the area's vibrant urban environment, making it a highly desirable place to lease apartments and establish office or retail space.



THE LOCATION
318 12TH STREET

Cafetaria 15L
Hyatt Regency
Capitol Garage
Convention Center
Bento Box

Boiling Crab
Crest Theatre
Ella
Dive Bar
Burgers, Pizza & More
Empress Tavern

State Capitol

Kodaiko Ramen
Coin-Op Game Room
Tiger
Bailarin Cellars
Koja Kitchen
Beach Hut Deli
Butcher & Barrel
Bumble Bear Coffee

Golden 1 Center

Echo & Rig
Sauced BBQ
Tipsy Putt
Fizz
Burger Lounge
Yard House
Pressed Juicery
Estelle Bakery
The Pizza Press
Tom's Watch Bar

12TH

Immortal Coffee

Cesar Chavez

Vela Cafe
Cilantro's

City Hall

Shine Cafe

Hiso

G Street Cafe
Falafel Me

Little Morocco Cafe

Dodici Pizzeria

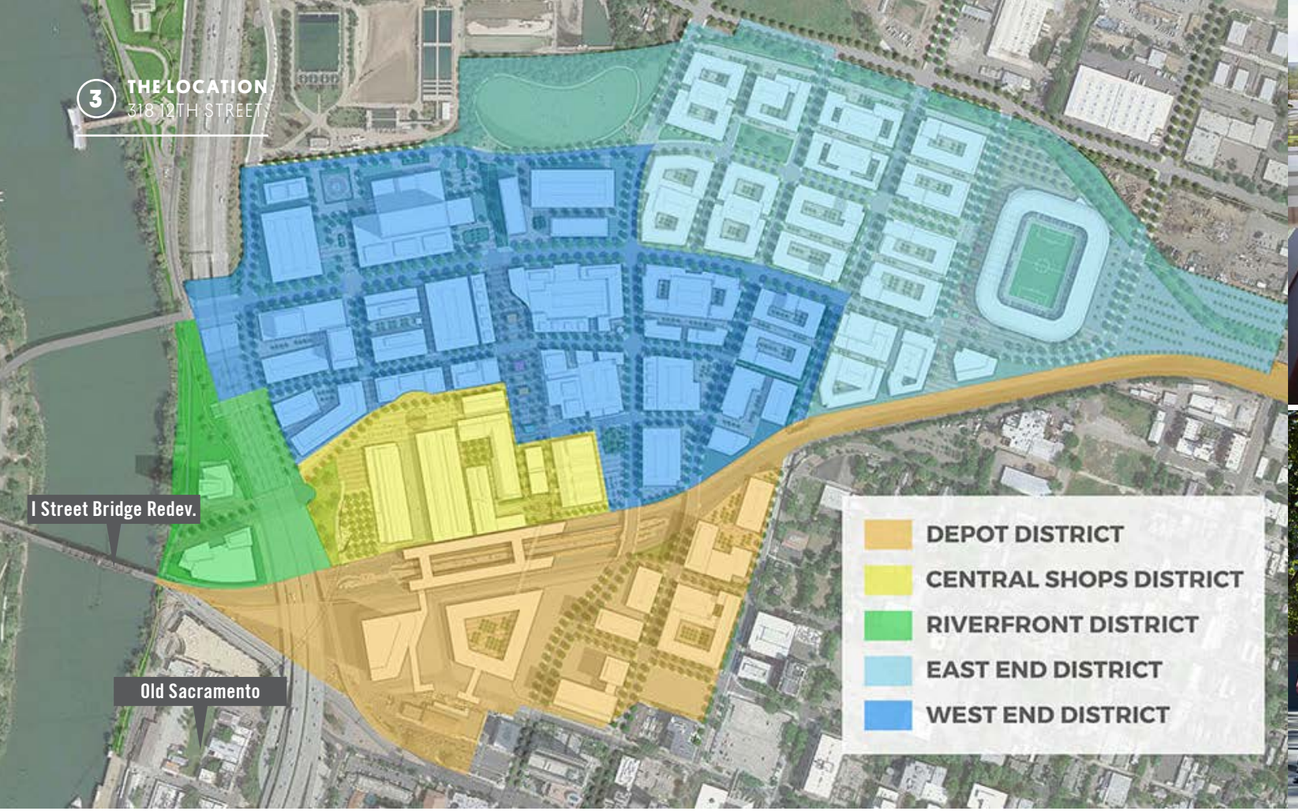
318 12th Street

7TH

Zapata Park

E

Railyards



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.

SAC DATA BITES

Urban Sacramento is the perfect blend of carefully curated local and national retail embedded in a landscape of unique older buildings, mature trees, and a burgeoning mural scene. Business owners, residents, and investors near and far have flocked to the center of Sacramento's art, music, and cultural scene to cash in on this fruitful submarket. In July 2020, Sacramento was the most popular migration destination in the U.S, with more than half of home searches coming from buyers outside of the area (Redfin). In 2023 Forbes named Sacramento the best place to live in California. Attracted by the affordability of real estate, lower cost of living and booming Downtown, many have found that Sacramento is an ideal location to achieve a turnkey live-work-play lifestyle.

SACRAMENTO'S CITY RANKINGS:

#1 Best Place to Live in CA

#1 Happiest Workers in Midsized 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 Most Healthiest City in the U.S.

#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

#10 Best Cities for Coffee Snobs

#16 Best Cities for Millennials The Sac Bee 2025

POPULATION GREATER SACRAMENTO REGION

2,623,204

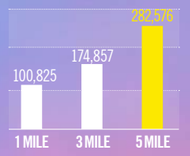
GSEC 2023
Applied Geographic Solutions & GIS Planning 2022

PERCENTAGE OF POPULATION WITH A DEGREE OR SOME COLLEGE:

68%

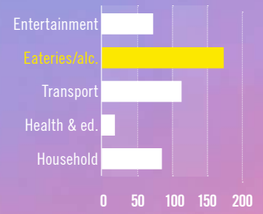
GSEC 2023
Applied Geographic Solutions & GIS Planning 2022

NUMBER OF EMPLOYEES WITHIN VARYING RADIUS OF THE STATE CAPITOL:



Costar 2023 - 1500 Capitol Ave

ANNUAL CONSUMER SPENDING WITHIN ONE MILE OF THE STATE CAPITOL:



*Numbers in millions - Costar 2023 - 1500 Capitol Ave

COST OF LIVING INDEX - $100,000 BASE SALARY MOVE TO SACRAMENTO FROM SAN FRANCISCO

Grocery will cost:	18.68% less
Housing will cost:	52.93% less
Utilities will cost:	17.94% less
Transportation will cost:	9.30% less
Healthcare will cost:	12.58% less

GSEC 2023
Applied Geographic Solutions & GIS Planning 2022

SACRAMENTO LARGEST JOB COUNTS BY OCCUPATION:

Office & Administrative Support	14.20%	115,931
Sales	10.91%	89,063
Executive, Managers & Admin	10.58%	86,391
Food Preparation, Serving	6.12%	49,978
Business and Financial Operations	5.94%	48,500

GSEC 2023
Applied Geographic Solutions & GIS Planning 2022

SACRAMENTO OWNERS VS. RENTERS

62.34% Owners

37.66% Renters

GSEC 2023
Applied Geographic Solutions & GIS Planning 2022

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

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