



Stabilized Asset with Renovation Upside
95% Occupancy | Strong Rent Growth | Balanced Unit Mix

MARCONI MEADOWS

64-Unit Workforce Housing Community

Carmichael, California

Offered at \$11,000,000

AVLON
COMMERCIAL, INC.

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Executive Summary

Marconi Meadows is a 64-unit, stabilized workforce housing community located in the high-demand Carmichael submarket of Sacramento. With 46 units fully-renovated, strong occupancy, and proven rent growth, the property offers investors a compelling blend of stability and upside.



Investment Snapshot

Price: \$11,000,000
Units: 64
Year Built: Late 1950's & 1985
Occupancy: 95%
Avg Rent: \$1,520
Price/Unit: \$171,875
Price/SF: \$245.68
Cap Rate (Stabilized): 6.12%



Key Highlights

- 46 units fully renovated with modern finishes
- SB 721 balcony inspection complete -no corrective work required
- 2.7% rent growth over the past 12 months
- Balanced unit mix (56% 1BR / 44% 2BR)
- Strong submarket fundamentals with 95%+ occupancy
- Walkable location near retail, parks, and transit
- Proximity to major arterials including Business 80, Watt Ave, Howe Ave, and Fulton Ave



The Opportunity

Marconi Meadows provides investors with a stabilized, cash-flowing asset in a resilient workforce housing market, with additional upside through continued renovation of remaining classic units and operational optimization.



Why This Deal Works



Renovation Program Already Underway

46 units fully-renovated, allowing investors to capture premium rents with minimal remaining cap-ex.



Proven Rent Growth

Average rents increased 2.7% over the past 12 months



Zero SB 721 Exposure

Balcony inspection complete-no corrective work required.



Attractive Price Metrics

Competitive price per unit and price per SF relative to comps.



Excellent Location

Walkable to retail, parks, and transit; minutes to Business 80 and major employment.

Strong, Stable Submarket

Carmichael maintains 95%+ occupancy and consistent demand for workforce housing.

Property Overview



Address

4730 Marconi Avenue, Carmichael, CA



Property Type

Multifamily

Buildings

- 3 two-story buildings
- 1 one-story building
- 1 maintenance building

Year Built

- Phase I: late 1950's
- Phase II: 1985

Lot Size

- 2.08 Acres

APN

- 271-0170-029-0000

Total SF

- 44,904

Rentable SF

- 44,774

Density (units/acres)

- 30.8

Zoning

- RD-30



Property Description

Property

Marconi Meadows Apartments is a well-maintained, one- and two-story, apartment community with a highly desirable and balanced unit mix of 1BR (56%) and 2BR (44%) units. The property consists of 64 apartment homes with units ranging in size from 564 SF to 865 SF. Ownership continues to engage in an active renovation program at the property, including both interior and exterior improvements. A total of 46 units at the property have been completely renovated to date.

Location

Marconi Meadows is located in the unincorporated district of Carmichael, Sacramento County. Carmichael is mostly characterized as a stable, resilient housing market with a high demand for workforce housing. This submarket remains tight at an impressive average occupancy rate north of 95%. The property is ideally located near several major transportation arterials, providing easy access to both employment and shopping destinations throughout the Sacramento metro region.

Community & Unit Amenities

Community Amenities

- Gated Community
- Controlled Access
- Inviting Center Courtyard with Shaded Gazebo
- Private Patio (*some select balconies*)
- Covered Parking with Ample Surface Parking
- Well Landscaped w/Irrigation
- Two Large Onsite Laundry Facilities

Unit amenities

- Large Kitchen with Full Appliance Package
- Central Air w/select Wall Units
- Ceiling Fan
- Various Flooring: Hardwood, Vinyl, Tile, Carpet
- Large Walk-In Closet in Select Units
- Mini and Vertical Window Coverings
- Partially Sprinklered (*40 units*) with Monitoring



