
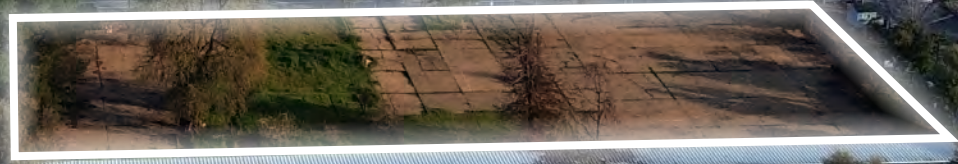


# 6620 4<sup>TH</sup> AVENUE

Sacramento, CA 95817 | 1.08 Acres

 SACRAMENTO  
STATE  
0.7 MILES



OFFERING MEMORANDUM

Marcus & Millichap

# NON-ENDORSEMENT & DISCLAIMER NOTICE

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Activity ID #ZAG0030072

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## EXCLUSIVELY LISTED BY

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### **Christopher K. Drake**

Director Investments  
Office: Sacramento  
Direct: 916.996.5498  
Christopher.Drake@marcusmillichap.com  
License: CA #01963228

### **Isaak Heitzeberg**

Managing Director Investments  
Office: Sacramento  
Direct: 916.724.1285  
Isaak.Heitzeberg@marcusmillichap.com  
License: CA #01989468

**Marcus & Millichap**

AERIAL MAP // 6620 4th Ave



## INVESTMENT OVERVIEW

Marcus & Millichap has been retained on an exclusive basis to arrange the sale of a 1.08 acre vacant land project located at 6620-6630 4th Ave, Sacramento, CA (“The Site”). Located footsteps away (0.7 miles) from California State University, Sacramento (“Sacramento State”), the project represents a rare and strategic development opportunity in a supply-constrained student housing submarket.

Starting in the fall of 2026, Sacramento State will begin its mandatory live-on-campus requirement for freshmen. The university has developed new residence halls to accommodate this change but still lacks the necessary housing needed. According to U.S News, approximately 89% of students live off campus. To help address the lack of student-housing, Sacramento State recently announced it is seeking partners to develop or provide student housing within a 3-mile radius of campus. Given its proximity to the university, the site presents a compelling opportunity for a purpose-built student housing development or a mixed-use project designed to serve the surrounding campus community.

Sacramento State is also experiencing significant institutional momentum. The university recently accepted an invitation to join the Mid-American Conference (MAC) as a football-only member, elevating the national profile of the program and signaling the school’s ambitions to compete at the NCAA’s highest level. This move is expected to bring increased visibility, investment, and infrastructure improvements to the campus and surrounding area.

As Sacramento State continues to expand its enrollment, athletics profile, and campus infrastructure, 6620 4th Ave is uniquely positioned to capitalize on the long-term housing demand generated by one of Northern California’s fastest-growing universities.



