

# 1315 65th Street

SACRAMENTO, CA

OFFERING MEMORANDUM

INDUSTRIAL WAREHOUSE / MULTIFAMILY REDEVELOPMENT OPPORTUNITY



CSUS STUDENT WALKWAY

SACRAMENTO STATE UNIVERSITY

0.42 AC  
008-0383-026  
63 Potential Units

0.39 AC  
008-0392-014  
58 Potential Units

65TH ST.

66TH ST.

ELVAS AVE.

FOLSOM BLVD.

CUSHMAN & WAKEFIELD

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# Offering Memorandum Disclaimer

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# Executive Summary

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# Opportunity Overview

## Property Overview

PRICE	\$3,750,000 (\$106/SF)		
ADDRESS	1315 65th St. & Elvas Ave. Sacramento, CA 95819		
CITY / COUNTY	Sacramento/Sacramento		
APN'S	008-0383-026-0000 008-0392-014-0000		
LAND ACREAGE	-026	0.42 AC	18,500 SF
	-014	0.39 AC	16,875 SF
	TOTAL	0.81 AC	35,283 SF
ZONING	RMX-TO-SPD		
MAX ALLOWABLE DENSITY	-026	63 Units	
	-014	58 Units	
	TOTAL	121 Units	
OPPORTUNITY ZONE	No		
CTCAC/HCD HIGH RESOURCE ZONE	Yes		
DIFFICULT DEVELOPMENT AREA (DDA)	Yes		

Cushman & Wakefield is seeking a qualified developer to acquire two separate parcels located in the highly desirable submarket of East Sacramento. This rare opportunity is perfectly suitable for two separate Multifamily, Student Housing, or Affordable Housing projects. These prime development sites are located within 200 feet of the California State University, Sacramento pedestrian walkway, making this a highly desirable location for student housing. Affordable Housing developers will benefit from the sites being in a High Resource zone within the 2024 CTCAC/HCD Opportunity Map, as well as 2024 DDA tract. SiteOne Landscape Supply is the current tenant with a lease expiration date of September 2026, providing an income stream while going through the entitlement process.



# Opportunity Overview

## ALLOWABLE USES & INTENSITY

Multi-unit dwellings are permitted by right within the RMX zone ([see SCC section 17.212.110.A](#)). The TO overlay zone does not affect this ([see SCC chapter 13.340](#)). The Folsom Boulevard West SPD does not affect this ([see SCC section 17.408.030](#)). Based on the above-noted land use designations, the properties would allow for:

- Residential (exclusively):
  - Density (min): 20 du/ac (established by UCNTLOW)
  - Density (max): 150 du/ac (established by TO which defers max density to UCNTLOW)
- Nonresidential or mixed-use:
  - Minimums
    - FAR (min): 0.4 (established by UCNTLOW)
    - Density (min): 20 du/ac (established by UCNTLOW)
  - Maximums
    - FAR (max): 4.0 (established by UCNTLOW)
    - Density (max): 150 du/ac (established by TO which defers max density to UCNTLOW)

Land Use Designations	
GENERAL PLAN	Urban Center Low (UCNTLOW)
COMMUNITY PLAN	East Sacramento
HOUSING ELEMENT SITE	No
SPECIFIC PLAN	No
ZONING	Residential Mixed-Use (RMX-TO-SPD)
OVERLAY	Transit (TO)
SPD	Folsom Boulevard West (SPD)
PUD	No
PARKING	Urban - < 0.25 - subject to AB 2097
HISTORIC LANDMARK	No
HISTORIC DISTRICT	No
DESIGN REVIEW	Citywide



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# Current Tenancy

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# Tenant Overview

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## LEASE TERMS

**Operator** SiteOne Landscape Supply

**Guaranty** Corporate

**Increase Structure** 3% annual increases

**Lease Type** NN (Roof & Structure)

**Lease Expiration** 9/30/2026

**Option Periods** None

**ROFR** No

**Sq. Ft.** 9,600

**Lot Size** 0.81

**Year Built** 1982

**NOI:** \$71,471.15

**Annual Increases** 3%

About The Company:

“Out there, it’s hard to know where you stand. But in here, you’ll find your footing. At SiteOne Landscape Supply, we pride ourselves on knowing our customers and their business better than anyone else. It starts with knowing you by name, but it goes much deeper than that. We want to know your challenges, your expectations, your goals so we can meet your needs like no other landscape supplier can. Partner with us, and let’s become Stronger Together™.”

- The Green Industry’s Number One Partner
- Your One-Stop Shop
- Unmatched Expertise
- Customer Obsessed
- Large and Local





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# Location Overview

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# Sacramento Overview

The capital of the largest economy in the nation, Sacramento is the 6th largest city in California. Sacramento attracts residents and employers from high-cost cities in California with its excellent quality of life and relative affordability. Sacramento's desirability from residents and employers alike has solidified its position as a leading metro for rent growth and occupancy, while being the nation's third most resilient job market due to its diverse employment base.