Location Highlights

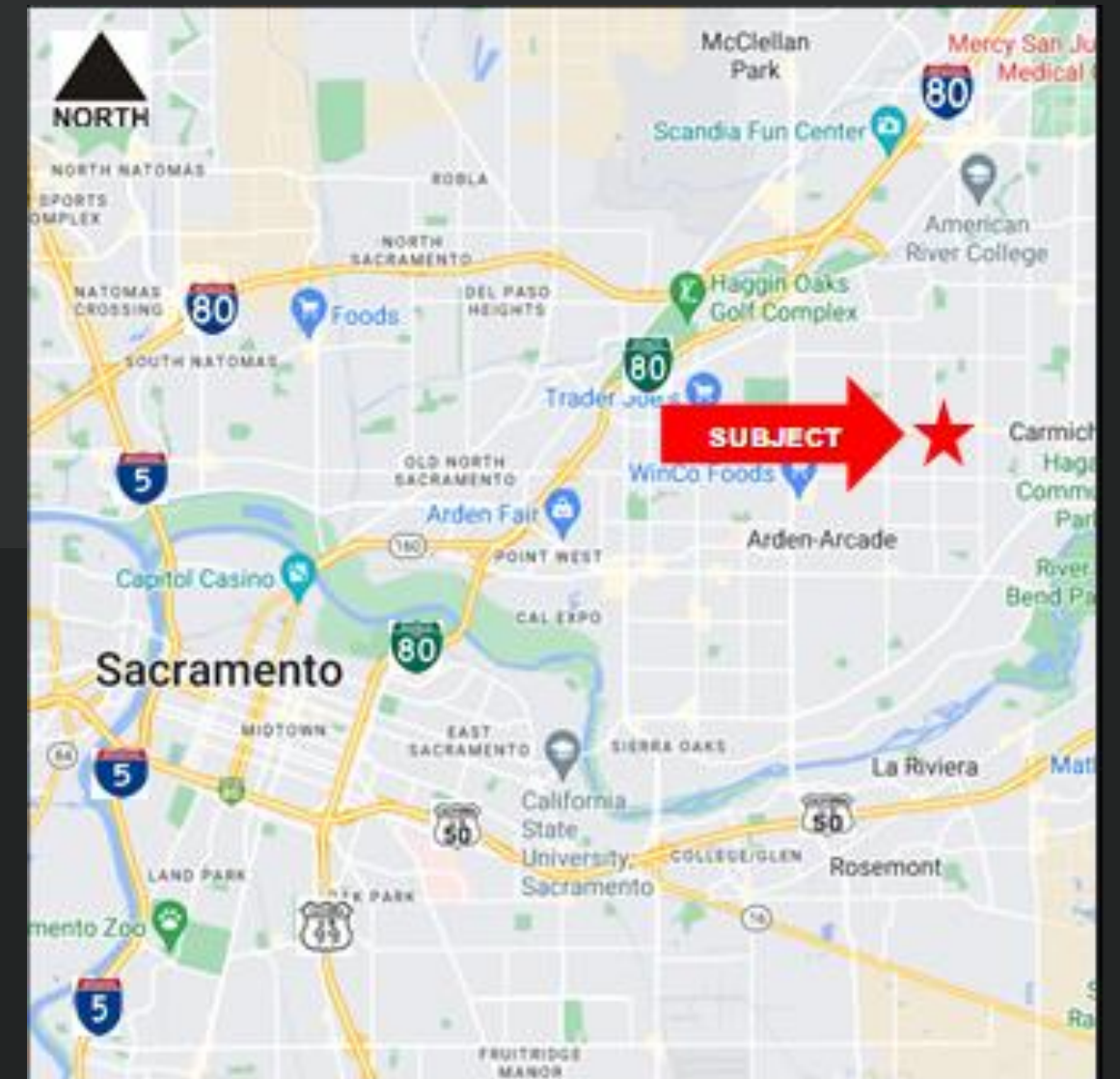


- Located in the Carmichael submarket of Sacramento
- 5-minute walk to Grocery Outlet & CVS
- Walkable to 5 community parks
- 3 miles to Business 80
- 3 miles to American River & Ancil Hoffman Park



Near Major Arterials

- Marconi
- Watt
- Howe
- Fulton



Unit Mix



Overview

- 36 one-bedroom units (3 floorplans)
- 28 two-bedroom units (3 floorplans)
- Average unit size: 700 sf
- Average rent: \$1,520



Financial Summary

- Price \$11,000,000
- Price / Unit \$171,875
- Price / SF \$245.68
- Cap Rate 6.12%
(Stabilized)
- GRM 9.15

