

66TH & ELVAS

INDUSTRIAL YARD / DEVELOPMENT OPPORTUNITY
FOR SALE OR LEASE IN EAST SACRAMENTO



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OFFERING



16,875 SF YARD



\$500,000



\$0.18/SF NNN

Sitting squarely in the middle of the thriving and rapidly growing submarket of East Sacramento, 66th & Elvas Ave (“The Property”) represents one of the few remaining flexible commercial opportunities in this highly sought-after area. Just 0.3 miles from Highway 50 and 65th Street, and located under 200 feet from Hornet Xing, the primary pedestrian entry point on the west side of Sacramento State, the Property benefits from consistent foot traffic combined with strong visibility and exposure to over 34,000 cars per day on the corner of 65th Street and Elvas Avenue.

The Property consists of an 16,875 SF fenced-in yard, a highly unique offering for East Sacramento. The Property and its zoning allow for a wide range of retail, service, and commercial uses, while still capitalizing on the visibility and consumer activity driven by its proximity to the Sacramento State campus.

Further enhancing the long term value of the Property, more than 4,600 student housing beds are located within 0.5 miles of the Property, which serve Sac State’s student body of over 31,000 students.

As East Sacramento continues its robust push

for new housing and mixed-use development, flexible commercial spaces within walking distance of Sacramento State are incredibly scarce. Opportunities of this scale, versatility, and location rarely come to market, making this a truly exceptional offering for institutions seeking long-term positioning in one of Sacramento’s fastest-growing and most dynamic districts.

This property is not just an excellent lease or sale opportunity, but a mixed-use development opportunity given its proximity to the University. By right the parcel allows for 67,500 SF of development, both with an FAR of 4:1.





THE DETAILS

INDUSTRIAL YARD	
Address:	66th & Elvas Ave, Sacramento CA 95819
APN:	008-0392-014
Parcel Size:	±16,875 SF
Zoning:	RMX-TO-SPD
Sale Price:	\$500,000 or \$29.63/SF
Lease Rate:	\$0.18/SF/Mo NNN

UTILITY DETAILS	
Electricity:	SMUD
Gas:	PG&E
Water/Sewage/Trash:	City of Sacramento
Storm Drain:	City of Sacramento
Flood Zone:	Zone X, per FEMA
Seismic & Flood:	NOT in earthquake fault zone liquefaction zone, or landslide zone, per California OES

NEIGHBORING PROPERTY USES	
North:	CSUS Campus
East:	Commercial/Industrial
South:	Student Housing
West:	Commercial/Industrial



DEVELOPMENT GUIDELINES

PROPERTY	APN	008-0392-014
	Address	66th & Elvas Ave
	Lot Size	16,875 SF
GENERAL PLAN	Designation	Residential Mixed Use (RMU)
	Density	20 (min only)
	FAR	0.4 to 4.0
	Comm Plan	East Sacramento
	Hsng Elem	No
	Noise	[not reviewed]
SPECIFIC PLAN	Plan	-
	Area	-
	Other	-
ZONING	Zone	Residential Mixed Use (RMX-TO- SPD)
	Overlay	Transit Overlay (TO)
	SPD	Folsom Boulevard West (SPD)
	PUD	-
	Other	-
PARKING	District	Urban
	AB 2097	Yes
DESIGN REVIEW	District	Citywide
	Other	-
HISTORIC	Landmark	-
	District	-
	Other	-
LIGHT RAIL (MI)	Short Rte	0.25 to 0.50
	Straight Ln	<0.25

DENSITY (RESIDENTIAL-ONLY DEVELOPMENT):
Min: 20 (established by General Plan)
Max: Max: 60 (established by RMX)

FAR (ALL DEVELOPMENT):
Min: 0.4 (established by General Plan)
Max: 4.0 (established by General Plan)

LOCATION



LOCATED IN EAST SACRAMENTO



3 MIN WALK TO SAC STATE



5 MIN WALK TO LIGHT RAIL



10 MIN DRIVE TO MIDTOWN

East Sacramento is one of the most highly sought-after and supply-constrained neighborhoods in the region. Bordered by Highway 50, Business 80, and the American River, this historic community has little to no land remaining for new development—making opportunities like this exceptionally rare. With consistent demand from high-income households, the area remains underserved by multifamily housing,

neighborhood retail, and other compatible uses.

Celebrated for its tree-lined streets, early 20th-century homes, and the iconic “Fab Forties,” East Sac continues to attract residents who value character, walkability, and proximity to Midtown, Sacramento State, and top-performing schools. Its enduring appeal and strong identity make it an ideal setting for thoughtful infill that adds to the neighborhood’s quality of life.

This opportunity presents a rare opportunity to occupy or deliver a new development along Elvas Ave, a major corridor offering direct access to Highway 50 and convenient regional connectivity. Located next to Sac State and surrounded by an established residential population, the site is well-positioned for multifamily, retail, or other neighborhood-serving uses.



