



River District

2024

Q3 Market Report

Sacramento, CA November, 2024





Our Vision: *A vibrant, mixed-use urban community with an eclectic mix of residential and commercial land uses topped off with riverfront views and a variety of parks, plazas and open space.*

EXECUTIVE DIRECTOR'S MESSAGE

People often say that the River District is the hottest neighborhood of Sacramento, and for the past few months it has seemed that way in more ways than one. With The Hayley at Township 9 opening their first homes for lease in July, the River District has taken another huge step forward. Almost a decade after the opening of Cannery Place Apartments, The Hayley is the second residential development to open at Township Nine, and the second market-rate community in the River District.

While so much progress has been made in the past couple of years, I was really struck by one aspect of our development recently. While speaking at the dedication ceremony of the public art at Hanami Line, I noted that several of the other speakers touched upon the need for “third spaces,” places like parks and plazas where community members can come together to relax, recreate, and enjoy nature. Since the Covid-19 pandemic brought the need for parks and open spaces to the forefront of our consciousness, the River District has created four new parks: River District Park (1039 N. D Street); Vine Park (424 N. 5th Street); Mirasol Village Park (400 Pipevine St.); and the Hanami Line at Matsui Waterfront Park (450 Jibboom St.). These are in addition to previously established Tiscornia Park at the end of Jibboom Street near the confluence of our two rivers, and Township 9 Park (611 Riverline Way), which is one of the highest points in the River District, affording views of the downtown skyline on one side, and the American River on the other.

We are truly blessed with amazing spaces for community gatherings, and that did not happen by accident. In our mission statement, the River District has always advocated for building open, green spaces that are accessible for everyone. We take ownership of these spaces and strive to keep them safe, clean, and welcoming for our neighbors to enjoy. While we love to see new homes being built, along with new places to work, shop and eat, we also recognize the need for places for humans to rest and recharge. If you haven't visited one of our parks yet, make a plan to do so today!

Devin Strecker, LPM
Executive Director

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Josh Leachman, Senior Vice President, Project Development with Downtown Railyard Venture leads a tour of the Sacramento Railyards for a contingent of visitors with Leadership Portland. The Portland Metro Chamber organized the study mission to downtown Sacramento for its civic and business leaders.

RIVERFRONT & RAILYARDS

To Dream the Indomitable Dream

Sacramento's USL Soccer Team announces partnership with Wilton Rancheria tribe, the team's new majority owner, to build its railyards stadium and a nearby entertainment venue.

A proposal was announced November 7, 2024 for a \$321 million project aimed at constructing a soccer stadium for Sacramento Republic FC and a live entertainment venue in the Downtown Railyards. This initiative, supported by the Wilton Rancheria Tribe, is designed to revitalize the area and involves significant private investment.

The stadium is expected to be funded privately at \$226 million, featuring a capacity of 12,000 seats. The entertainment venue aims to convert historic buildings into a 3,600-seat space, supported by \$95 million. Funding for the project will be sourced from property taxes within an expanded Stadium Enhanced Infrastructure Financing District (EIFD).

The proposal also includes community benefits, such as \$4.5 million in donations, youth clinics, and public access to the facilities. It is projected to create over 1,600 jobs, with the stadium anticipated to open in late 2026 and the entertainment venue in 2027.

"Our journey to bring professional soccer to The Railyards began eight years ago. Today is a powerful testament to our commitment to creating a more vibrant



A rendering of the Sacramento Republic Railyards Stadium as seen on the team's official website.

and thriving Sacramento," said Mayor Darrell Steinberg. "These developments represent more than just economic growth; it's about building a better place for everyone, with enhanced opportunities for housing, entertainment, and commercial activity."

If approved by City Council, these developments will partially be funded by expanding the existing Stadium Enhanced Infrastructure Financing District (EIFD) to



cover the entire 220-acre site. The EIFD will use increased property taxes generated from the site for infrastructure reimbursement, with an estimated \$518 million generated over 45 years, including approximately \$95M for infrastructure.



"I am deeply proud to witness this moment, which stands as a profound testament to the resilience and determination of the people of Wilton Rancheria," said Chairman Jesus Tarango, Jr.