## ASKING PRICE

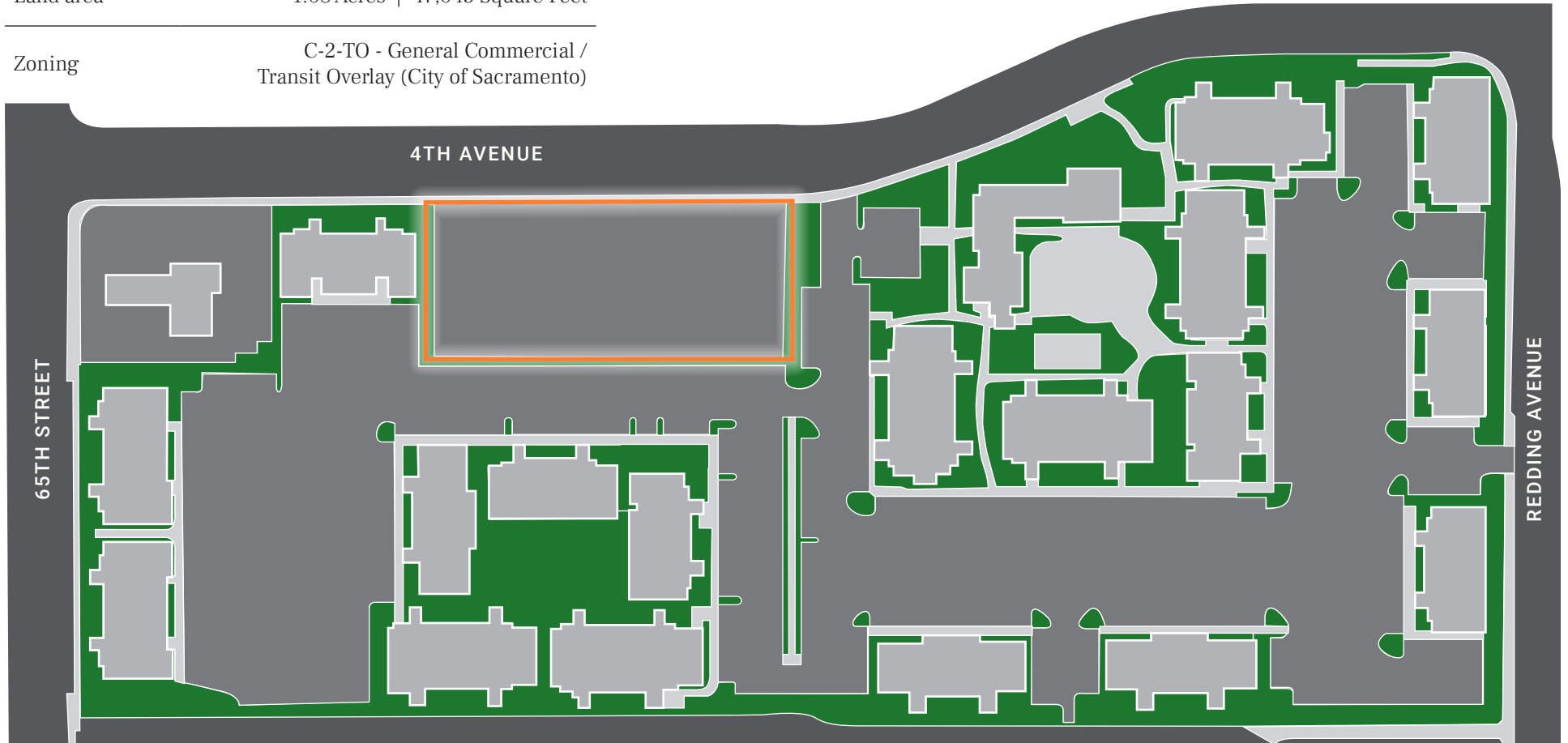
**\$1,750,000**

## INVESTMENT HIGHLIGHTS

- Close Proximity to Sacramento State (0.7 miles)
- Sacramento State is actively seeking partners to develop or provide off-campus student housing within a 3-mile radius.
- For 2026, Sacramento State will be a part of the Division 1 FBS Mid-American Conference as a football only member

# PROPERTY DETAILS // 6620 4th Ave

Price	\$1,750,0000	Maximum FAR	4.0   188,180 SF (Height Limit of 65ft)
Location	6620 & 6626 4th Avenue, Sacramento, CA 95817	Allowed Use(s)	Multi-Family (Student, Affordable, Market Rate), Commercial, Mixed-Use (Retail)
APNs	015-0031-014-000 ; 015-0031-015-0000 ; 015-0031-039-0000		
Land area	1.08 Acres   47,045 Square Feet		
Zoning	C-2-TO - General Commercial / Transit Overlay (City of Sacramento)		



6620 4th Ave // AERIAL MAP



SACRAMENTO STATE

ACADEMY 65 STUDENT HOUSING

The CROSSINGS STUDENT HOUSING

ELEMENT STUDENT LIVING STUDENT HOUSING

SAC STATE PEDESTRIAN TUNNEL  
0.6 MILES | 15 MINUTE WALK

Pita Pit | DOS COYOTES MEXICAN GRILL  
BUFFALO WILD WINGS | ANYTIME FITNESS | Office DEPOT.  
jamba



# TOP 22

Public School in the West  
*(U.S. News and World Report, 2026)*



# #5

Best Nursing School in California  
*(RN Careers)*



# #6

Largest School in the California  
State University System  
*(California State University 2026)*



The Civil Engineering Dept is Ranked

# #12

In the Nation Among Non-Doctorate  
Engineering  
*(U.S. News and World Report, 2026)*



# #5

Best Undergraduate Teaching  
in the Western US  
*(U.S. News and World Report, 2022)*



# CALIFORNIA STATE UNIVERSITY, SACRAMENTO



## ENROLLMENT GROWTH

Sacramento State has proven to be an educational centerpiece for the Sacramento community and the state of California. The University has seen enrollment grow by nearly 11% over the last 20 years. This growth can be credited to the University's implementation of business plans such as the Strategic Enrollment Plan (SEM) and Graduation Initiative 2025. With the continuation of these plans, Sac State aims to increase enrollment.



## MAC ADDS SACRAMENTO STATE AS FOOTBALL-ONLY MEMBER IN 2026

The Sacramento State Hornets football program is entering a new era of national exposure after accepting an invitation to join the Mid-American Conference (MAC) as a football-only member beginning in the 2026 season. The move elevates Sacramento State from the Football Championship Subdivision (FCS) to the top tier of college football, the Football Bowl Subdivision (FBS), placing the university among the nation's highest level of collegiate programs. The transition is expected to significantly increase national media visibility, recruiting reach, and regional recognition for the university and the greater Sacramento area.



## 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, The University recently broke ground Student Housing III, a five-story, 97,100 square-foot domicile that will accommodate 335 undergraduate students and is slated to open in June 2026.



# CALIFORNIA STATE UNIVERSITY, SACRAMENTO

## SAC STATE LOOKING TO PARTNER WITH NEIGHBORING MULTIFAMILY OWNERS AND DEVELOPERS

California State University Sacramento is looking to partner with owners and developers of student housing around the university's landlocked campus.

Sacramento State's request for interest has a Feb. 23 deadline to hear from those owner/developers who might want to formally bring their properties into the university's housing program.

"We're not limited to a particular type of property," said Nadine Kelley, Sac State's executive director of housing services, explaining it could be for a land owner contemplating new student housing on a site. "This is open to what's on the market and what's viable."

She said the university is looking to bring interested parties under the university's umbrella of Sac State-affiliated student housing properties, citing apartment developer Greystar's affiliation with the university at the Hornet Commons site as an example.

