



EXTRAORDINARY DELIVERED

SACRAMENTO SQUARE AND LANCASTER MILL

Alexandria and Woodbridge, Virginia
Capital Markets

OPPORTUNITY

Transwestern was retained to sell Sacramento Square and Lancaster Mill, located at 5401 Claymont Drive in Alexandria and 13940 Longwood Manor Court in Woodbridge, Virginia, respectively. The Class B garden-style apartment communities totaled 354 units.

SOLUTION

The properties were offered for sale individually or as a portfolio. Marketing materials highlighted A.) the properties as a value-add opportunity positioned for an increase in rental revenue through renovations B.) the Washington metro area's low unemployment rate C.) the properties' proximity to major commuter routes with easy access to Washington, D.C., and major employment centers D.) Delta Associates' research predicting an increase in demand for Class B apartments, particularly newly renovated communities.

RESULTS

A joint venture between Fundrise affiliate RSE Capital (which later became a stand-alone company) and Insight Property Group purchased Sacramento Square for \$37.75 million and Lancaster Mill for \$20.15 million – a total \$57.9 million.