Plan Type	# Units	Square Feet	Rent	Rent/SF
1BR - 1BA	14	564	\$1,376	\$2.44
1BR - 1BA	16	743	\$1,440	\$1.94
1BR - 1BA	6	795	\$1,485	\$1.87
2BR - 1BA	10	625	\$1,617	\$2.59
2BR - 1BA	16	765	\$1,662	\$2.17
2BR - 1BA	2	865	\$1,662	\$1.92
TOTAL / AVG.	64	700	\$1,520	\$2.17

Renovated Interiors





Renovated Interiors



Renovated Interiors





Building Composition



Asphalt

- 64 assigned covered spaces
- Parking Lot
- 33 open spaces
- 2 Handicap spaces

Kitchens

- Dishwasher & Disposal (select units)
- Electric oven / stove
- Full-size refrigerator/freezer
- Ceiling fan in dining area (select units)

Bathrooms

- Fiberglass tub surrounds
- Chrome plumbing fixtures

Bedrooms & Carpet or Plank flooring

- Living Room
- Walk-in closet (select units)
- Private fenced patio or balcony
- (select units)

Electricity

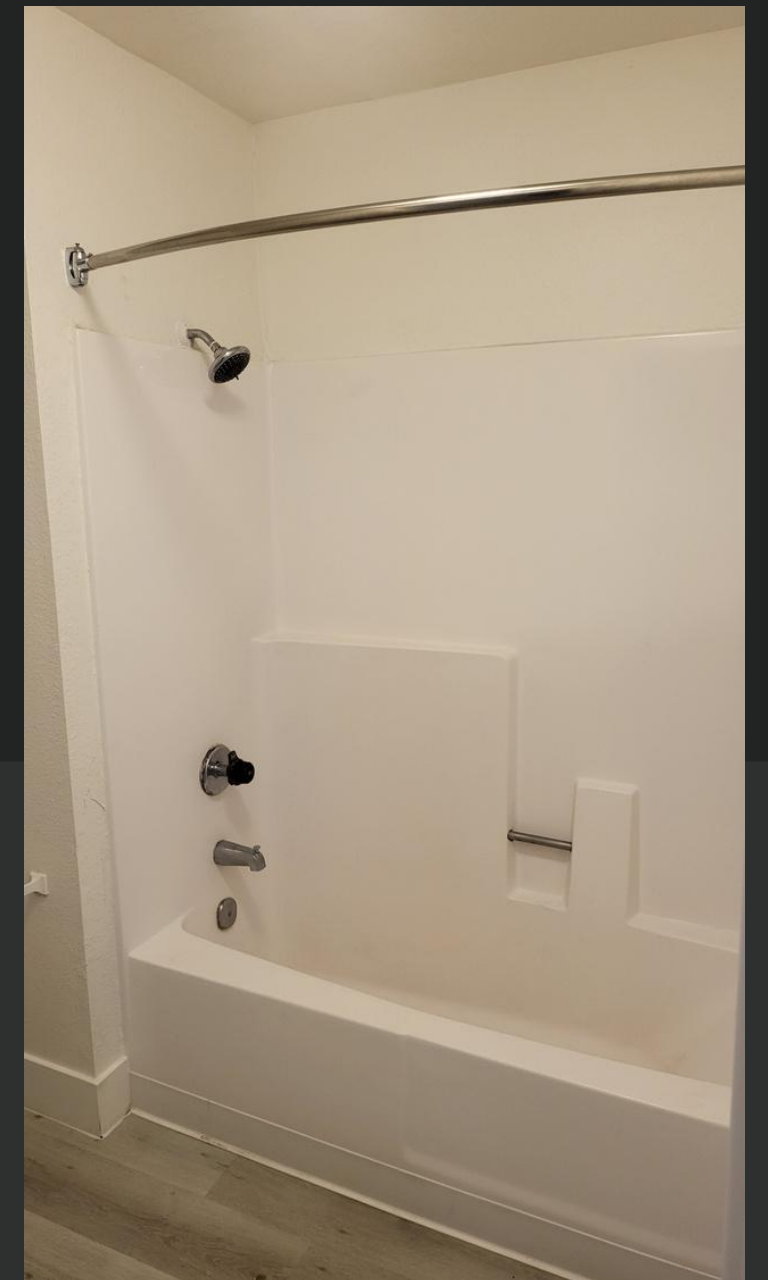
- Units individually metered
- Service
- All-electric kitchen
- Electric Heat and AC (Phase II)
- Electric wall AC (Phase I)