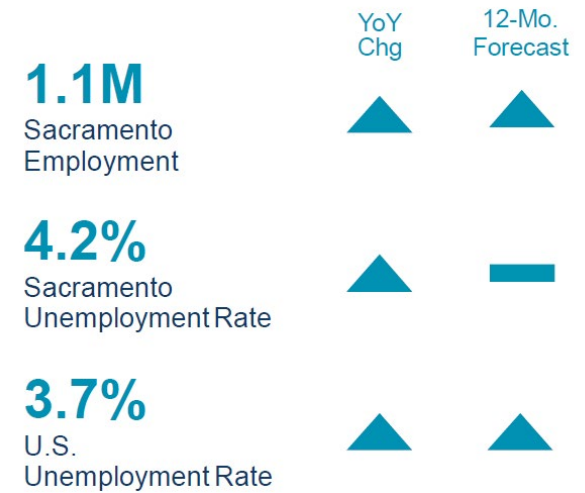
Sacramento was voted the Number 1 Place to Live in California by Forbes Advisor in 2023. Forbes found the capital city family-friendly, has ample educational opportunities and offers a reasonable cost of living. It's unemployment rate is among the lowest in the state as government, healthcare and technology are core industries.

The strength of the region's labor force coupled with its attractive cost of doing business, proximity to the Bay Area and other major employment hubs, focus on and reasonable cost of living will continue to drive Sacramento's growth. In addition to new entrants like Reviver which relocated its headquarters from Foster City, major companies that continue to have a positive impact on the region's economy include Sutter Health, Kaiser Permanente, Dignity Health, Intel Corp., Raley's Inc., Apple Inc., Safeway, Health Net, VSP Global, Wells Fargo, Pride Industries, Hewlett Packard, Blue Shield of California, Siemens Rail Systems and Adventist Health.

Sacramento has seen its housing demand imbalance intensify in the past 10 years as it has added 4.0 new residents per housing unit built. Sacramento is consistently among cities with the smallest apartment construction pipelines in the nation, intensifying the existing housing shortage and contributing to rent growth.

Sacramento is home to two major universities - the University of California, Davis and California State University, Sacramento. UC Davis, just 10 miles west of Sacramento, is one of the nations top public research universities and is ranked 10th amongst public universities nationwide by US News & World Report. UC Davis is also one of the highest ranked food and agricultural technology businesses and entrepreneurs.

## ECONOMIC INDICATORS Q4 2023



Source: BLS, Moody's Analytics  
2023 Q4 data are based on latest available data.



# Sacramento State University

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CSUS enrolls approximately 31,000 students annually. The campus sits on approximately 300 acres along the American River in Sacramento, CA. With an alumni base of more than 250,000, CSUS recently celebrated its 75th Anniversary. It offers 151 different bachelor's degrees, 69 master's degrees, 28 types of teaching credentials, and 5 doctorate degrees. Each year, CSUS awards 9,000 degrees.

## Exceptional Student Housing Fundamentals

Given the high student population and lack of available on-campus housing options at Sacramento State, there has been consistent demand for student housing near campus. As a result of this pent-up demand, Axiometrics reported 25% rent growth amongst Sacramento State offcampus communities since 2020 and continues to project another 18% rent growth over the next five years, nearly twice the rate of traditional multifamily housing projections. Additionally, occupancy for the 2023-2024 school year is reported to be nearly 97%, further demonstrating the strong student housing fundamentals at Sacramento State.

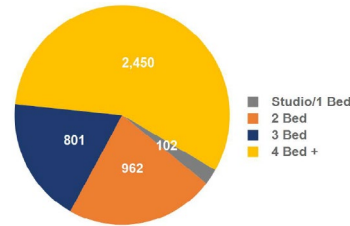
## Student Housing Demand Amongst Enrollment Growth

Despite the University's current and projected success, housing and transportation continue to be a challenge for students. There are currently only 3,200 on-campus housing units at Sac State, leaving a 9:8 student-to-bed ratio. This shortage has created a strong demand for off-campus housing for students. The Elvas Avenue land site provides a solution to both issues by providing 283 beds and being the closest off-campus housing option for students, boasting a minutes' walk to some of the most popular spots on campus. In addition, students will enjoy easy access to Highway 50 and Regional Transit Light Rail, providing direct access to Downtown Sacramento and the submarkets of East Sacramento, College Town, and Elmhurst.