Partner properties could have resident advisers through the university as if they're a dorm, as well as a more codified system of expected behaviors, Kelley. By Ben van der Meer – Senior Reporter, Sacramento Business Journal Feb 17, 2026 said. Doing so would help keep students on track for graduation and keep properties from becoming neighborhood nuisances.

The request for interest is intended for property owners within a 3-mile radius of campus. Kelley said having a property directly tied to Sac State, through a master affiliation agreement, strengthens a student's connection to the university. That could also mean redevelopment or adaptive reuse sites.

Going back more than a decade, leaders at Sac State have worked to encourage more housing around campus, to help shed the university's commuter school reputation. They've cited studies showing students who live on or near campus are more likely to graduate on time.

University President Luke Wood has also floated the idea of requiring students to live on campus at least part of the time they're enrolled.

Sac State first issued the request for interest last fall, with some interest since then, Kelley said, though she did not provide specifics. Because it's only a request for interest, the Feb. 23 deadline isn't hard and fast and the university would also consider potential partners who step forward afterward, Kelley said.



PLAT MAP // 6620 4th Ave

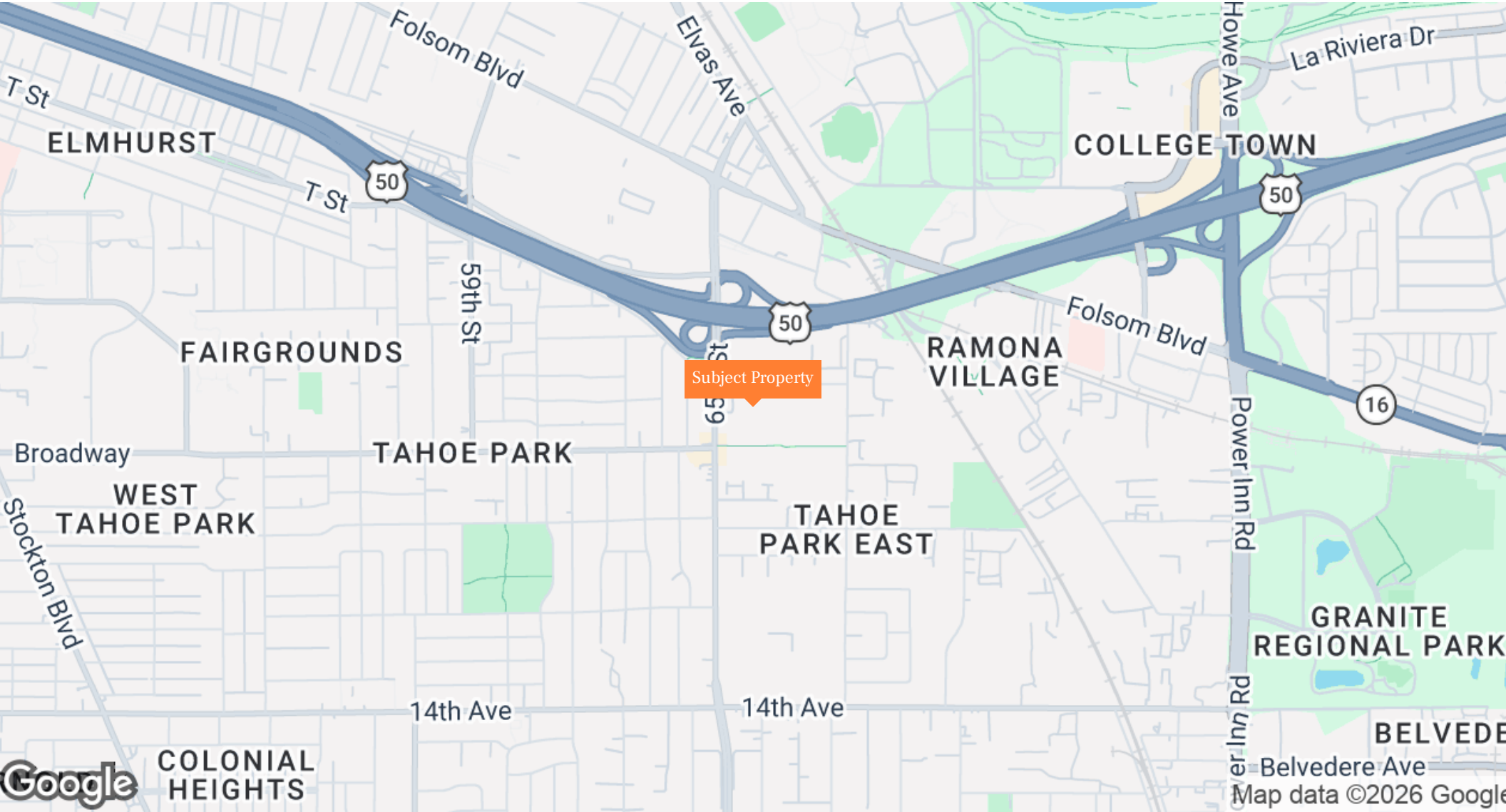
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015-03



A.B. Davis Homestead, R.M. Bk.2, Pg.2  
 Brighton Townsite, R.M. Bk.8, Pg.8  
 Parcel Map, P.M. Bk.2, Pg.43 (4-2-1969)  
 Record of Survey, G.S. Bk.68, Pg.24(7-12-2005)

CITY OF SACRAMENTO  
 Assessor's Map Bk.015 Pg. 03  
 County of Sacramento, Calif.



