

# FOR SALE

Rare Urban Development  
Opportunity with In-Place  
Income — Midtown Sacramento

1201, 1209, and 1211 R Street  
Sacramento, CA 95811



# INVESTMENT HIGHLIGHTS - QUICK FACTS AT A GLANCE

## EXECUTIVE SUMMARY

PDF powered by eXp Commercial is pleased to present this premier urban infill development opportunity in the heart of Midtown Sacramento. Comprising approximately 15,000 square feet of Residential Mixed Use (RMX) zoned land across three addresses and four parcels, the property offers a rare chance to pursue vertical mixed-use or multifamily development in one of Sacramento's most vibrant and sought-after corridors. The offering benefits from immediate in-place income from long-term tenants, helping to offset holding costs while the buyer pursues entitlements and development planning. The property features a newly executed lease with Twisted Track Station, a popular upcoming local restaurant, commencing January 1, 2025, at \$7,000 per month with 3% annual increases and two (2) five-year renewal options. Additionally, the on-site duplex is fully leased, providing supplemental residential rental income. Ideally positioned in Midtown Sacramento, the property enjoys exceptional walk-ability, a diverse residential base, and proximity to the State Capitol, Golden 1 Center, and the region's major transportation networks.

## PROPERTY HIGHLIGHTS

- +/- 15,000 SF total across four parcels
- Purchase Price: \$3,000,000
- Zoning: Residential Mixed Use (RMX — City of Sacramento)
- In-place income from Twisted Track Station and fully leased duplex
- Twisted Track Station lease: \$7,000/month, 10-Year Term, 3% annual increases, Two (2) Five-Year Options
- Duplex: Downstairs unit is 2BR/1BA, upstairs unit is 1BR/1BA — both occupied
- APNs: 006-0283-005-0000; 006-0283-006; 006-0283-007; 006-0283-008
- Prime Midtown location with excellent walkability and transit access
- Strong development potential — vertical mixed-use or multifamily opportunity

## INCOME OVERVIEW

TENANT	LEASE TERM	MONTHLY RENT	ANNUAL INCREASES	OPTIONS
Twisted Track Station Restaurant	2025-2034	\$7,000	3% per year	Two (2) Five-year Options
Duplex Residential Units	Ongoing (both units occupied)	Market Rents	N/A	N/A

*This in-place income helps mitigate holding costs while entitlements and pre-development plans are pursued.*

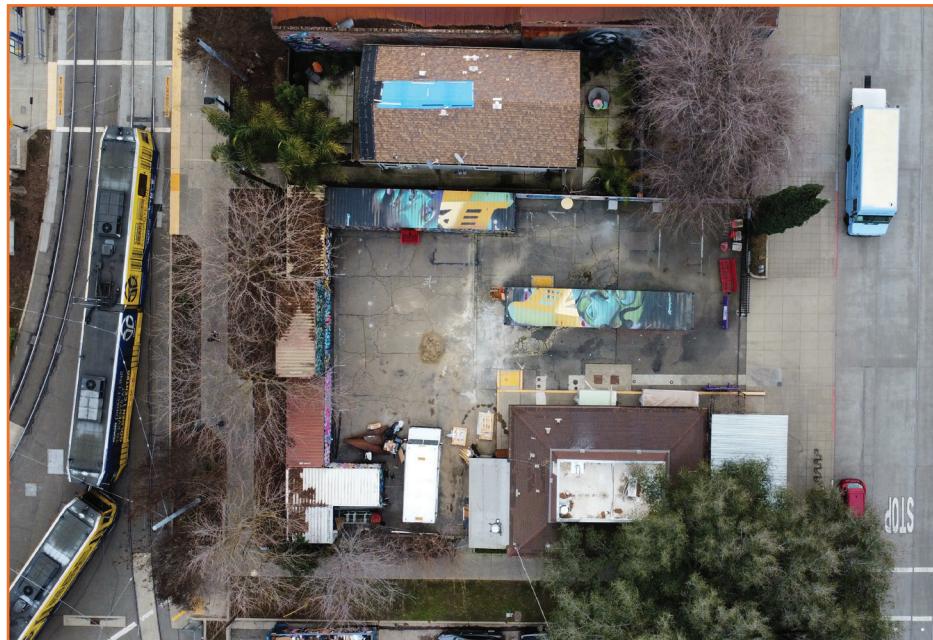
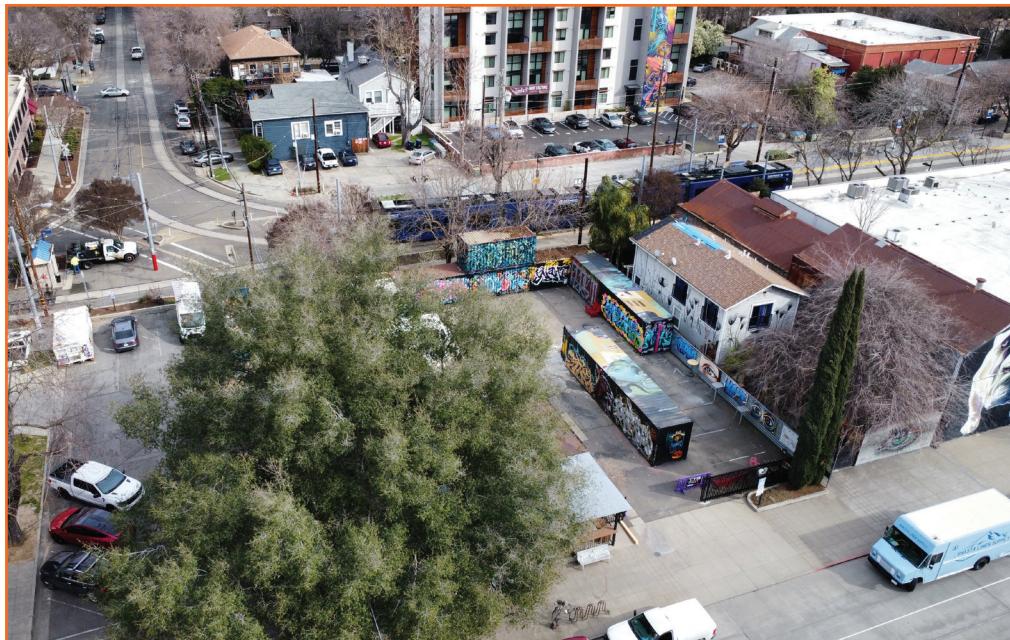