Two Rivers Trail Project Seeks to Complete Trail Network



When complete, Two Rivers Trail will connect the system of pedestrian- and bicycle-friendly trails along both sides of the Sacramento and American Rivers.

The City of Sacramento is working toward the completion of a continuous network of paved, accessible, multi-use trails that connect the existing Sacramento River and American River parkways. The Two Rivers Trail Project is an important piece of the evolution of the City's trail system. Named for its origin at the confluence of the Sacramento and American

Rivers, the Project began to take shape in 2001 with the completion of a Two Rivers Trail Concept Plan.

After years of design, planning and public engagement, Two Rivers Trail Phase II broke ground early in 2024. The first mile and a half of trail has been completed, with the remaining segments anticipated to be completed by the end of

the year with the adjacent USACE Bank Protection and Department of Utilities Sump Station projects.

Phase II will include more than two miles of paved accessible pathway connecting the trail system from the H Street Bridge to just east of Sutter's Landing Park and the Business 80 freeway.

DEVELOPMENT MAP + SUMMARY

Recently Completed

Under Construction

Proposed



DEVELOPMENT SUMMARY

Recently Completed

1	Sacramento Roller Derby	1701 Thornton Ave.	19,289 SF	Sports Venue	Completed Q3 2024
2	Mirasol Village + Community Garden*	1390 Swallowtail	100,000 SF	Residential	Completed Q3 2024
3	Fire Station 14	1400 N. B St.	10,374 SF	Municipal	Completed Q4 2022
4	ExtraSpace Storage	400 Bercut Dr.	149,346 SF	Commercial	Completed Q3 2023
5	Track 281 Apartments	321 Bercut Dr.	155,074 SF	Residential	Completed Q3 2023
6	Sactown Eats	1501 N. C St.	11,376 SF	Commercial	Completed Q3 2023
7	May Lee State Office Complex	651 Bannon St	1.24M SF	Office	Completed Q1 2024
8	Pintworks (Touchstone Brewing Co.)	116 N. 16th St	2,600 SF	Restaurant	Completed Q2 2024
9	Hanami Line at Matsui Park	450 Jibboom St.	65,640 SF	Public Park	Completed Q2 2024

*Blocks A, B, C, & E, 311 Units Complete as of 9/1/24

Under Construction

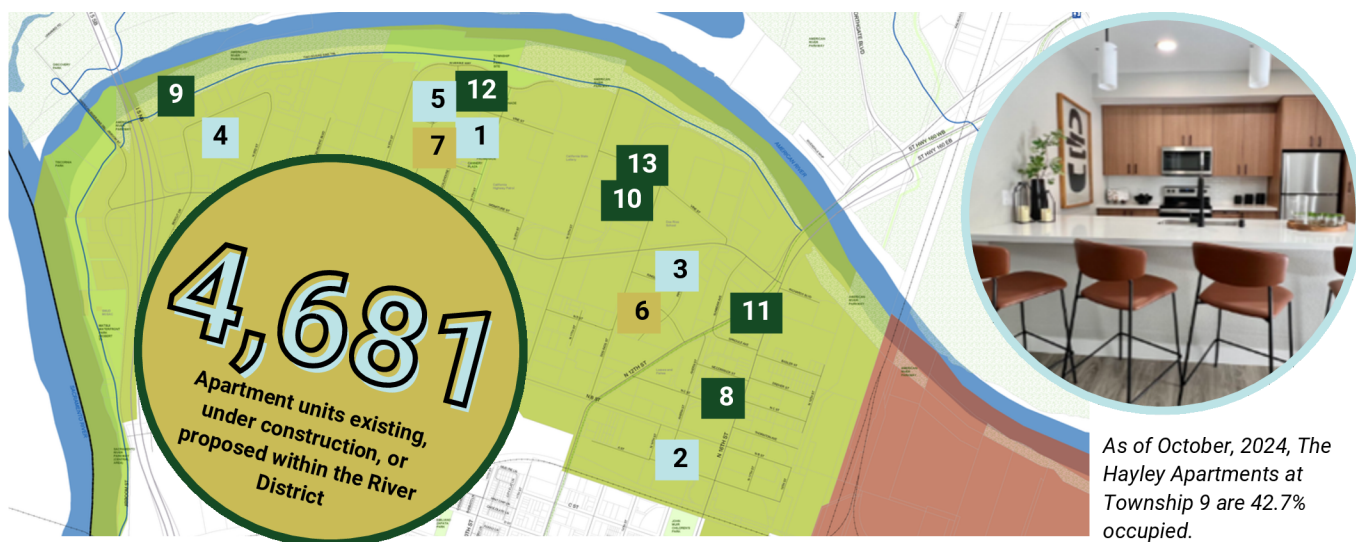
10	Mirasol Village Block D*	1390 Swallowtail	100,000 SF	Residential	2024 Completion
11	The Hayley Apartments	Township 9	1M SF	Residential	2024 Completion
12	Early Childhood Education Center	Mirasol Village	600 SF	Educational	2025 Completion