AERIAL MAP // 6620 4th Ave



# SACRAMENTO

As capital to the largest U.S. state economy, the Sacramento-Roseville-Arden-Arcade metro is a hub of public and private sector activity. Two major universities foster an educated workforce that draws new companies to the market. New job opportunities, in turn, foster population growth as more households seek residential options in less dense areas. Lying in the middle of the 450-mile-long Central Valley, the metro is comprised of four counties: Sacramento, El Dorado, Placer and Yolo. More than 2.4 million people call the area home, and unlike the nearby Bay Area, Sacramento is seismically quiet, making it an ideal location for data centers and cloud computing storage. The city of Sacramento is the most populous, at approximately 510,000 residents, followed by Elk Grove and Roseville.

▮ METRO HIGHLIGHTS



**BUSINESS ADVANTAGES**

Lower costs relative to the Bay Area attract businesses and have driven job creation here in recent years.



**RESILIENT EMPLOYMENT BASE**

Sacramento's employment total rebounded from the COVID-19 pandemic quicker than most major California metros, while the overall workforce is anticipated to continue setting new records in the coming year.



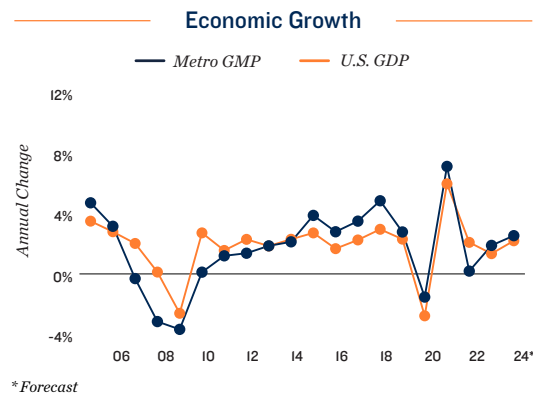
**EXPANDING RESIDENTIAL NEEDS**

Placer County overall is one of the fastest-growing areas in the state, contributing to robust long-term local housing demand.



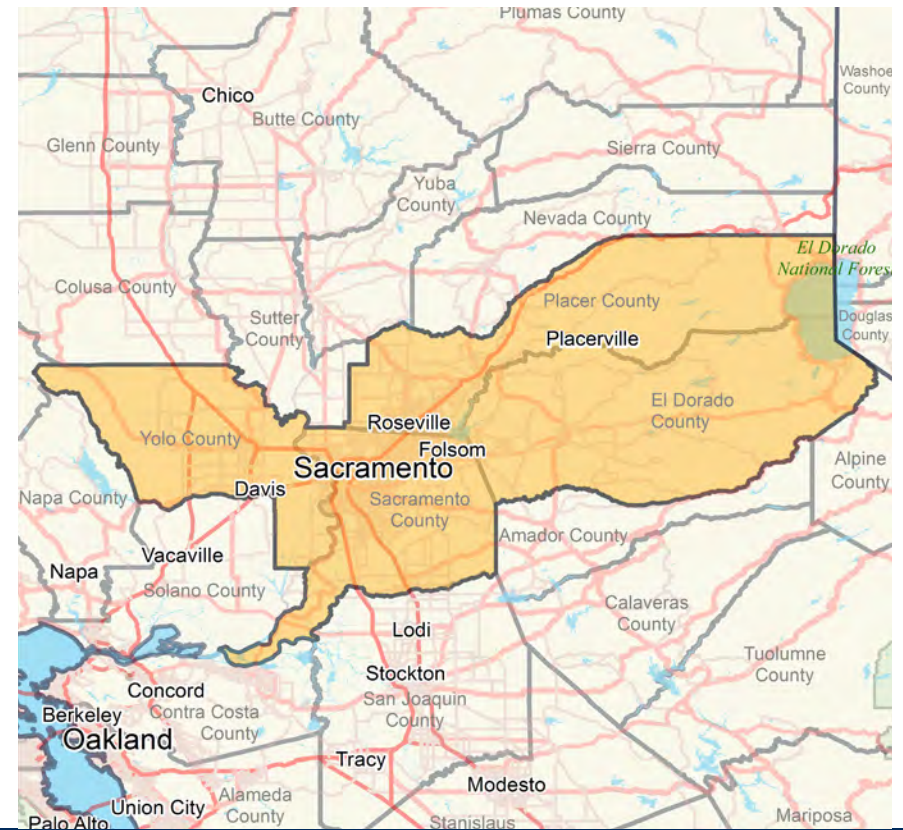
## ECONOMY

- Sacramento is home to the state capitol, making the government sector important to the region's economy, even with its recent diversification.
- Health care is a prominent component of the local employment base. Top employers in the metro include Kaiser Permanente, Sutter Health and Dignity Health.
- University of California, Davis and California State University, Sacramento, along with associated medical systems, prop up a large education and health services ecosystem, forming a broad base for employment, along with many area hospitals.