# MIDTOWN SACRAMENTO DEMOGRAPHIC SNAPSHOT

Strong Population Growth & Affluent Urban Market

## AREA DEMOGRAPHICS

POPULATION	1 MILE RADIUS	3 MILE RADIUS	5 MILE RADIUS
Population	29,427	153,472	372,153
Midtown Walk Score		96	



# CENTRAL MIDTOWN SACRAMENTO LOCATION

Walkable, Transit-Oriented Neighborhood



# LOCATION OVERVIEW

## Sacramento, California

The Midtown submarket continues to demonstrate resilient performance across both retail and multifamily sectors, reinforcing the area's appeal as one of Sacramento's most vibrant live-work-play environments.

In the retail sector, the submarket reports a vacancy rate of 5.1% as of the second quarter of 2025, outperforming its five-year average of 5.8% and aligning with its 10-year average of 5.1%. Over the past year, vacancy has tightened by 0.4%, supported by 15,000 SF of newly delivered space and a healthy 40,000 SF of net absorption. The submarket maintains approximately 390,000 SF of available retail inventory, representing a 5.8% availability rate, while construction activity remains modest, with 4,200 SF currently underway, well below the historical average of 18,000 SF over the past decade. Total retail inventory in the area spans roughly 6.7 million SF, with average market rents at \$26.00/SF. Despite a modest -1.0% rent decline over the past year, long-term fundamentals remain positive, supported by a dense residential base, consistent consumer demand, and proximity to major employment centers.

On the multifamily side, the submarket has similarly seen stabilization following significant recent development. Vacancy currently stands at 9.3%, a notable improvement of 2.4% year-over-year, aided by robust demand for Class A properties, which accounted for 840 units of net absorption over the past 12 months—one of the highest annual figures on record for the area. Though workforce housing absorption lagged at 110 units, overall market demand remains healthy. New supply has moderated, with 530 units currently under construction and approximately 97 units scheduled for delivery by year-end. This reflects a cooling trend in new project starts following a surge of 960 units delivered in 2024, as several major developers, including LDK at the Railyards and Southern Land Company, have postponed future phases until at least 2025.

Rent growth in the multifamily sector has seen a slight contraction of -0.4% year-over-year, as increased competition among newly delivered units has provided renters with attractive concessions and incentives. Nonetheless, the market remains supported by Midtown's inherent strengths: walkability, proximity to employers, dynamic retail and dining options, and enduring renter appeal. While supply-side risks linger, rising household formation and sustained demand continue to underpin the market's long-term outlook.

Downtown and Midtown Sacramento remain focal points of urban living, attracting residents and retailers alike who are drawn to the area's energy, amenity-rich environment, and accessibility. The balance of moderated new supply with consistent demand positions the submarket for stable performance and future growth. (Source: CoStar)



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