Block D (116 units) complete by Q2 2025

Proposed

13	Caption by Hyatt Hotel	Township 9	110,468 SF	Hotel	2024 Start
14	Grower's District (Site 200)	200 N. 16th St	375,000 SF	Mixed Use	2024 Start
15	Grower's District (Site 211)	211 N. 16th St.	130,000 SF	Residential	2024 Start
16	Grower's District (Site 215)	215 N. 16th St.	80,000 SF	Residential	2024 Start
17	Hobby Condos	601 Dos Rios	50,000 SF	Residential	2024 Start
18	American River One	450 Bercut Dr.	693,913 SF	Mixed Use	Unknown
19	I-5/Richards Blvd Interchange			Roadway	2026 Start
20	Alchemist Public Market	341 N. 10th St.	10,000 SF	Commercial	Q3 2024 Start
21	Dos Rios Light Rail Station	515 N. 12th St.	na	Municipal	2024 Start
22	Mirasol Village Block F	515 N. 12th St.	na	Residential	Unknown
23	New I Street Bridge	Railyards Blvd.	na	Municipal	2025 Start
24	SMUD Station J (new substation)	1220 N. B St.	448,668 SF	Municipal	2026 Start
25	The Village at Dos Rios	701 Dos Rios	181,645 SF	Residential	2025 Start
26	Township 9 Office	Township 9	120,000 SF	Office	Unknown

Source: The River District



RESIDENTIAL MARKET

The River District is evolving from a predominantly industrial and commercial distribution center into a lively, mixed-use neighborhood. The most noticeable sign of this transformation is the expanding residential market.

Multi-Family Residential

1	Cannery Place Apartments	Township 9	180 units	\$477 avg rent	Affordable
2	Quinn Cottages	1500 A St	60 units	\$498 avg rent	Affordable
3	Mirasol Village Blocks A, B, C & E	1390 Swallowtail	311 units	\$1,460 avg rent	Affordable
4	Track 281 Apartments	321 Bercut Dr	281 units	\$1,447 avg rent	Market Rate
5	The Hayley at Township 9	775 N. 6th St	178 units	\$2,416 avg rent	Market Rate
	TOTAL		1,010 units		

Under Construction

6	Mirasol Village Block D	1390 Swallowtail	116 units		Mixed
7	The Hayley at Township 9	775 N. 6th St	194 units		Market Rate
	TOTAL		310		

Proposed

8	Grower's District	N. 16th St.	540 units	na	Market Rate
9	American River One	450 Bercut Dr	787 units	na	Market Rate
10	Hobby Condos	601 Dos Rios St	52 units	na	Condominiums
11	Mirasol Village Block F	515 N 12th St	95 units	na	Affordable
12	Township 9 - Phase A2 (72 Units) + B	Township 9	1,692 units	na	Market Rate
13	The Village at Dos Rios	701 Dos Rios	195 units	na	Market Rate
	TOTAL		3,361 units		

INDUSTRIAL & COMMERCIAL

Large lots and warehouses abound in the River District, now being transformed for modern purposes. From commercial kitchens to sports facilities, these spacious areas are perfect for innovative businesses and are prime candidates for redevelopment and new construction.