Natural Gas

- Units individually metered
- Service
- Individual water heater (Phase II)

Miscellaneous

- Small storage building for maintenance tools, parts and materials



Financial Summary

Stabilized Pro Forma

- Gross Scheduled Rent: \$1,202,650
- Total Income: \$1,228,008
- Total Expenses: \$554,979
- NOI: \$673,029
- Expense Ratio: 46.15%

STABILIZED PROFORMA

	Totals	Per Unit	Per SF	Per Month	% GSR
Gross Scheduled Rent (GSR)	\$1,202,650	\$18,791	\$26.86	\$100,221	100.00%
Less: (Gain) Loss-to-Lease	0	\$0	0.00	0	0.00%
Gross Potential Rent	\$1,202,650	\$18,791	\$26.86	\$100,221	100.00%
Less: Vacancy	42,093	658	0.94	3,508	3.50%
Less: Concession	0	0	0.00	0	0.00%
Less: Non-Rev & Bad Debt	18,040	282	0.40	1,503	1.50%
Total Rental Income	\$1,142,518	\$17,852	\$25.52	\$95,210	95.00%
Plus: RUBS Income	66,540	1,040	1.49	5,545	5.53%
Plus: Other Income	18,950	296	0.42	1,579	1.58%
Total Income (TI)	\$1,228,008	\$19,188	\$27.43	\$102,334	102.11%
Expenses					
Personnel	111,200	1,738	2.48	9,267	9.25%
Administrative	17,600	275	0.39	1,467	1.46%
Advertising & Promotion	7,770	121	0.17	648	0.65%
R & M + Bldg. Svcs.	86,375	1,350	1.93	7,198	7.18%
Utilities	89,650	\$1,401	2.00	7,471	7.45%
Total Variable Expenses	\$312,595	\$4,884	\$6.98	\$26,050	25.99%
Management Fee (4.00% TI)	49,120	768	1.10	4,093	4.08%
Taxes	130,864	2,045	2.92	10,905	10.88%
Insurance	40,000	625	0.89	3,333	3.33%
Reserves	22,400	350	0.50	1,867	1.86%
Total Expenses	554,979	8,672	12.40	46,248	46.15%
Net Operating Income	\$673,029	\$10,516	\$15.03	\$56,086	55.96%



Rent Roll

Rent Roll Dated as of 2/18/2026

Apt. #	Bed/Bath	SF	Rent
1	1BR - 1BA	564	\$ 1,408.50
2	1BR - 1BA	564	\$ 1,388.50
3	1BR - 1BA	564	\$ 1,357.50
4	2BR - 1BA	625	\$ 1,663.50
5	2BR - 1BA	625	\$ 1,663.50
6	1BR - 1BA	564	\$ 1,357.50
7	1BR - 1BA	564	\$ 1,408.50
8	2BR - 1BA	625	\$ 1,663.50
9	2BR - 1BA	625	\$ 1,258.61
10	1BR - 1BA	564	\$ 1,408.50
11	1BR - 1BA	564	\$ 1,433.50
12	1BR - 1BA	564	\$ 1,398.50
14	1BR - 1BA	564	\$ 1,333.50
15	1BR - 1BA	564	\$ 1,335.00
16	1BR - 1BA	564	\$ 1,357.50
17	2BR - 1BA	625	\$ 1,663.50
18	2BR - 1BA	625	\$ 1,713.50
19	2BR - 1BA	625	\$ 1,613.50
20	2BR - 1BA	625	\$ 1,607.50
21	2BR - 1BA	625	\$ 1,663.50
22	2BR - 1BA	625	\$ 1,663.50
23	1BR - 1BA	564	\$ 1,335.00