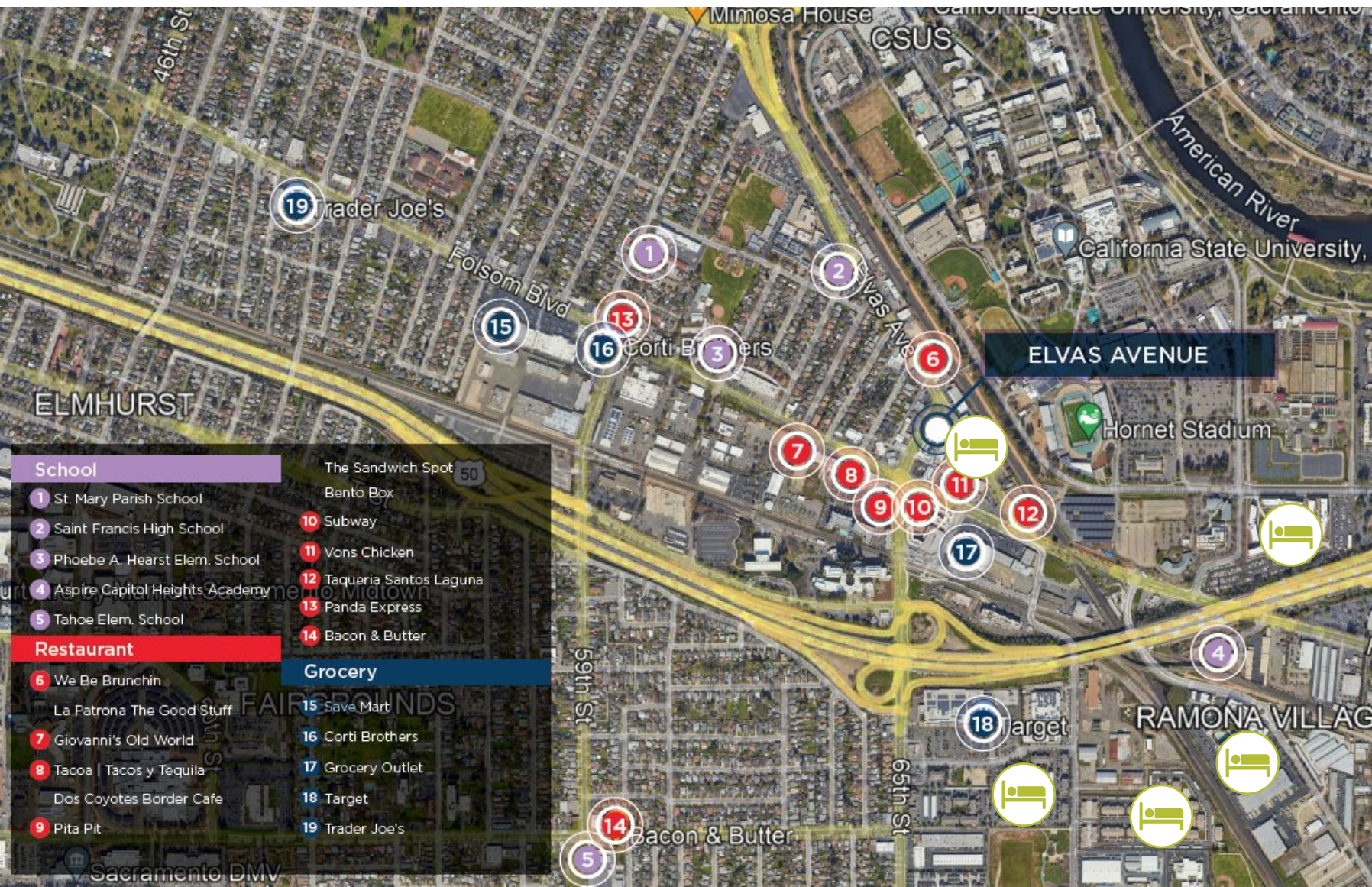
# Sacramento State University

## EXISTING BEDS



## STUDENT PROPERTY STATISTICS

Property Attributes	Low	Average	High
Rent Per Bed	\$882	\$1,008	\$1,117
Unit Size	910 SF	1,052 SF	1,218 SF
Walk Time to Campus	0 Min	10 Min	28 Min



### School

- 1 St. Mary Parish School
- 2 Saint Francis High School
- 3 Phoebe A. Hearst Elem. School
- 4 Aspire Capitol Heights Academy
- 5 Tahoe Elem. School

### Restaurant

- 6 We Be Brunchin
- 7 Giovanni's Old World
- 8 Tacos | Tacos y Tequila
- 9 Pita Pit

### Grocery

- 10 Subway
- 11 Vons Chicken
- 12 Taqueria Santos Laguna
- 13 Panda Express
- 14 Bacon & Butter
- 15 Save Mart
- 16 Corti Brothers
- 17 Grocery Outlet
- 18 Target
- 19 Trader Joe's

96.6%

Average Occupancy 2023

25%

Historical Rent Growth

18.1%

Future Rent Growth



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