Featured Properties for Sale

1	<u>1151 N D St</u>	Warehouse	Industrial	7,500 SF	\$1,500,000
2	<u>630 Sequoia Pacific Blvd</u>	Office/Warehouse	Commercial	38,872 SF	\$7,692,000
3	<u>851 Richards Blvd</u>	Warehouse	Industrial	22,320 SF	\$3,300,000

Featured Properties for Lease

4	<u>819-849 N 10th St</u>	Warehouse	Industrial	89,500 SF	\$5.76/SF/YR
5	<u>400 Bercut Dr Suite 100</u>	Office	Commercial	975 SF	Negotiable
6	<u>600 & 510 Sunbeam Ave</u>	Warehouse/Office	Industrial	9,500 SF	Negotiable

Sources: LoopNet & The River District

1151 North D St



CBRE is pleased to present the unique opportunity to purchase 630 Sequoia Pacific Blvd. The Property was originally a build-to-suit for the State of California and has been professionally owned and managed since its original construction in 1990. Recent improvements include new flooring, updated and redesigned rest rooms, exterior paint and parking lot sealing and striping.

400 Bercut Dr Suite 100



This attractive commercial space features glass storefront windows and tall ceilings, making it ideal for various business uses such as retail-oriented offices, professional offices, creative offices, neighborhood-serving retail, and soft goods retail. The space is in a "cold shell" condition, requiring significant construction by the tenant.



\$1.5M

Sales Tax Income generated by River District businesses in Q1-Q2 2024.

Source: City of Sacramento

TOURISM & HOSPITALITY

Just ten miles from Sacramento International Airport and steps away from the vibrant attractions of Old Sacramento, Capitol Mall, DOCO, and the Golden 1 Center, the River District's central location offers an unbeatable hub for an exciting visit to the region.

Hotel Market Conditions

Downtown Sacramento	Jul 24	Aug 24	Sep 24	YTD	% Change YTD
Occupancy	66.1%	71.2%	67.7%	69.4%	-.01
ADR	\$160.83	\$159.45	\$164.12	\$180.02	-.07%
RevPAR	\$106.32	\$113.51	\$111.10	\$124.87	-0.9%

Source: Visit Sacramento

Sacramento Air Travel

Sacramento International Airport (SMF), reporting increased passenger traffic over the previous year, recently broke ground on its \$1.3 billion expansion program called SMForward. The plan, first announced in early 2023, will bring new developments including new gates and a pedestrian walkway in Terminal B, a new parking garage, new car rental center and ground transportation center. The improvements are expected to be completed by the end of 2028. A new art program is also being implemented, including artwork for the new pedestrian walkway and the new parking garage.

Passenger Traffic	Q3 2024	Q2 2024	Q3 2023	QoQ% Change	YoY% Change
Domestic	3,542,070	3,471,356	3,285,843	2.04%	7.80%
International	115,529	94,947	102,905	21.68%	12.27%
Total	3,657,599	3,566,303	3,388,748	2.56%	7.93%

Source: Sacramento County Dept. of Airports

Golden 1 Center Named Best Arena in the NBA by ESPN

ESPN has crowned the Golden 1 Center—the Sacramento Kings' home court and a key landmark near the vibrant River District—as the NBA's best arena! This modern arena scored big in ESPN's ranking, based on accessibility, location and food, concessions and amenities, and fan experience.

Opened in 2016 in the heart of downtown Sacramento, Golden 1 Center seats 17,608 fans. Embracing its spot in America's Farm-to-Fork capital, Golden 1 Center stands out by sourcing 90% of its ingredients from within a 150-mile radius, showcasing the flavors and diversity of the Sacramento region.

Known for its electrifying atmosphere, the arena's crowd ranks among the loudest in the league, adding to the excitement with every play. Fans also love the signature purple beam that lights up the sky with each Kings win—a celebration that's become a citywide symbol of pride.



Golden 1 Center sits proudly in the heart of downtown Sacramento and brings community together through their favorite interests: sports, music, entertainment, food, beverage and culture. The carbon and grid neutral and LEED Platinum Certified venue sets a new standard for excellence in arena technology, sustainability and fan experience.

CLEAN & SAFE



The River District Public Spaces Team studies the principles of CPTED (Crime Prevention Through Environmental Design) and regularly conducts projects to improve the safety of properties and businesses in the River District.

