



851 Sacramento Ave Townhouses

851 Sacramento Ave



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REAL ESTATE SERVICES

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EXECUTIVE SUMMARY

Developer Opportunity – 851 Sacramento Avenue, West Sacramento

851 Sacramento Avenue is strategically positioned in one of **Greater Sacramento's fastest-growing residential zones:** minutes from downtown, I-80, and the waterfront redevelopment area. This **149-unit townhouse project** benefits from excellent proximity to employers, public institutions, and daily amenities — a major draw for future homebuyers and renters.

• Assessor's Parcel Number	010-320-038
• Project Address	851 Sacramento Ave, West Sacramento, CA 95605
• Proposed Use	Residential Mixed-Use (149 Houses)
• Gross Site Area	8.16 ACRES
• Proposed Site Coverage	Buildings – 28.31 %
Buildings	Roads – 28 %
Private Circulation	Landscape – 14%
Landscape/Hardscape	Misc Hardscape – 30%
• Proposed F.A.R.	2
• Proposed Density	18.25 House Per Acre
• Proposed Unit Mix	2 & 3 floor Units
• Proposed Height	2–3 stories; max height: 35 ft
• Proposed Parking	[149 resident spaces + 42 Guests Parking]
• Proposed Common Open Space	15000 Sft



Why Developers Should Pay Attention

- **Strong Absorption** in nearby new home projects
- **Underserved townhouse product** in West Sacramento
- **Infrastructure in place** — sewer, water, and roadway access
- Zoned and positioned for **mid-term value growth**
- Eligible for potential **incentives or streamlining** due to infill status

Major Employers & Economic Drivers

- **CalSTRS Headquarters** (1.5 miles) — Over 1,200 employees
- **CA Dept. of General Services** — Core state government presence
- **Ramos Oil & Industrial Corridor** — Logistics and energy employers nearby

Government Anchors

- **City Hall** — Less than 5 minutes away
- **Sacramento Capitol District** — ~10 minutes via I-80

Healthcare

- **Sutter Medical Plaza & UC Davis Health** — Major providers within a 10–15 minute drive
- Strong healthcare employment base

Schools & Education

- **River City High School, Elkhorn Village Elementary**
- **West Sacramento Early College Prep** — nearby charter option
- Easy access to **UC Davis, Sacramento State** for student housing potential

Parks & Recreation

- **River Walk Park, Sierra Vista Park, Bridgeway Lakes Park**
- Waterfront access and active lifestyle appeal

Retail & Essentials

- **Target, Raley's, Arteaga's, IKEA, Westbridge Plaza**
- Walkable or <10-min drive access to shopping, groceries, dining

NEARBY AREA

- The Washington District is an urban 194-acre historic neighborhood located on the West Sacramento riverfront within a mile of downtown Sacramento. Bound by the Tower Bridge Gateway on the south, the Sacramento River on the east, a street on the north, and portions of 6th Street and 8th Street on the west, the Washington District is an area that has potential for sustainable, mixed-use development. It features a mix of land uses and building forms with the City's oldest buildings, a walkable commercial district, some of its most established residential neighborhoods, and tree-lined streets.



ABSORPTION RATE ANALYSIS

Absorption Rate in Sacramento's Housing Market

As of May 2024, the absorption rate in Sacramento County was reported at **68.3%**, indicating a strong seller's market at that time. However, market conditions can change, and more recent data may show different trends. [Sacramento Association of REALTORS®](#)

Current Market Indicators

While specific absorption rate data for April 2025 isn't readily available, other market indicators provide insight into current conditions:

- **Median Sale Price:** In February 2025, the median sale price in Sacramento was **\$488,000**, a 1.4% increase compared to the previous year. [Redfin+1Zillow+1](#)
- **Days on Market:** Homes are spending a median of **20 days on the market**, up from 13 days the previous year, suggesting a slight deceleration in sales pace. [Redfin](#)
- **Homes Sold:** There were 258 homes sold in February 2025, a slight decrease from 269 homes sold in February 2024, indicating relatively stable sales volume. [Redfin](#)

These indicators suggest that while the market remains active, there may be a trend toward longer selling times and slight adjustments in pricing dynamics.