Apt. #	Bed/Bath	SF	Rent
24	1BR - 1BA	564	\$ 1,388.50
25	1BR - 1BA	564	\$ 1,350.00
26	2BR - 1BA	765	\$ 1,657.50
27	2BR - 1BA	765	\$ 1,713.50
28	2BR - 1BA	743	\$ 1,408.50
29	1BR - 1BA	743	\$ 1,433.50
30	1BR - 1BA	743	\$ 1,508.50
31	1BR - 1BA	743	\$ 1,388.50
32	2BR - 1BA	765	\$ 12.50
33	2BR - 1BA	765	\$ 1,598.50
34	2BR - 1BA	765	\$ 1,662.50
35	2BR - 1BA	765	\$ 1,437.50
36	1BR - 1BA	743	\$ 1,562.50
37	1BR - 1BA	743	\$ 1,413.50
38	1BR - 1BA	743	\$ 1,388.50
39	1BR - 1BA	743	\$ 1,457.50
40	2BR - 1BA	765	\$ 1,713.50
41	2BR - 1BA	765	\$ 1,776.00
42	2BR - 1BA	765	\$ 1,485.00
43	2BR - 1BA	765	\$ 1,663.50
44	1BR - 1BA	743	\$ 1,388.50
45	1BR - 1BA	743	\$ 1,438.50

Apt. #	Bed/Bath	SF	Rent
46	1BR - 1BA	743	\$ 1,375.00
47	1BR - 1BA	743	\$ 1,413.50
48	2BR - 1BA	765	\$ 1,713.50
49	2BR - 1BA	765	\$ 1,713.50
50	2BR - 1BA	765	\$ 1,762.50
51	2BR - 1BA	765	\$ 1,662.50
52	1BR - 1BA	743	\$ 1,562.50
53	1BR - 1BA	743	\$ 1,400.00
54	1BR - 1BA	743	\$ 1,508.50
55	1BR - 1BA	743	\$ 1,388.50
56	2BR - 1BA	765	\$ -
57	2BR - 1BA	765	\$ 1,713.50
58	2BR - 1BA	865	\$ 1,662.50
59	1BR - 1BA	795	\$ 1,463.50
60	1BR - 1BA	795	\$ 1,407.50
61	1BR - 1BA	795	\$ 1,438.50
62	1BR - 1BA	795	\$ 1,500.00
63	1BR - 1BA	795	\$ 1,537.50
64	1BR - 1BA	795	\$ 1,562.50
65	2BR - 1BA	865	\$ -

 = Managers Unit  = Vacant

Financing Options

Chase Bank Potential Financing Options *(quoted as of 3/9/2026)*

- Loan Size: \$7,700,000 *(LTV = 70.0% at the ask price)*
- 3-Year fixed rolling to ARM:
 - APR = 5.75%
 - Loan Fee: \$0
 - ARM Index: SOFR
 - ARM Margin: 2.5%
 - Term: 30 years due in 15
 - Prepay: 3%, 2%, 1%, 0%
- 5-Year fixed rolling to ARM:
 - APR = 5.65%
 - Loan Fee: \$0
 - ARM Index: SOFR
 - ARM Margin: 2.5%
 - Term: 30 years due in 15
 - Prepay: Index based
 - 3%, 2%, 1%, 1%, 1% w/25 bp add-on
 - 5%, 4%, 3%, 2%, 1% w/15 bp add-on
- 7-Year fixed rolling to ARM:
 - APR = 5.85%
 - Loan Fee: \$0
 - ARM Index: SOFR
 - ARM Margin: 2.5%
 - Term: 30 years due in 15
 - Prepay: Index based

The above financing data is for general information purposes only and should in no way be considered, explicitly or implied, as a guarantee that Chase Bank or any other lender shall offer final financing terms consistent with the above. Potential buyers should do their own due diligence as it relates to securing financing for the acquisition of Marconi Meadows.

*(Please note that Chase Bank is **not** the only lender option available for this investment opportunity.)*

Market Overview

Why Sacramento

The Sac-MSA, home to the State Capitol of California, offers residents a superior quality of life mixed with unparalleled access to world renowned destination locations. Sports enthusiasts in the region can attend professional basketball events when the NBA franchise Sacramento Kings are playing at home, baseball junkies can get their fix at Sutter Health Park when the Sacramento River Cats, the Triple A affiliate of Major League Baseball's San Francisco Giants, are hosting, and football fans can enjoy their favorite pigskin game when Sacramento State University (an NCAA Division I level competitor) plays their home games.