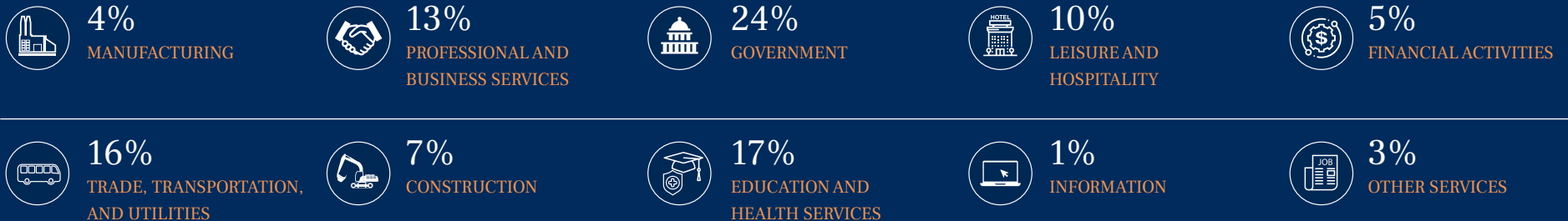


### MAJOR AREA EMPLOYERS

- California State University, Sacramento
- Sutter Health
- Kaiser Permanente
- Verizon
- UPS
- Intel Corp.
- Catholic Healthcare West/Mercy Healthcare
- University of California, Davis
- Blue Shield of California
- Wells Fargo

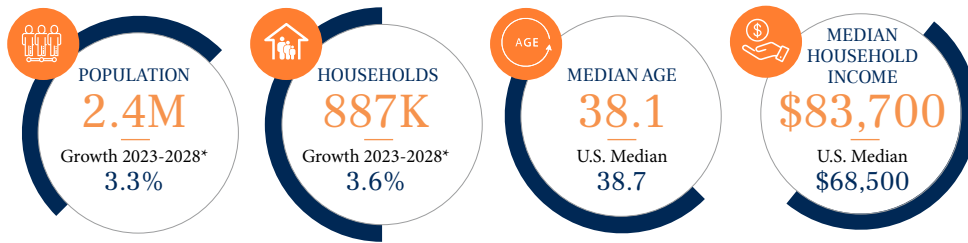


### SHARE OF 2023 TOTAL EMPLOYMENT



## DEMOGRAPHICS

- The metro is expected to add nearly 80,000 people over the next five years, resulting in the formation of roughly 32,000 households.
- A median home price below other major California markets has produced a homeownership rate of 57 percent.
- Among residents ages 25 and older, 31 percent hold bachelor’s degrees and 12 percent also have a graduate or professional degree.



### 2023 POPULATION BY AGE



### QUALITY OF LIFE

Residents and visitors to Sacramento can enjoy many recreational activities. The region is home to professional sports teams, headlined by the Kings (NBA). Within a short drive away are some of the world’s finest wine-producing regions — the Napa, Sonoma and Alexander valleys. Sacramento is also just a short distance from Lake Tahoe and its popular ski resorts. The area offers various cultural opportunities, including the ballet, opera, museums, a zoo and music festivals. In addition to four community colleges, there are two universities located in the region: California State University, Sacramento and University of California, Davis. Students new to the area can visit Old Sacramento, which is a 28-acre historical landmark that pays homage to California circa the 1849 Gold Rush.

### SPORTS

- Basketball | **NBA** | SACRAMENTO KINGS
- Baseball | **MiLB** | SACRAMENTO RIVER CATS
- Soccer | **USL** | SACRAMENTO REPUBLIC FC
- Soccer | **WPSL** | CALIFORNIA STORM
- Football | **WTFL** | SACRAMENTO SIRENS

### EDUCATION

- UNIVERSITY OF CALIFORNIA, DAVIS
- CALIFORNIA STATE UNIVERSITY, SACRAMENTO
- CALIFORNIA NORTHSTATE UNIVERSITY
- SACRAMENTO CITY COLLEGE
- WILLIAM JESSUP UNIVERSITY
- SIERRA COLLEGE
- FOLSOM LAKE COLLEGE

### ARTS & ENTERTAINMENT

- SACRAMENTO ZOO
- SACRAMENTO PHILHARMONIC ORCHESTRA
- SACRAMENTO HISTORY ALLIANCE
- CROCKER ART MUSEUM
- MEMORIAL AUDITORIUM
- GOLDEN 1 CENTER ARENA
- SAFE CREDIT UNION CONVENTION CENTER

\* Forecast

Sources: Marcus & Millichap Research Services; BLS; Bureau of Economic Analysis; Experian; Fortune; Moody's Analytics; U.S. Census Bureau

# DEMOGRAPHICS // 6620 4th Ave

POPULATION	1 Mile	3 Miles	5 Miles
<b>2029 Projection</b>			
Total Population	15,000	156,263	409,585
<b>2024 Estimate</b>			
Total Population	14,865	154,596	404,411
<b>2020 Census</b>			
Total Population	14,878	152,767	400,171
<b>2010 Census</b>			
Total Population	12,208	137,996	358,205
<b>Daytime Population</b>			
2024 Estimate	40,294	199,191	575,970
<b>HOUSEHOLDS</b>			
	1 Mile	3 Miles	5 Miles
<b>2029 Projection</b>			
Total Households	6,686	61,940	159,832
<b>2024 Estimate</b>			
Total Households	6,615	61,120	157,505
Average (Mean) Household Size	2.1	2.5	2.5
<b>2020 Census</b>			
Total Households	6,518	59,997	154,312
<b>2010 Census</b>			
Total Households	5,878	55,569	142,729

