

1819 23RD ST. + 2311 S ST.

VALUE-ADD INVESTMENT / DEVELOPMENT SITE FOR SALE ON THE R STREET CORRIDOR





1819 2311
23RD STREET S STREET

R Street

23rd Street

S Street



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THE PROPERTY

±25,600 SF PARCEL	13,532 SF BUILDING	\$3.2M PURCHASE PRICE	\$125/SF ON LAND	40+ NEARBY AMENITIES
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CASH FLOWING COVERED LAND PLAY

Turton Commercial Real Estate is pleased to bring to market 1819 23rd Street and 2311 S Street (the “Property”) representing a rare opportunity to acquire a covered land play in a coveted path of development area, inclusive of value-add retail and industrial space cashflow. The Property is located in a premier location with significant short-term upside value in the form of increased net operating income (“NOI”) while the buyer evaluates the highest and best development application for the Property. The unique Property includes 13,532 square feet of leasable space, in two adjacent buildings, on two parcels totaling 25,600 SF, on the northeast corner of 23rd and S Streets, and is being offered at a price of \$3,200,000, which

equates to \$125 per square foot on the land, or \$236 per square foot on the buildings. The Property is currently being leased on a month to month basis by several tenants, of various business types, including a salon, custom auto-body crafting, a recording studio, and various artist workshops. The current total gross income is approximately \$71,000 per year. While the primary value proposition of the Property is its long term development application, it also provides a compelling opportunity for an owner-user. Recent sales of comparable land support pricing between \$125-\$150 per square foot for redevelopment as multi-family residential. Specifically, we believe the prominent corner location and

the updated 2040 Sacramento General Plan (in the process of being approved) provides a great opportunity for a developer to achieve a higher floor to area ratio and maximize the number of units they can achieve at this site. For the right buyer, the development play is to lease up the buildings for the short term with near or market rents, benefit from the income while they entitle the site and build potentially hundreds of units of mixed-use housing along Sacramento’s hottest urban corridor. 1819 23rd Street and 2311 S Street present a highly unique, rare opportunity for a buyer to make a lasting impression and mark on Sacramento’s renowned R Street corridor.



PROPERTY FEATURES

Addresses: 1819 23rd Street, Sacramento CA, 95816
2311 S Street, Sacramento CA, 95816

APN: 010-0035-006-0000 - 1819 23rd Street
010-0035-005-0000 - 2311 S Street

Parcel Size: 0.58 acres (25,600 SF)

Zoing: RMX-SPD

Year Built: 1948 and 1961

Electricity: SMUD

Water/Sewer: City of Sacramento

Gas: PG&E

Section One: The Property

1819 2311
23RD STREET S STREET



Section One: The Property

1819 2311
23rd Street S Street

23rd Street

S Street

09





R STREET CORRIDOR

10+	1,000+	75+
NEARBY DEVELOPMENTS	NEW HOUSING UNITS	NEARBY AMENITIES

URBAN SACRAMENTO'S MOST VIBRANT CREATIVE AND MIXED-USE DISTRICT

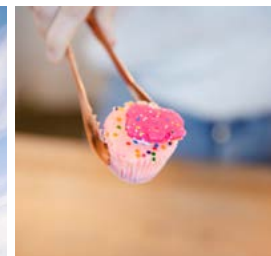
R Street, an avenue of old industrial warehouses, has been transformed into a community of high-end office workers, artisans, restaurants and residents. Since 2016, thousands of new residential units have been added to the immediately area. Midtown, already recognized nationally as one of the most walkable business/residential neighborhoods in America, unofficial home of the farm-to-fork movement and home to over 100 restaurants and eateries, became even more popular with rents soaring into the upper \$42 per SF annual range and vacancies diminishing to under 4%. Residential rents which had historically hovered below \$2 per square foot escalated to \$3.50+ per SF for best-in-class properties.