Of note, the MLB franchise Athletics also play their home contests at Sutter Health Park for the 2025-2027 seasons. Additionally, in late 2025 construction began on Republic Stadium, a new 12,000- to 15,000-seat Soccer facility to be constructed at the Railyards to host the home games of Sacramento Republic FC, with current construction timelines estimating completion in 2027.

For the more artistic residents, Sacramento is home to the world class Crocker Art Museum, as well as to many other artistic venues. The avid outdoorsman will find the Sacramento region a major hub for hunting, fishing, and hiking, and Sacramentians willing to drive two hours will find the Pacific Ocean to the west, some of the nation's best skiing and hiking at Lake Tahoe to the east, and some of the world's best wine tasting only one hour to the south in Napa. Additionally, residents willing to take a bit more robust road trip will find some of nature's most exhilarating scenery in Yosemite National Park, only 4 hours from Sacramento.



**Expanding sports, arts and
entertainment amenities**

Market Overview

Transportation

Marconi Meadows Apartment Homes are conveniently located near several major transportation arterials, providing easy access for residents to both employment and shopping destinations throughout the Sacramento metro region. With the major regional arterials of Marconi Avenue, Fulton Avenue, Howe Avenue, Watt Avenue and both Business- and Interstate-80 just a short drive from Marconi Meadows, transportation access is a breeze for residents.

Also of significant benefit to Marconi Meadows residents is the close proximity of the property to several modes of public transportation including public bus access only a short walk away at Marconi and Mission. The light rail can also be accessed by property residents at the Marconi / Arcade station located only a short 4-mile drive from the property. to take a bit more robust road trip will find some of nature's most exhilarating scenery in Yosemite National Park, only 4 hours from Sacramento.



Overview

- Access to Tahoe, Napa, SF, and Yosemite
- Stable, resilient workforce housing demand