HOUSEHOLDS BY INCOME	1 Mile	3 Miles	5 Miles
<b>2024 Estimate</b>			
\$250,000 or More	5.5%	8.3%	7.2%
\$200,000-\$249,999	2.5%	3.7%	3.3%
\$150,000-\$199,999	7.8%	8.5%	8.0%
\$125,000-\$149,999	7.9%	7.2%	7.1%
\$100,000-\$124,999	10.5%	10.0%	10.0%
\$75,000-\$99,999	14.3%	13.2%	13.2%
\$50,000-\$74,999	13.4%	15.7%	15.7%
\$35,000-\$49,999	9.5%	10.0%	10.5%
\$25,000-\$34,999	6.9%	6.5%	6.8%
\$15,000-\$24,999	7.6%	7.0%	7.2%
Under \$15,000	14.3%	9.9%	11.1%
Average Household Income	\$93,021	\$100,613	\$96,225
Median Household Income	\$73,576	\$79,789	\$76,288
Per Capita Income	\$41,379	\$42,350	\$39,523

POPULATION PROFILE	1 Mile	3 Miles	5 Miles
<b>Population By Age</b>			
2024 Estimate	14,865	154,596	404,411
0 to 4 Years	4.5%	5.4%	5.8%
5 to 14 Years	7.0%	10.7%	11.6%
15 to 17 Years	1.9%	3.1%	3.4%
18 to 19 Years	4.8%	2.7%	2.3%
20 to 24 Years	17.4%	9.2%	7.4%
25 to 29 Years	8.7%	8.8%	8.7%
30 to 34 Years	9.2%	9.2%	9.3%
35 to 39 Years	7.4%	7.7%	7.7%
40 to 49 Years	10.5%	12.0%	12.1%
50 to 59 Years	9.0%	10.7%	11.2%
60 to 64 Years	5.0%	5.3%	5.5%
65 to 69 Years	4.7%	4.8%	4.9%
70 to 74 Years	3.5%	3.9%	3.9%
75 to 79 Years	2.7%	2.8%	2.7%
80 to 84 Years	1.6%	1.6%	1.6%
Age 85+	1.9%	2.1%	1.9%
Median Age	34.0	36.0	36.0

POPULATION PROFILE	1 Mile	3 Miles	5 Miles
<b>Population 25+ by Education Level</b>			
2024 Estimate Population Age 25+	9,560	106,283	281,065
Elementary (0-8)	2.4%	8.3%	8.2%
Some High School (9-11)	6.8%	5.7%	6.4%
High School Graduate (12)	16.7%	17.2%	20.1%
Some College (13-15)	19.8%	20.6%	22.0%
Associate Degree Only	7.9%	8.4%	8.5%
Bachelor's Degree Only	27.2%	23.5%	21.3%
Graduate Degree	19.1%	16.3%	13.4%
HOUSING UNITS	1 Mile	3 Miles	5 Miles
<b>Occupied Units</b>			
2029 Projection	7,081	65,410	169,090
2024 Estimate	7,006	64,530	166,586
Owner Occupied	3,003	29,434	70,663
Renter Occupied	3,602	31,704	86,779
Vacant	391	3,410	9,080
<b>Persons in Units</b>			
2024 Estimate Total Occupied Units	6,615	61,120	157,505
1 Person Units	38.4%	34.7%	34.9%
2 Person Units	32.4%	30.7%	29.2%
3 Person Units	16.3%	14.8%	14.6%
4 Person Units	8.5%	10.2%	10.5%
5 Person Units	2.8%	5.5%	6.2%
6+ Person Units	1.7%	4.0%	4.6%



## POPULATION

In 2024, the population in your selected geography is 404,411. The population has changed by 12.90 percent since 2010. It is estimated that the population in your area will be 409,585 five years from now, which represents a change of 1.3 percent from the current year. The current population is 50.6 percent male and 49.4 percent female. The median age of the population in your area is 36.0, compared with the U.S. average, which is 39.0. The population density in your area is 5,143 people per square mile.



## HOUSEHOLDS

There are currently 157,505 households in your selected geography. The number of households has changed by 10.35 percent since 2010. It is estimated that the number of households in your area will be 159,832 five years from now, which represents a change of 1.5 percent from the current year. The average household size in your area is 2.5 people.



## INCOME

In 2024, the median household income for your selected geography is \$76,288, compared with the U.S. average, which is currently \$76,141. The median household income for your area has changed by 90.46 percent since 2010. It is estimated that the median household income in your area will be \$86,983 five years from now, which represents a change of 14.0 percent from the current year.

The current year per capita income in your area is \$39,523, compared with the U.S. average, which is \$40,471. The current year's average household income in your area is \$96,225, compared with the U.S. average, which is \$101,307.