The R Street Corridor is the creative epicenter of downtown thanks to the medley of artists,

designers, and creatives residing and working in the corridor. R Street is a uniquely urban neighborhood that offers a variety of housing, dining and entertainment choices with more on the way. Part of the excitement behind R Street's emergence as a vibrant and distinctive district rests in the area's unique history as the State's first railroad and industrial corridor. Many brick buildings, landmarks, and street elements still reflect the former rail-based business activity that existed for over century. Now, instead of warehouses and industrial shops, R Street's historic structures are now home to some of the best dining, cocktails, entertainment, art and design that Sacramento has to offer.

R Street is the place to be for specialty boutiques. The WAL Public Market alone offers vintage clothing and home goods, music,

handmade shoes, and Moroccan rugs just to name a few. If there's one thing you can count on when exploring R Street, its variety. Whatever you're craving, from heaven in a bowl to the finest craft beer, R Street is sure to be the highlight for any foodie. Some of R Street's more notable restaurants include Beast + Bounty, Mendocino Farms, Device Taproom, Mas Taco, Fish Face Poke Bar, Bottle and Barlow, Shady Lady and Iron Horse Tavern. In addition to enjoying the abundance of regional dining flavors, you can find the hippest local and national music acts at a number of R Street venues highlighted by Ace of Spades, Sacramento's premier small concert venue. Amenities and services are part of what makes the R Street Corridor not just a place people want to visit, but where they want to work and live.





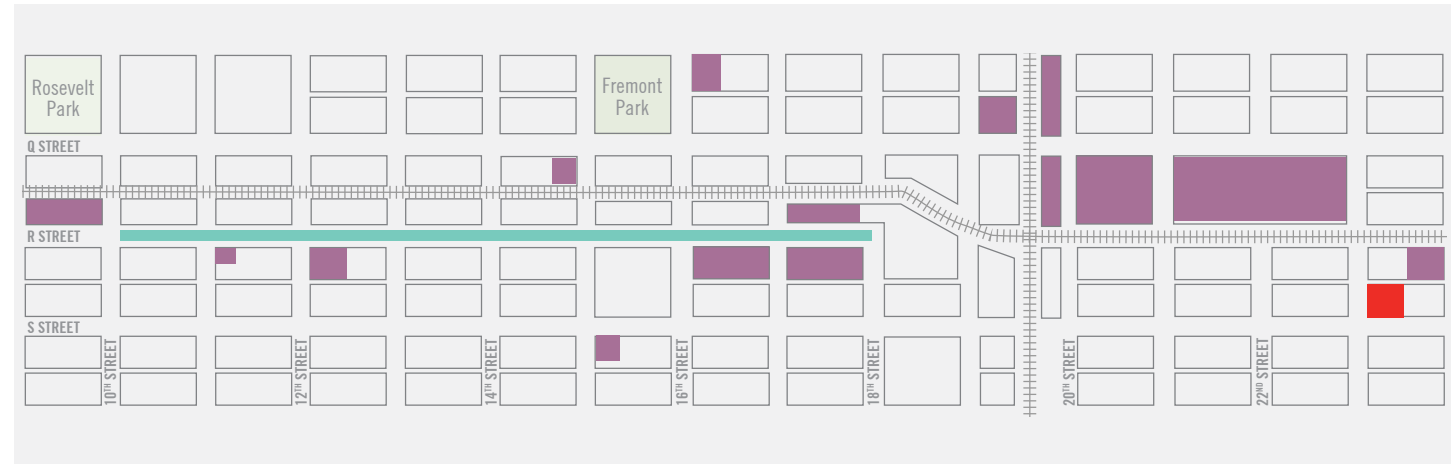


NEARBY AMENITIES

1819 23rd Street and 2311 S Street hves one of, if not, the finest locations in the highly-desirable midtown sub-market of Sacramento and is within easy walking distance of virtually every significant landmark in Sacramento's

POPULAR RESTAURANTS NEAR 1819 23RD STREET AND 2311 S STREET (NOT ALL ARE MENTIONED HERE):