Each Friday, the team is celebrated with an appreciation BBQ, often hosting special guests. Dr. Flo Cofer, Mayoral Candidate, visited with the team in July. The team members shared their stories of recovery with Dr. Cofer.



Public Spaces Teams Report

Private security patrols of the River District are now provided through a contract with Capital Protection Group, Inc., as of October 1. Previously, security was provided by Sacramento Protective Services. Cleaning and Maintenance services are provided by our in-house, award-winning Public Spaces Team.

	July	August	September	Q3 Total	2024 Total
Bags of Trash Collected	1,435	1,420	1,119	3,974	12,761
Bags of Green Waste Collected	38	27	10	75	897
Bulky Items Collected	445	711	217	1,373	5,835
Hazardous Items Collected	119	107	12	238	648
Security Dispatch Calls	252	206	n/a	458*	2,739*
Security Officer Observations	405	361	n/a	766*	4,998*
Incident Reports & Arrests	6	7	n/a	13*	45*

Sources: The River District, Sacramento Protective Services (*no report provided for Sep. 2024)

Capital Protection Group

The River District is pleased to announce the selection of Capital Protection Group (CPG) as its new security vendor, as of October 1, 2024. This partnership marks a significant step in improving safety throughout the River District. After a competitive process in which several companies responded to a request for proposals, CPG emerged as the top choice, due to its cutting-edge technology, efficient reporting, and strong recommendations from other clients. CPG notably provides security to the Old Sacramento area nearby.



Established in 2019, Capital Protection Group (CPG) is a locally owned and managed security company. With over 20+ years of security and patrol enforcement, CPG is led by experienced executives who are experts in their fields and have real-world experience in the industry. They ensure a stringent selection process for all their security staff that goes through multiple levels of background checks, reference review, and interviews. Their extensive training programs are highly effective.

CLIMB, SIP, REPEAT

Pintworks Brewpub Scales Up Next to Pipeworks Climbing Gym

Touchstone Brewing Co. emphasizes sustainability by sourcing local ingredients and adopting eco-friendly practices. Its rustic interior, with wooden beams and cozy seating, creates an ideal setting for friends to gather over a pint, and has recently expanded to include full service dining in the brewpub, Pintworks.



Touchstone Brewing Company hosted its annual Oktoberfest celebration featuring live music from Alpenmeisters German Band.



Pintworks is a community-focused establishment and unlike other breweries, encourages visitors to play games rather than watch TV.



In addition to events like Oktoberfest, Touchstone Brewing hosts regular trivia, live music, and comedy nights among other activities.

Pintworks is a unique spot on the local beer map, where community, quality craft brews, and farm-to-fork cuisine come together. Brewmaster Ryan Campagna, a seasoned expert with over two decades of brewing experience, began at Strike Brewing Company in San Jose, where he first dove into commercial brewing around 2012. Over the years, his passion and dedication to his craft have grown, culminating in the vision he now brings to Touchstone Brewing. Since opening its doors four years ago, Touchstone Brewing has built a reputation as more than just a place to grab a drink; it's a destination for people looking to connect, relax, and share good times. Instead of focusing on distribution, Touchstone is crafted around the concept of gathering and socializing. Ryan and his team envision it as a welcoming space where people can come together to share in memorable moments, whether with old friends or new faces. In May of this year, they took an exciting leap forward by opening a brand-new restaurant, known as Pintworks, adding another layer to their mission of creating an inclusive community space.

Alongside the brewery's 1,800 square feet, patrons can enjoy a cozy 3,400-square-foot brewpub and a spacious patio just shy of 5,000 square feet, ideal for warm, sunny days or crisp autumn evenings. This setup allows for ample seating and opportunities for socializing, so there's always room for a game of cards, some board game fun, special events or just enjoying the ambiance with a cold pint in hand.



Pintworks lively events, such as their annual Oktoberfest and Halloween celebrations, draw crowds from neighboring Pipeworks Climbing Gym as well as neighbors and visitors. These gatherings bring out the community's festive spirit and are a highlight for both regulars and newcomers alike. Alongside the carefully crafted beer selection, Pintworks' food menu is packed with mouth-watering options like savory Banh Mi, hearty Tri-Tip Sandos, smashed potatoes, and flavorful street dogs. Every dish is crafted to be the perfect companion to Touchstone's thoughtfully brewed beers, making for an unforgettable dining and drinking experience.