## EMPLOYMENT

In 2024, 194,442 people in your selected area were employed. The 2010 Census revealed that 63 percent of employees are in white-collar occupations in this geography, and 15.5 percent are in blue-collar occupations. In 2024, unemployment in this area was 6.0 percent. In 2010, the average time traveled to work was 24.00 minutes.



## HOUSING

The median housing value in your area was \$460,790 in 2024, compared with the U.S. median of \$321,016. In 2010, there were 64,428.00 owner-occupied housing units and 78,302.00 renter-occupied housing units in your area.



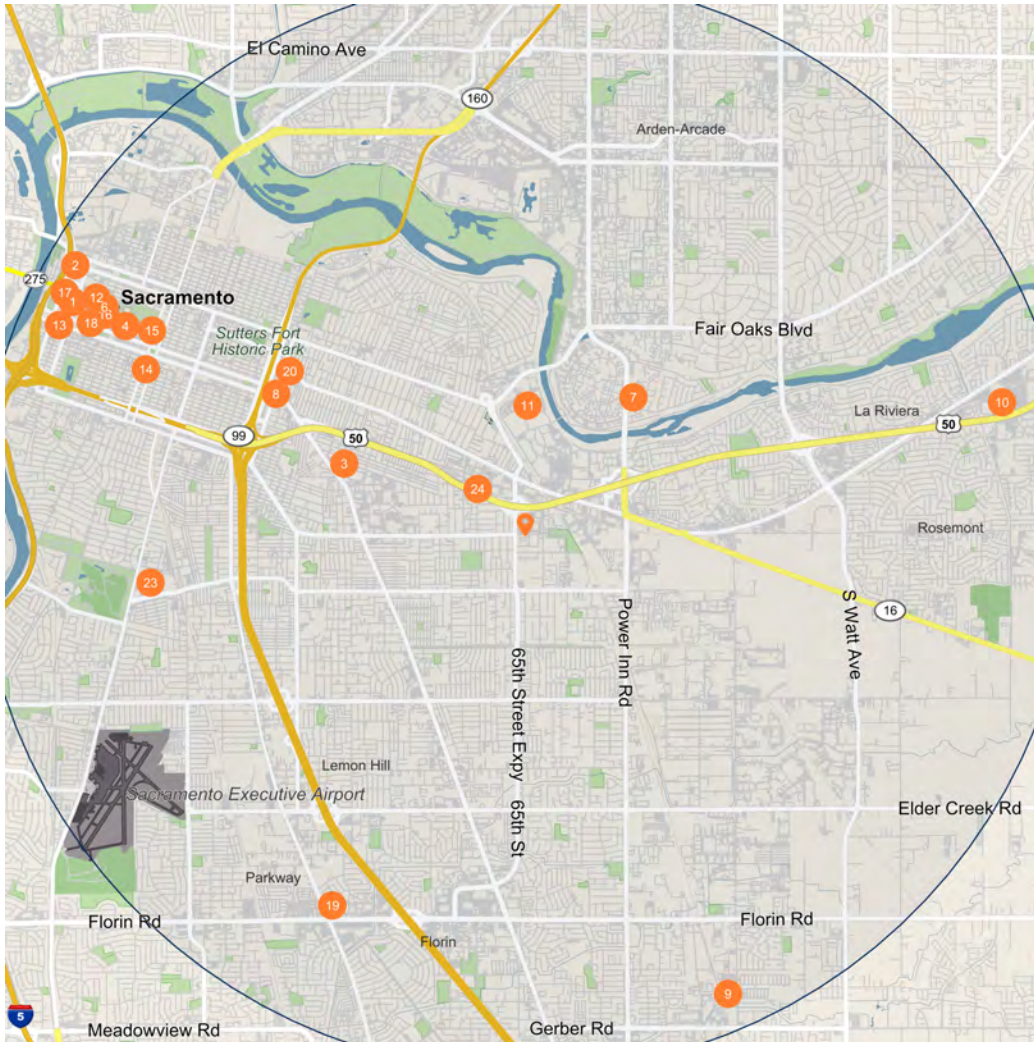
## EDUCATION

The selected area in 2024 had a lower level of educational attainment when compared with the U.S. averages. 33.2 percent of the selected area's residents had earned a graduate degree compared with the national average of only 13.5 percent, and 8.5 percent completed a bachelor's degree, compared with the national average of 21.1 percent.

The number of area residents with an associate degree was higher than the nation's at 15.6 percent vs. 8.8 percent, respectively.

