

WEST SACRAMENTO WASHINGTON DISTRICT LAND

FOR SALE: HIGH DENSITY INFILL DEVELOPMENT LAND NEAR DOWNTOWN

RECENTLY RE-PRICED!



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Downtown Sacramento
53,100 Employees
8,500 Residents

Old Sacramento
3,400,000
Visits per Year

CalSTRS
409,000 SF Office Bldg
Headquarters

Tower Bridge
~9 Min Walk
From Subject Property

The Zigurat
373,725 SF Office Bldg
CA Dept of General Services

The Bridge District
1,098 Apt Units
10 Developments

CalSTRS Tower
275,000 SF Expansion
Recently Completed

301 D Street Apartments
40 Apt Units
Year Built: 2023



SACRAMENTO RIVER

I-5 BRIDGE

D STREET

D STREET

3RD STREET

F STREET

RECENTLY RE-PRICED!

THE OFFERING

± 63,664 SF
WF (WATERFRONT) ZONING
\$4,774,800 (\$75/SF)

Washington District Land is a ±1.5-acre (±63,664 SF) infill development opportunity with views of the Sacramento River, located in the heart of West Sacramento's Washington District. This historic neighborhood is experiencing steady reinvestment driven by new housing, infrastructure upgrades, and increased interest in walkable urban living. Comprised of eight parcels and zoned WF (Waterfront), the site supports high-density uses including multifamily, mixed-use, hospitality, and retail, within a city known for its responsive and pro-growth approach to development.

Just south of the site, the Bridge District continues to gain momentum. Fulcrum Property has delivered catalytic projects like The Foundry and Drake's: 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. That energy is amplified by the Oakland A's temporary relocation to Sutter Health Park, drawing thousands of fans and national attention through at least 2027. Increased foot traffic is accelerating demand for housing and amenities nearby.

The Property sits along the River Walk Trail, an amenity for future residents that links parks, local restaurants, and other riverfront destinations. Across the Tower Bridge, Downtown Sacramento adds the benefit of over 53,100 employees, many of whom are seeking nearby housing with access to retail, dining, and recreation. West Sacramento's mix of new development and outdoor amenities continues to draw those seeking a connected live-work-play lifestyle. Washington District Land is a chance to build on that momentum and shape the next phase of West Sacramento's waterfront growth.



THE DETAILS

PROPERTY DETAILS:

Purchase Price: \$4,774,800
 Purchase Price Per SF: \$75
 Zoning: WF (Waterfront)
 Municipality / City: West Sacramento
 Yolo County

PARCEL DETAILS:

224 E ST (010-374-009-000) 3,200 SF - 0.07 Ac
 218 E ST (010-374-011-000) 4,800 SF - 0.11 Ac
 429 3RD (010-374-007-000) 4,800 SF - 0.11 Ac
 423 3RD ST (010-374-006-000) 19,200 SF - 0.44 Ac
 413 3RD ST (010-374-004-000) 3,049 SF - 0.07 Ac
 409 3RD ST (010-374-003-000) 6,400 SF - 0.15 Ac
 010-374-001-000 2,178 SF - 0.05 Ac
 223 D ST (010-374-002-000) 20,037 SF - 0.46 Ac
 Total 63,664SF - 1.46 Ac

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





DEVELOPMENT OPPORTUNITY

The City of West Sacramento is supportive of a variety of higher density uses including the following “by right” uses based on the City’s WF Zoning which dictates: “The WF (Waterfront) Zone is intended to provide areas for high-intensity mixed uses which capitalize on the City’s river frontage, including amusement, retail, and visitor-serving amenities. This zone provides for marinas, restaurants, retail, amusement, hotel and motel uses, mid-rise and high-rise offices, multi-unit residential units which are oriented principally to the river, public and quasi-public uses, and similar and compatible uses. **Residential densities range between 40 and 120 dwelling units per acre by right.** This zone implements the Riverfront Mixed Use General Plan Land Use Designation.” Key characteristics of the WF zone in West Sacramento:

PERMITTED USES:

The WF zone allows for a wide range of commercial and residential uses, including those listed above, and similar and compatible uses.