Market Overview

- **Strong government+education employment base**



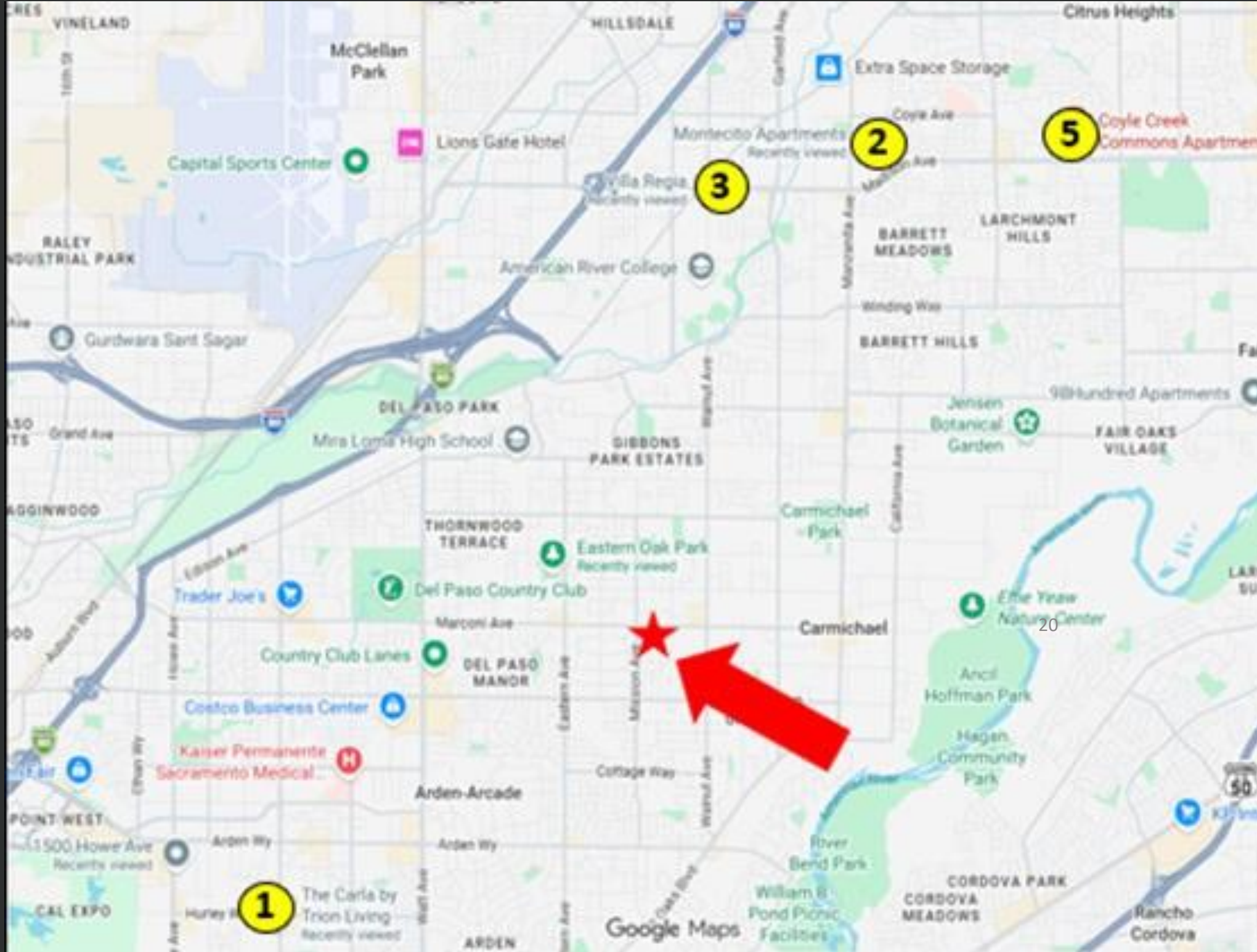
Employment

Employment in the Sac-MSA region continues to remain steady as the rate of new jobs added to the regional employment base annually has ranged between 1% and 3% over the past few years. Despite suffering significant job losses during the COVID era, Sacramento's current employment base currently sits approximately 68,500 jobs above the pre-pandemic level in February 2020 of 1,031,200 jobs. Sacramento's employment rolls remained stable during 2025 with no significant job gains or losses recorded during the year. Job growth in the region is expected to remain near 1.0% annually over the next few years.

The leading industries that continue to add new jobs to the Sac-MSA employment totals include the Education/Health Services sector, as well as Government. In addition to these main industry drivers, other sectors that remain in high demand from Sacramento's population base include trade, transportation, and utilities.

The unemployment rate in the Sacramento MSA was 4.8% in December 2025, slightly up from December's 2024 reported level of 4.6%, and unchanged from the level reported one-year earlier. Many attribute the high desirability of Sacramento to its geography, qualified workforce, lower cost of living, access to government and education, quality of life, amenities and culture.

Sales Comparables



01	
The Carla 1201 Fulton Ave, Sacramento	
SALE PRICE \$11,175,000	PRICE/UNIT \$177,381
PRICE/SF \$189.06	SALE DATE 29-Dec-25



02	
Montecito Apts. 6004 Rutland Dr, Carmichael	
SALE PRICE \$7,525,000	PRICE/UNIT \$209,028
PRICE/SF \$255.95	SALE DATE 9-Jan-26




03	
Villa Regia 5050 Walnut Ave, Sacramento	
SALE PRICE \$15,600,000	PRICE/UNIT \$173,333
PRICE/SF \$254.90	SALE DATE 2-Apr-25



04	
Villa Serrano 5241 Marconi Ave, Carmichael	
SALE PRICE \$7,300,000	PRICE/UNIT \$169,767
PRICE/SF \$207.77	SALE DATE 3-Jul-25



05	
Coyle Creek Commons 7061 Madison Ave, Fair Oaks	
SALE PRICE \$10,500,000	PRICE/UNIT \$218,750
PRICE/SF \$232.71	SALE DATE 8-Apr-25



06	
Marconi Meadows 4730 Marconi Ave, Carmichael	
ASK PRICE \$11,000,000	PRICE/UNIT \$171,875
PRICE/SF \$245.68	


Comparable properties in Carmichael and surrounding submarkets demonstrate pricing support for stabilized workforce housing assets.


Contact




Contact us
for further discussion :

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LIMITING CONDITIONS

Marconi Meadows



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