DEMAND FOR MULTIFAMILY EXCEEDS SUPPLY

All Properties with 25+ Units
East Sacramento - Costar 2025



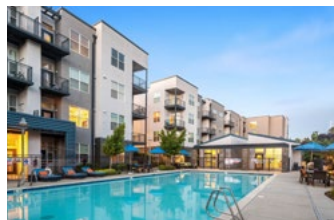
THE WEXLER STUDENT HOUSING

Built in 2022, The Wexler is off-campus student housing with 200 apartments and 800 beds.



ACADEMY 65 STUDENT HOUSING

Built in 2019, Academy 65 is off-campus student housing with 90 apartments and 270 beds.



THE MEZZO APARTMENTS

Built in 2007, Mezzo Apartments, formerly Upper Eastside Lofts, has 140 market rate apartments for students and non-students.



OAKMONT ASSISTED LIVING

Built in 2021, Oakmont of East Sacramento has 146 senior housing units in a 1 3-story building.



MCKINLEY MANOR

Built in 1974, 3644 H Street Street has 42 units in 1 1-story building.



LINQ

Built in 2009, The LINQ is home to 275 market rate units across 3 buildings. On-site pool.



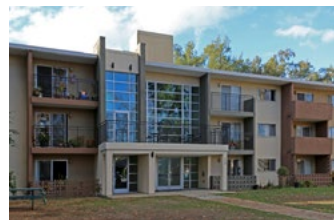
3008-3014 O STREET

Built in 1955 and renovated in 2007, 3008-3014 O Street has 26 units across 2 buildings.



BURGUNDYWOOD

Built in 1965, 3500-3504 J Street has 50 units across 2 buildings.



1100 39TH STREET

Built in 1960, 1100 39th Street has 42 units in 1 3-story building.



BE THE SOLUTION TO SAC STATE'S HOUSING SHORTAGE

University Housing Services - Fall 24

 31,588 STUDENTS
 3,277 ON-CAMPUS BEDS
 SHORTAGE OF 1,356 BEDS

Sacramento State, is undergoing a significant transformation. Once primarily considered a commuter campus, the University is now increasingly chosen as a first-choice institution by students seeking a more residential and immersive college experience. With enrollment exceeding 31,000 and continuing to rise annually, pressure on the University's limited housing infrastructure is intensifying.

As of Fall 2024, Sac State had just 3,277 on-campus beds, enough to house approximately 10 percent of its student population. Demand has significantly outpaced supply: 4,633 students requested housing leaving an

estimated 1,356 students without on-campus accommodations. To begin addressing this gap, the University is constructing Student Housing III, a five-story facility that will add 335 new beds, including 285 designated as affordable housing, by June 2026. Even with this addition, Sac State would still need to add at least 1,500 more on-campus beds and a greater number of off-campus units to meet both current and projected demand. Additionally, starting the fall of 2026, all incoming freshmen and sophomores are required to live on campus while attending school with hopes to distance the University from its "commuter school" repu-

tation. The campus is physically constrained by Highway 50, active railroad tracks, and the American River, which leaves little room for further expansion. As a result, nearby off-campus housing has become essential to supporting the university's continued growth. Nearby properties can submit to qualify as "on-campus" for this new requirement.

With walkable access to Sac State, and proximity to amenities already used by students, the site presents a compelling opportunity for student-oriented multifamily development or use in a high-demand, supply-limited market.

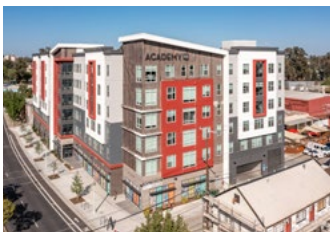


STUDENT HOUSING SACRAMENTO STATE

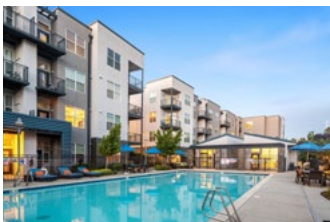
Costar 2025



THE WEXLER
Built in 2022, The Wexler is off-campus student housing with 223 apartments and 750 beds.



ACADEMY 65
Built in 2019, Academy 65 is off-campus student housing with 90 apartments and 300 beds.



THE MEZZO
Built in 2007, Mezzo Apartments, formerly Upper Eastside Lofts, has 140 market rate apartments for students and non-students.



THE ELEMENTS
Built in 2004, The Elements is off-campus student housing with 288 apartments and 792 beds.



THE LARK
Built in 2015 The Lark is off-campus student housing with 213 apartments and 726 beds.



THE CROSSINGS
Built in 2017, The Crossings is off-campus student housing with 230 apartments and 762 beds.



HORNET COMMONS
Built in 2021, Hornet Commons is on-campus student housing with 284 apartments and 1,136 beds.