HIGH-INTENSITY, MIXED-USE:

The WF zone is designed to support a variety of uses in close proximity, leveraging the waterfront location.

DENSITY:

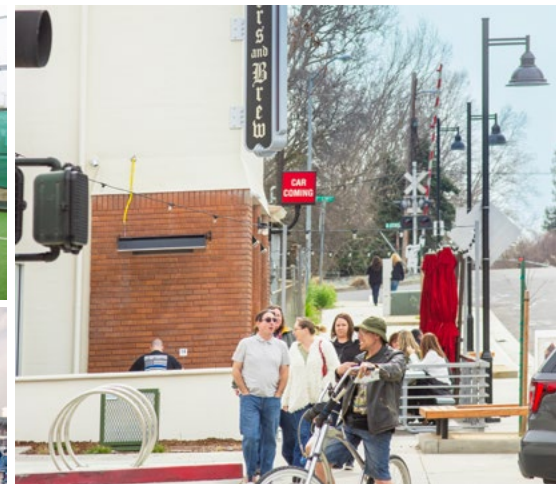
Residential densities within the zone can range from 40 to 120 dwelling units per acre.

RIVER-ORIENTED DEVELOPMENT:

Uses within the zone are encouraged to be oriented towards the river, taking advantage of the waterfront setting.

DEVELOPMENT PATHS:

- Multifamily residential
- Affordable multifamily
- Senior housing
- Townhouses
- Marinas
- Restaurants / Retail
- Amusement
- Hotels
- Mid-rise and High-rise offices
- Commercial Mixed Use



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.



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.



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.



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.



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.



Habitat Apartments - 96 Units (Underway)
The Habitat Apartments frame the 4 corners of Garden Park and are steps away from a 1-mile long stretch of West Sacramento's Riverwalk. Opening June 2026.



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
WASHINGTON DISTRICT LAND

DOWNTOWN DEVELOPMENT PROJECTS



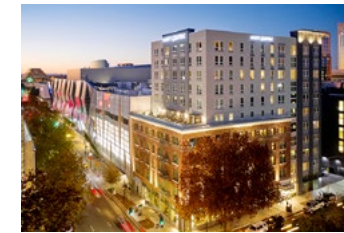
The Frederic (Completed)
Eight-story project with 162 apartment units and 7,000 square feet of retail, plus parking.



Sacramento Commons (Completed)
436 apartments in two mid-rise structures in a four-square block residential area.



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



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.



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.



The Diggs (Proposed)
10,000 SF of commercial space, 25,000 of mini storage, 5,000 of creative office space and 132 apartment lofts. Coming Fall 2026.



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



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



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

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, the Washington District 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