- | | | | | |
|--------------------------|--------------------------|-------------------------|-------------------------|-----------------------|
| 58 Degrees & Holding Co. | Chipotle | Jack's Urban Eats | Coop | Tapa the World |
| Ace of Spades | Cornerstone | Karma Brew | Paesanos | Tea Cup Cafe |
| Adamo's | Crepeville | Kin Thai Street Eatery | Paragary's | Temple Coffee |
| Aioli Bodega Espanola | Dad's Sandwiches | Kru Japanese | Peet's Coffee | Thai Basil |
| Alaro Craft Brewery | Der Biergarten | Kupros Craft House | Pizzasaurus Rex | Thai Canteen |
| Azul Mexican | Faces | Lowbrau | Plant Power Fast Food | The Golden Bear |
| Badlands | Faria Bakery | Luna's Cafe & Juice Bar | Pushkin's Bakery | The Mill Coffee House |
| Bar West | Federalist Public House | Mango's/Burgertown | R15 | The Porch |
| Bento Box | Fieldwork Brewing Co. | Massulo Pizza | Red Rabbit | The Rind |
| BevMo | Fire Wings | Mendocino Farms | Rick's Dessert Diner | The Snug |
| Bike Dog | FishFace Poke Bar | Mercantile Saloon | Ro Sham Beaux | The Trade Coffee |
| Bombay Bar & Grill | Fox & Goose Public House | Mikuni Sushi | Roxie Deli and Barbecue | The Waterboy |
| Bottle & Barlow | Ginger Elizabeth | Milka Coffee | Saigon Alley | Tower Theatre Cafe |
| Broderick Midtown | Chocolates | Mochinut | Scorpio Coffee | Tres Hermanas |
| Burger Patch | Good News Wine | Monkey Bar | See's Candies | Tupi Coffee |
| Burgers and Brew | Goodside Coffee | Mulvaney's B&L | Selland's | Uncle Vito's Pizza |
| Cafe Bernardo | Grange | N Street Cafe | Shake Shack | University of Beer |
| Camellia Coffee | Highwater | Nekter | Shady Lady | Vic's Ice Cream |
| Cantina Alley | I Love Teriyaki | New Roma Bakery | Squeeze Burger | Yogurt a GoGo |
| Capital Hop Shop | Identity Coffee | Noah's Bagels | Station 16 | Zelda's Pizza |
| Centro Cocina Mexicana | Iron Horse Tavern | Old Soul Coffee | Sun & Soil Juice | Zocalo |
| | | Pachamama Coffee | Tank House BBQ | |



NEARBY DEVELOPMENTS

1819 23rd Street and 2311 S Street are situated in the path of development near R Street. This part of town is experiencing an urban renaissance, with new mixed-use towers replacing vacant lots and blighted warehouses.

Channel 24 - 1800 24th and R Street

Retailtainment:	Occupancy	Completion Date:
42,700 SF	2,300 Seats	TBD

Notes:
Only one block away from 1819 23rd Street and 2311 S Street, the proposed 42,700 SF structure will take the place of an unused industrial/commercial facility and will encompass a stage, ticket booth, foyer, refreshment stands, balcony, as well as facilities for performers including dressing rooms, according to the project proposal. The venue aims to accommodate live music, comedy shows, podcasts, and corporate functions on a biweekly basis.

McClatchy Apartments- 2100 Q Street

Parcel:	Residential:	Completion Date:
687,000 SF	538 Units	TBD

Notes:
5.57 acre apartment development. The McClatchy Apartments will consist of 86 studios, 324 one-bedrooms, and 128 two- bedrooms. The two-block wide property is anchored between 21st Street, 23rd Street, and Q Street- only one block away from 1819 23rd Street and 2311 S Street.