NORTH VILLAGE
7 Resident halls consisting of 2,100 beds. 5 of the 7 were built in the 1960's, with 2 new additions in 2009 and 2017. 335 beds coming June 2026.



COLLEGE TOWN APTS
Built in 1968, College Town Apartments has 282 units of affordable housing.



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 for growth, combining the advantages 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 investment potential.

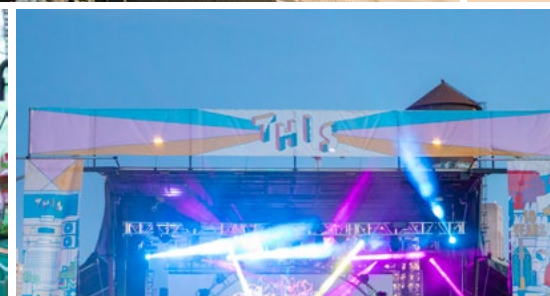
While other major metros have seen population declines, Sacramento continues to grow. From 2014–2018 to 2019–2023, Sacramento County's population rose by 4.9%, even as San Francisco and Los Angeles saw losses (Axios,

2024). In 2025, the region hit 2.27 million residents, up 1.16% from the prior year (Macro-trends, 2025). This growth reflects a wave of professionals and families drawn to space, affordability, and access to culture and opportunity.

That momentum is driving demand for new development across multifamily, retail, and hospitality. Sacramento is now a year-round event destination, with Golden 1 Center concerts, Kings games, conventions, and Capitol Mall festivals consistently filling hotel rooms and energizing the core. Major draws like After-shock, Ironman, the Farm-to-Fork Festival, and

the California International Marathon bring hundreds of thousands of visitors each year. The city's food and creative scenes continue to add to its appeal. As the Farm-to-Fork Capital, Sacramento has built a national reputation for its access to fresh ingredients, strong restaurant scene, and community pride—all of which contribute to a vibrant, experience-driven urban environment.

For tenants, owner-users or developers, 66th & Elvas offers a rare opportunity: a high-profile site in a metro with growth, foot traffic, and a clear need for new places to live, stay, and experience the city.



SACRAMENTO'S CENTRALIZED LOCATION IS AN ADVANTAGE



60 MILES TO NAPA



85 MILES TO SAN FRANCISCO



100 MILES TO LAKE TAHOE

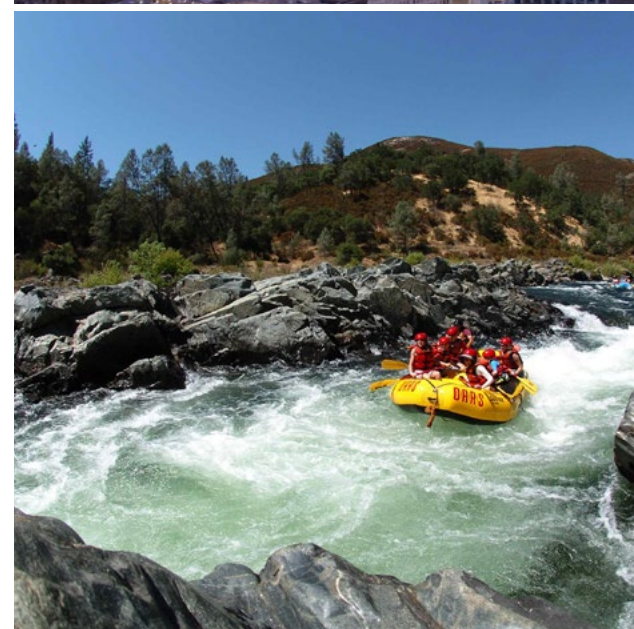


Sacramento's location is one of its most valuable assets—and 66th & Elvas sits at the center of it. Positioned on Elvas Ave with direct access to I-80 and Hwy 50, the site offers seamless regional connectivity and puts future development within reach of the entire Northern California megaregion. Just 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. 66th & Elvas 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 Mid-sized 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

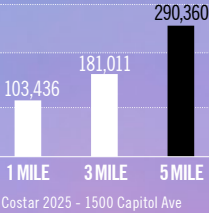
GSEC 2025
Applied Geographic Solutions 2024

PERCENTAGE OF POPULATION WITH A DEGREE OR SOME COLLEGE:

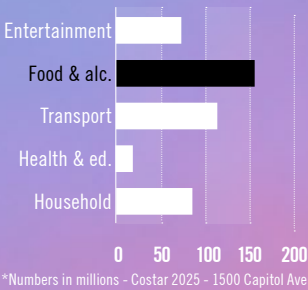
69%

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

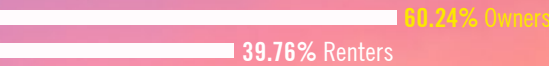
GSEC 2025
Applied Geographic Solutions 2024

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



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