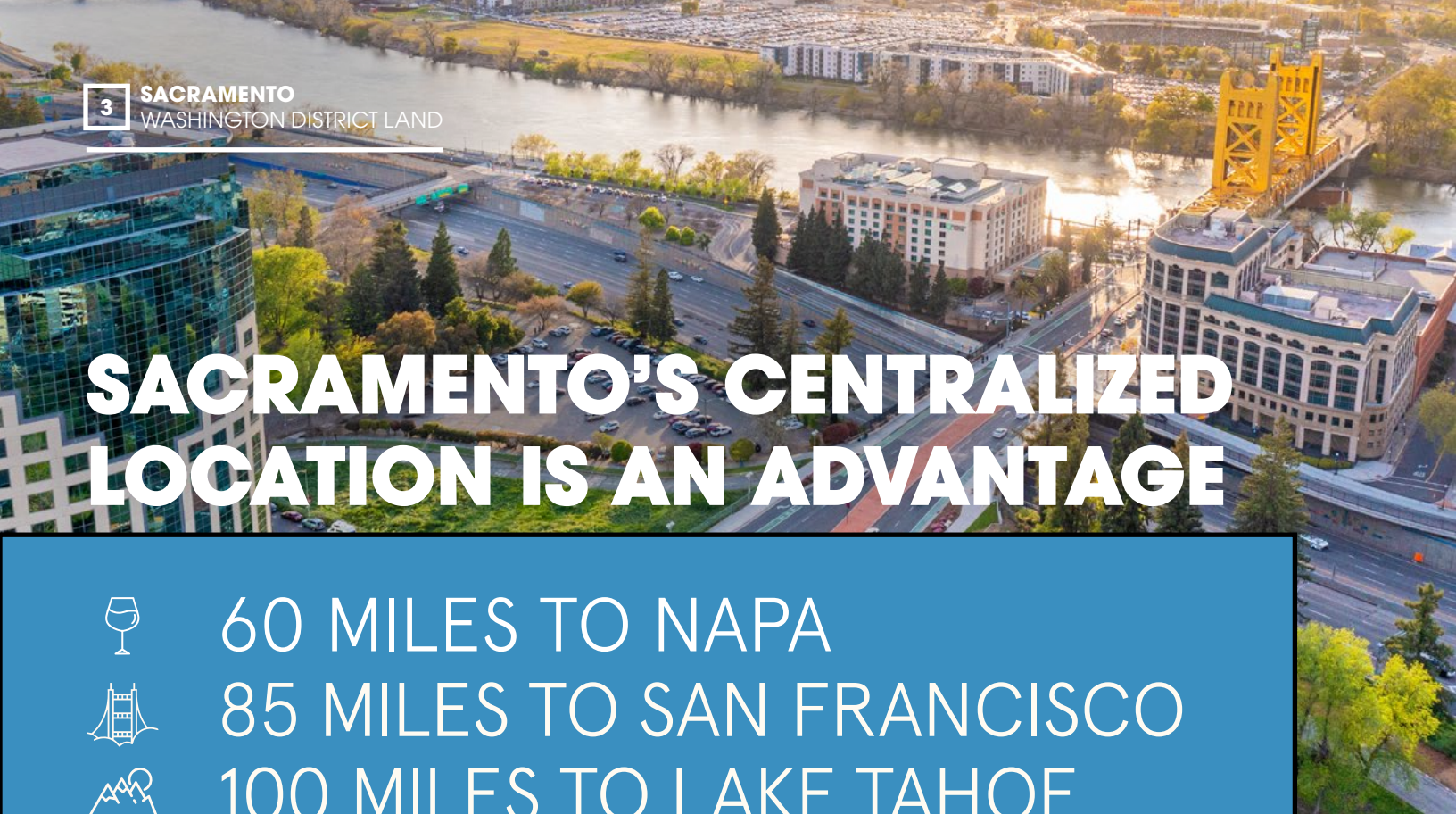
60 MILES TO NAPA



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. The Washington District Land 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

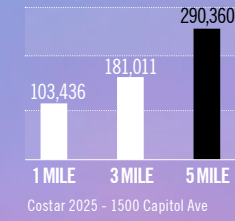
GSEC 2025
Applied Geographic Solutions 2024

PERCENTAGE OF POPULATION WITH A DEGREE OR SOME COLLEGE:

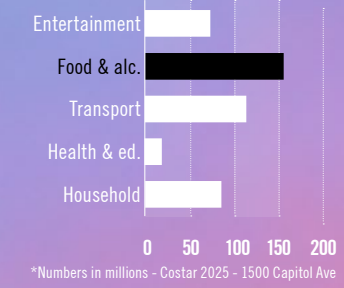
69%

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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The Bridge District
1,098 Apartments
10 Developments

Sutter Health Park
582,100 Visits Per Year
MLB A's Home Next 3 Yrs

Capitol Yards
207 Units
Year Built: 2015

Kind West
156 Residential Units
Year Built: 2022

Five20 Fifth
125 Units
Proposed (BlackPine)

Four40 West
106 Units
Year Built: 2025

651 5th Street
32 Units, 16 Affordable
Proposed

301 D Street Apartments
40 Units, 4 Stories
Year Built: 2023

River Walk Park
Promenade, BBQ's, Picnic
Area, Jogging Paths



TURTON
COMMERCIAL REAL ESTATE