Whether you're there to try a new beer, indulge in fantastic food, or simply enjoy a laid-back, comfortable environment, Pintworks is a place that invites everyone to join in, socialize, and have a little fun. From its spacious patio to the inviting pub interior, it's a spot that feels like home—a place to share in the small joys of life, with a beer in hand and friends by your side.

Pintworks at Touchstone Brewing Company

116 N. 16th Street, Sacramento CA 95811
touchstoneclimbing.com/touchstone-brewing-company



'ROUND THE RIVER DISTRICT

Exciting events, farm to fork food, and a new roller derby

The River District aims to bring business and property owners, community members, elected officials, civic leaders, and visitors together for meaningful opportunities to connect and build relationships. From neighborhood festivals, mixers, informational meetings and recreational events, here's a look at our community.



Sacramento Roller Derby hosted Boise, Idaho's Treasure Valley Derby at the new "Bearhouse" in the River District on October 19. Sacramento was the victor.



Cristina Navarro, Events and Placemaking Manager for the River District, organized an arts and activities booth at the July Forward Multicultural Festival at Mirasol Village on July 13.



Top: Community members tour the Hayley Apartments at the grand opening on August 9.

Below: Volunteers participate in 916 day by planting rosemary bushes and cleaning up Matsui Park.



Top: The River District partnered with Sac PD to provide root beer floats to community members at Mirasol Village for National Night Out on August 6.

Below: The River District welcome employees of the California Department of Tax and Fee Administration to their new home at the May Lee State Office Complex.



The River District hosted the August meeting of the Sacramento PBID Directors Coalition, which included a presentation on the city's Street Design Standards.



River District Executive Director Devin Strecker participated in a focus group with Sac PD's LGBTQ Liaison Unit.

ABOUT THE RIVER DISTRICT

The River District is a private, nonprofit business association charged with managing and promoting programs to strengthen the economic and cultural well-being of the area.

The 830-acre Property and Business Improvement District (PBID) was established in 1999 by a broad-based coalition of public and private property owners. Managed by The River District, the PBID is a special benefit assessment that supports enhanced services.

The PBID was approved for a ten-year term in 2014. The 2015-2024 Management District Plan outlines three categories of services to be provided by the PBID: public safety and maintenance; economic development; and planning, advocacy and physical improvements. The services and programs provided by the PBID are above and beyond those provided by the City and County of Sacramento.

Location: Approximately 830 acres bounded roughly by the American River to the north; Sacramento River to the west; Union Pacific rail berm and C/D streets to the south; and 27th Street to the east.

Activities: *Community Service Initiatives* provide daily private security patrol, weekday trash abatement and on-call graffiti removal. *Economic Development* activities convey a positive image for the area assisting to attract new jobs, businesses and investment resulting in an improved marketability and regional profile for the District. *Transportation/Public Projects/Infrastructure Advocacy and Planning* to advance the design and implementation of new roadway, transit, utility and streetscape projects.

Administration of District programs and activities is provided by The River District professional staff and Board of Directors.



Block C of Mirasol Village, pictured above, was recently completed. It includes 84 units which are already leasing up. Construction continues on the final residential block, Block D, expected to be complete next year.

River District Board of Directors

Ahmed Hamdy, President, MatriScope

Greta Lacin, Vice President, Lacin Family Trust

George Bernabe, Treasurer, Blue Diamond Growers

David Padgham, Secretary, Separovich/Domich Real Estate

Gina Albanese, First Pointe Management Group

Spencer Applegate, Applegate Properties

Eric T. Crane, SMUD

Andrea Durham, SMUD Museum of Science & Curiosity

Mark Dutrow, US Glass

Ernie Gallardo, Meadows Asset Management

Kesha Harris, July Forward

Rob Hedrick, 29th Street Capital

Lisa Nava, County Supervisor Serna - D1

Josh Kohlenbrener, Bauen Capital

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SOURCES:

The River District; LoopNet; City of Sacramento Office of Innovation & Economic Development, Sacramento County Department of Airports, Sacramento Housing & Redevelopment Agency, Sacramento Regional Transit, Visit Sacramento.