Press @ Midtown Quarter - 21st and Q Street

Retail: 8,600 SF
Residential: 277 units
Completion Date: Q2 2020

Notes:
 Situated on the block of 21st Street between Q and R Streets, the corner location benefits from visibility from over 20,000 cars per day. As with cars traveling up Q Street and 21st street, the building is located on the “driver’s side” of the street thus creating maximum exposure for any user.

Q19 - 19th and Q Street

Retail: 1,985 sf
Residential: 68 luxury units
Completion Date: 2019
Other: TCRE sold this project

Notes:
 Q19 is Midtown Sacramento’s newest and most progressive Mixed-Use Multi-Family Residential Property. Enjoying a AAA location in the heart of Midtown, Q19 is a 4-story mid-rise project comprised of 33 Studio, 26 one-bedroom and 9 two-bedroom luxury apartment units in addition to 1,985 SF of retail.

20 PQR - 20th and Q Street

Retail: None
Residential: 32 townhomes
Completion Date: 2017

Notes:
 The 20PQR community consists of 32 detached townhomes, complete with a unique roof deck option for skyline views and private outdoor living. 20PQR townhomes range in size between 1700-1900 square feet and are priced from the low-mid \$600,000’s.

1717 S Street - 17th and S Street

Retail: TBD
Residential: 159 units
Completion Date: 2021/22

Notes:
 A new mixed-use residential project, 1717 S, is slated to be a housing project that will provide 159 mixed income units. Spearheaded by the late Ali Youseffi, who also developed projects such as the Warehouse Artists’ Lofts and The Hardin, 1717 S will add to the much needed inventory of affordable housing.

Ice Blocks - 17th and R Street

Retail: 75,000 SF
Residential: 148 units
Office: 97,000 SF
Completion Date: 2018

Notes:
 Three block project at 16th through 18th Streets on R Street. The Ice Blocks consist of six buildings with retail on the ground floor and is anchored by West Elm. Other retailers include Title Boxing Club, Device Brewing Company, Mendocino Farms and Curry Up Now.



Press @ Midtown Quarter



Q19



20 PQR



1717 S Street



Ice Blocks



SACRAMENTO

1,317,600

LABOR FORCE

91,637

DAYTIME EMPLOYEES

\$83,493

MEDIAN HOUSEHOLD EXPENDITURE

GSEC 2023
GIS Planning 2022

CALIFORNIA'S FASTEST-GROWING METROPOLITAN

While the Golden 1 Center has expedited urban renovation on the K Street Grid, the renaissance of Sacramento's urban sectors surrounding the K Street Grid has been underway for several years now. Residential migration to the higher density urban cores is a phenomenon easily recognizable in Tier 1 population centers like New York, Chicago, Philadelphia, and in California, Los Angeles, San Francisco and San Diego. This same pattern is now beginning in Tier 2

population centers like Portland, Denver, San Antonio and Sacramento. The urban core of Sacramento (Downtown and Midtown) is the most desirable business location the Sacramento region and easily boasts the lowest combined commercial vacancy rate, hovering between 5 – 8%. This figure is impressive when factoring in many buildings marketed as "available" that are functionally obsolete and non-compliant. The urban core is

the perfect fusion of multi-generational locally owned business, organic youth infused retail and services, a healthy dose of carefully selected national and regional retailers, the best restaurants east of the Bay Bridge, an eclectic mix of high-end demographic occupations all magically embedded in a landscape of unique older buildings and mature trees and flora.



THERE'S A REASON EVERYONE IS COMING HERE.