ABSORPTION PACE ANALYSIS

851 SACRAMENTO AVENUE

PROJECT SUMMARY

- 139 townhouse units
- 5-8 units per month absorption
- 27.8 months to 17.4 mo sell-out period

ABSORPTION SCENARIOS

OPTIMISTIC

8

UNITS / MONTH

17,4 MONTHS

CONSERVATIVE

5

UNITS / MONTH

27,8 MONTHS

KEY CONSIDERATIONS

- Market positioning & pricing strategy
- Phased release approach
- Buyer incentives

MARKET COMPARISON



\$550,000



4 beds 3.5 baths 1,901 sq ft
4057 Southampton St, West Sacramento, CA 95691
2,357 sq ft lot • \$110 HOA • 2 garage spots
Keller Williams Realty

*number of unit x Listing price
149 units

*\$550,000=\$81,950,000

LAND VALUE: \$16,390,000
(20% OF PROJECT)

TARGET POPULATION

Target Population for 851 Sacramento Avenue Townhomes

Young Families

- Looking for affordable homeownership with room to grow
- Prioritize proximity to schools, parks, and childcare
- Want safe, walkable neighborhoods with a suburban feel near city access
- Likely interested in 3-bedroom townhomes with garages and yards

Young Professionals & Dual-Income Couples

- Working in downtown Sacramento or surrounding areas (government, healthcare, tech)
- Prefer low-maintenance, modern homes close to transit/freeways
- May be first-time buyers moving out of rentals or condos
- Seek smart home features, EV readiness, and private garages

Graduate Students or Early-Career Academics

- Attending UC Davis, Sacramento State, or professional schools
- Could live solo or with roommates in smaller 2–3 bed layouts
- Interested in new, efficient builds near transit routes

Investors / Small-Scale Landlords

- Seeking rental properties in fast-growing areas
- Attracted to brand-new construction with low maintenance costs
- May rent to professionals, students, or small families

Job Market Highlights – Sacramento 2025

Tech Boom

- Over 1,400 tech companies, including Apple and Intel
- › Average tech salary: **\$111,000+**



Government Hub

- Thousands employed by the State of California, Sacramento County and local agencies
- › Strong job stability and benefits



Education Sector

- Jobs at CSU Sacramento, American River College, and school districts
- › Opportunities in teaching, administration, and support roles



Healthcare Powerhouse

- Major employers: Kaiser Permanente, Sutter Health, UC Davis Health
- › UC Davis Health's ranking in Forbes' Best Employers



Education Sector

- Jobs at CSU Sacramento, American River College, and school districts
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Economic Snapshot

- Unemployment Rate: 4.3%
- Job Growth Outlook: Stable across sectors

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Empty Nesters / Downsizers

- Moving from larger homes, seeking simpler lifestyles without giving up privacy
- Interested in quality finishes, quiet streets, minimal stairs or ground-level units
- May value nearby amenities, medical care, and open green space



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Healthcare Powerhouse

Major employers: **Kaiser Permanente, Sutter Health, UC Davis Health**

- UC Davis Health ranked **Top 20 in Forbes' Best Employers**

Government Hub

Thousands employed by the **State of California**, Sacramento County, and local agencies

- Strong job stability and benefits

Growing Construction & Engineering

High demand for **civil engineers, project managers**, and trades

- Fueled by infrastructure and housing expansion

Education Sector

Jobs at **CSU Sacramento**, American River College, and school districts

- Opportunities in teaching, administration, and support roles

Economic Snapshot

- **Unemployment Rate:** 4.8%
- **Job Growth Outlook:** Stable across sectors
- **Future Minimum Wage:** Proposed \$18 by 2026

California State Capitol



HEALTH, EDUCATION, PUBLIC SERVICES





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