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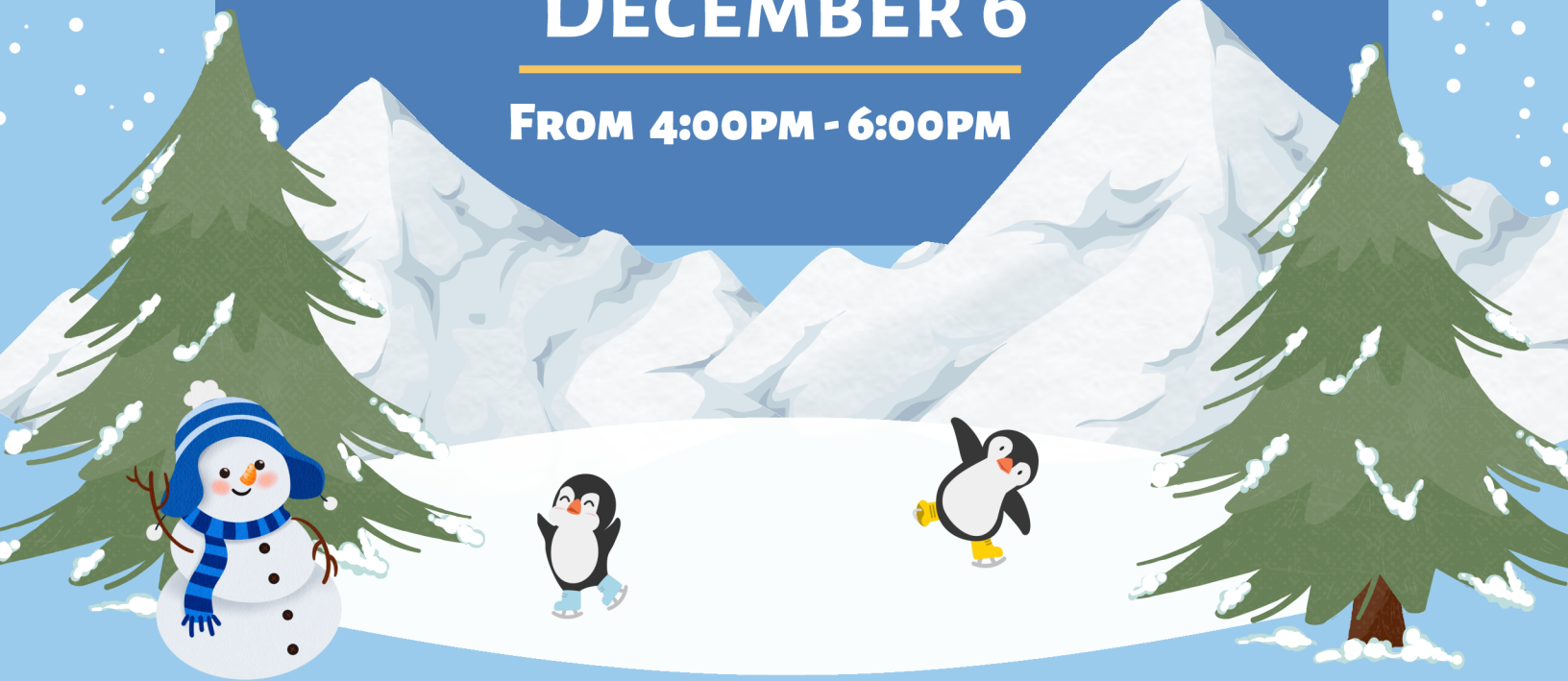
2ND ANNUAL

River District Community Extravaganza

AT MIRASOL VILLAGE PARK

FRIDAY
DECEMBER 6

FROM 4:00PM - 6:00PM



Progress is being made in the Railyards to prepare for future development, with current roadwork under construction to connect 6th Street downtown with North B Street in the River District, as seen below. Several parks are planned along with additional infrastructure, in anticipation of the opening of the AJ, the Railyards' first market-rate residential project, in early 2025.