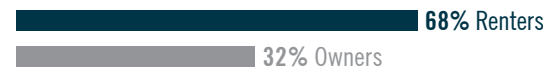


NEARBY DATA BITES

SACRAMENTO'S CITY RANKINGS:

- #1 Best Place to Live in CA
- #1 Happiest Workers in Midsized City
- #3 Best Foodie City in America
- #4 Best Cities for Nerds
- #5 U.S. Cities with Fastest Growth in Tech
- #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

PROXIMATE OWNERS VS. RENTERS



2-mile radius of property

WALK SCORE:	BIKE SCORE:	TRANSIT SCORE:
87 Very Walkable	100 Biker's Paradise	57 Good Transit

walkscore.com 2311 S Street



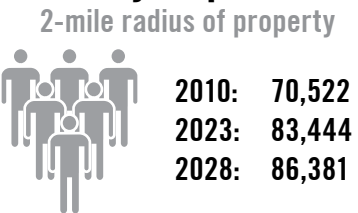
Average Household Income
2-mile radius of property

Psychographic Profile

- Singles and Starters**
Young singles starting out and some starter families living a city lifestyle
- Young City Solos**
Younger and middle-aged singles living active and energetic lifestyles in metropolitan areas
- Significant Singles**
Diversely aged singles earning mid-scale incomes supporting active city styles of living

Experian Mosaic (Customer Segmentation)

Nearby Population



2010-2023
Population Growth Rate
2-mile radius of property

Traffic Counts

2,506



Annual Consumer Spending in millions

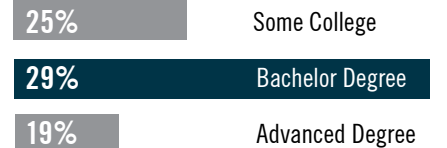


\$462,436

1-mile radius of property



Education Levels



13,595
Nearby Businesses

2-mile radius of property

Data from: Placer AI, Costar 2024



ECONOMICS

PROFORMA

Address	Size (SF)	Base Rent Per SF	Total Monthly Rent	Annual Base Rent
2311 S Street	3,932	Full Service Gross Rent		
Unit 1 -		-	\$3,000.00	\$36,000.00
Unit 2 -		-	\$1,500.00	\$18,000.00
Unit 3 -		-	\$2,500.00	\$30,000.00
Unit 4 -		-	\$1,200.00	\$14,400.00
Total				\$98,400.00
1819 23rd Street	9,600	NNN Rent		
Warehouse space -		\$1.00	\$9,600.00	\$115,200.00
Total				\$115,200.00
Totals	13,532		\$17,800.00	\$213,600.00
Annual Expenses - 35% of Revenue				\$34,440.00
Annual Expenses/SF/Mo				\$0.73
Net Operating Income				\$179,160.00

ACTUALS WITH REASSESSED PROPERTY TAXES

Address	Size (SF)	Total Monthly Rent	Annual Base Rent (MG)	Lease Expiration Date	Expenses
2311 S Street	3,932				
Unit 1 -		\$1,260.00	\$15,120.00	MTM	Garbage
Unit 2 -		\$0.00	\$0.00	MTM	Garbage
Unit 3 -		\$1,200.00	\$14,400.00	MTM	Garbage
Unit 4 -		\$900.00	\$10,800.00	MTM	Garbage
			\$40,320.00		
1819 23rd Street	9,600				
Unit 1 -		\$550.00	\$6,600.00	MTM	Garbage
Unit 2 -		\$420.00	\$5,040.00	MTM	Garbage
Unit 3 -		\$250.00	\$3,000.00	MTM	Garbage
Unit 4 -		\$60.00	\$720.00	MTM	Garbage
Unit 5 -		\$500.00	\$6,000.00	MTM	Garbage
Unit 6 -		\$600.00	\$7,200.00	MTM	Garbage
Unit 7 -		\$100.00	\$1,200.00	MTM	Garbage
Unit 8 -		\$80.00	\$960.00	MTM	Garbage
Unit 9 -		\$63.80	\$765.60	MTM	Garbage
			\$31,485.60		
Totals	13,532	\$5,983.80	\$71,805.60	-	-
			Property Insurance		\$13,844.46
			Property Taxes		\$20,646.00
			Utilities		\$10,003.82
					Water, Sewer, City Utilities
Annual Expenses					\$44,494.28
Annual Expenses/SF/Mo					\$0.27
Net Operating Income					\$27,311.32





1819
23rd STREET

2311
S STREET

R Street

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TURTON
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