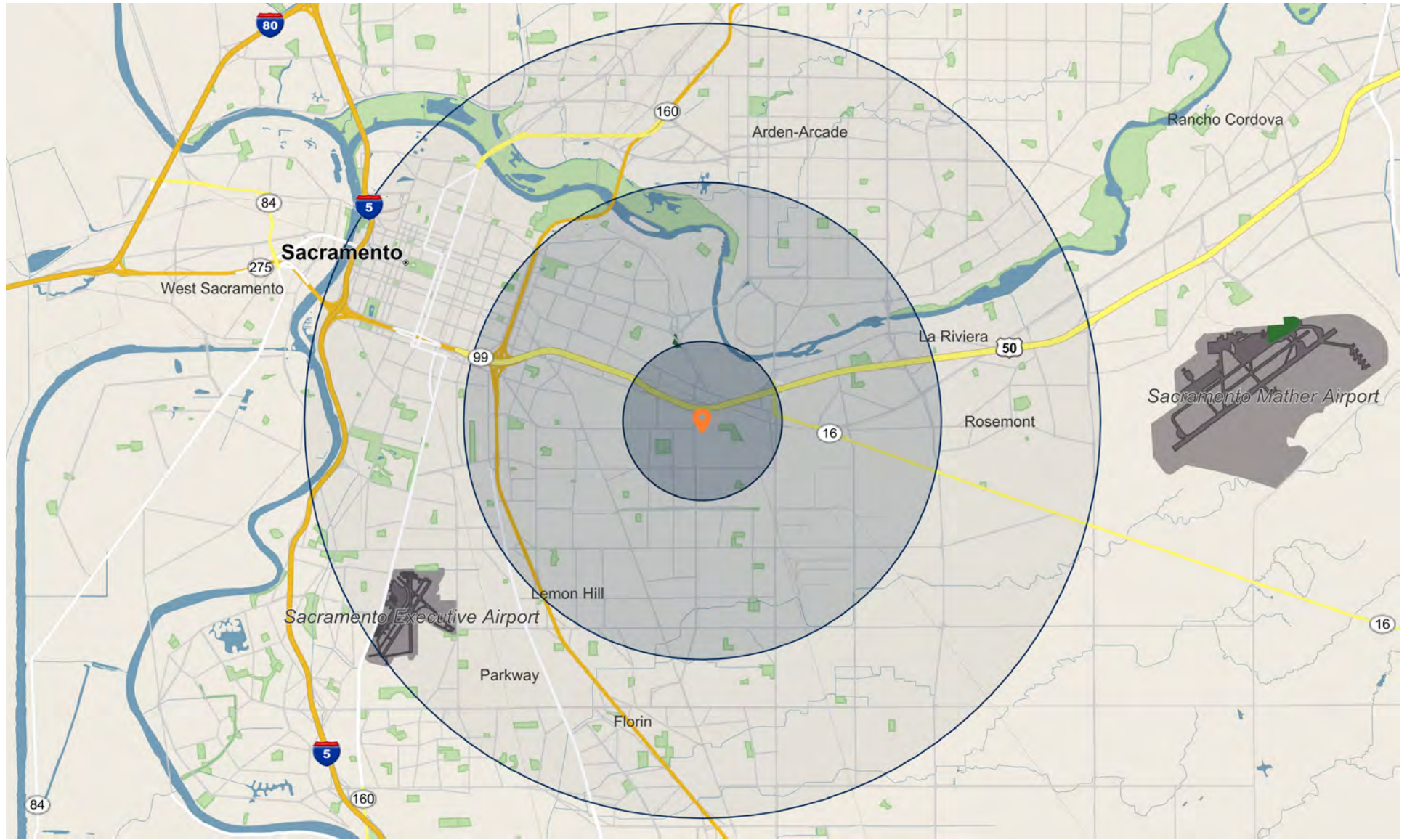
The area had fewer high-school graduates, 2.7 percent vs. 26.2 percent for the nation, but the percentage of residents who completed some college is higher than the average for the nation, at 26.5 percent in the selected area compared with the 19.7 percent in the U.S.

## 6620 4th Ave // DEMOGRAPHICS



Major Employers		Employees
1	California Govrnmt Opr Agncy-Department Tax and Fee ADM	5,000
2	Atrium Finance I LP-Holiday Inn	4,656
3	Davis Uc Medical Center	3,148
4	California Department Trnsp-Caltrans	3,000
5	Califrnia State Bd Equalization	3,000
6	California Dept Employment Dev	3,000
7	Northwest Stffing Rsrources Inc-Resource Staffing Group	2,824
8	McClatchy Newspapers Inc-Sacramento Bee	2,500
9	Siemens Mobility Inc	2,318
10	Franchise Tax Board California-Califrnia Govt Operations Agcy	2,000
11	University Enterprises Inc-Sacramento State Sponsored RES	1,856
12	California Dept Rehabilitation	1,800
13	Califrnia Pub Emplyees Rtrmt-Califrnia Gvrnment Oprtons Agc	1,600
14	Califrnia Dept Crrctons Rhlbt-Scaap	1,500
15	California Department Educatn-California School For The Deaf	1,500
16	Califrnia Dept Prks Recreation	1,000
17	Controller California State	1,000
18	California Dept Wtr Resources	1,000
19	Juvenile Justice Division Cal	966
20	Unilab Corporation-Physicians Clinical Lab	910
21	Juvenile Justice Division Cal-Office Prevention Victim Svcs	878
22	Juvenile Justice Division Cal	878
23	Los Rios Community College Dst-Sacramento City College	850
24	Sacramento Municpl Utility Dst-Supply Change Services	773
25	Sacramento Municpl Utility Dst-S M U D	710

# DEMOGRAPHICS // 6620 4th Ave



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**Christopher K. Drake**

Director Investments  
Office: Sacramento  
Direct: 916.996.5498  
Christopher.Drake@marcusmillichap.com  
License: CA #01963228

**Isaak Heitzeberg**

Managing Director Investments  
Office: Sacramento  
Direct: 916.724.1285  
Isaak.Heitzeberg@marcusmillichap.com  
License: CA #01989468

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