

# FOR SALE

## James Hall Financial Building Premier Class A Office Investment



**PDF**  
THE PAUL D FRANK *Team*



eXp COMMERCIAL

GLOBAL EXPERIENCE — LOCAL PERSPECTIVE™

**E. Stockton Blvd | Hwy 99 Corridor  
Elk Grove, California**

A stabilized institutional quality office asset positioned within Elk Grove's most dominant professional corridor. Nearly fully leased, income producing, and located in one of the lowest vacancy office submarkets in Northern California.

**Offered at \$14,663,000**



# EXECUTIVE SUMMARY

## Rare Class A Office Offering in One of Sacramento's Tightest Submarkets

Located along the dominant East Stockton Boulevard spine with direct Highway 99 visibility, the James Hall Financial Building represents a stabilized, nearly fully leased institutional office investment with contractual rent growth and durable suburban fundamentals.

Opportunities to acquire scaled Class A office assets within Elk Grove's premier corridor are rare. The building's positioning on the favorable east side of Highway 99 places it within the most established professional office environment in the city, surrounded by long standing financial, healthcare, and service oriented tenancy.

Constructed in 2005, the property totals approximately 56,086 square feet and is situated on a 3.42 acre parcel. The asset features reinforced concrete tilt up construction, high end interior improvements, professional lobby finishes, and elevator served access for full ADA compliance. The overall condition and institutional quality design align directly with the tenant profile and long term corridor positioning.

The building is nearly fully leased with diversified professional tenants and embedded contractual rent growth entering 2026. Limited office inventory in Elk Grove, combined with no new office construction in the pipeline, continues to support long term occupancy stability and investor confidence.

Offered at \$14,663,000, the investment presents a projected 2026 cap rate of approximately 7.10% at a basis of \$261.43 per square foot, below replacement cost for comparable Class A suburban office construction.

This is stabilized yield in a supply constrained market, positioned within Elk Grove's most dominant office corridor.



## INVESTMENT HIGHLIGHTS

### **\$14,663,000 Offering Price**

Institutional scale Class A asset in a tightly held suburban office market.

### **7.10% Projected 2026 CAP Rate**

Forward yield based on in place leases and scheduled escalations.

### **\$261.43 Per Square Foot**

Below replacement cost for comparable Class A office construction along E Stockton Boulevard when factoring land, construction, and soft costs.

### **Class A Construction, Built 2005**

Reinforced concrete tilt up structure, high end tenant improvements, professional image, elevator served for ADA compliance.

### **Nearly Fully Leased**

Strong occupancy with diversified professional tenancy and predictable income characteristics.

### **Premier East Side Highway 99 Location**

East Stockton Boulevard is the dominant office corridor in Elk Grove. Superior visibility, direct highway exposure, and long term tenant demand create durable positioning.

### **Elk Grove Office Vacancy Approximately 3.9%**

One of the lowest vacancy rates in the Sacramento region. No office currently under construction, limited supply, and stable absorption support continued occupancy strength.

## PROPERTY OVERVIEW

- Address: 9355 E Stockton Boulevard
- Building Size: 56,086 square feet
- Lot Size: 3.42 acres
- Year Built: 2005
- Construction: Reinforced concrete tilt up
- Elevator: Yes
- Zoning: Business Professional (City of Elk Grove)
- Parking: 208 total surface stalls, including 140 standard 9' x 17' stalls, 44 standard 9' x 19' stalls, 24 compact 9' x 15' stalls, 5 ADA compliant spaces, and 2 van accessible ADA spaces.
- The site and restrooms are fully compliant with 2025 California Building Code and ADA accessibility standards

The building features institutional quality improvements consistent with financial, healthcare, and professional office users. The overall condition and layout support long term leasing flexibility.

## FINANCIAL SUMMARY

### **2025 Actual Performance**

- Total Revenue: \$1,400,646
- Net Operating Income: \$932,885

### **2026 Projected Performance**

- Projected Revenue: \$1,530,554
- Projected Operating Expenses: \$491,571
- Projected Net Operating Income: \$1,038,982

### **CAP Rate: 7.10%**

Revenue growth entering 2026 is driven by scheduled lease escalations. Expense assumptions reflect updated underwriting including taxes and operating costs.

*Please inquire for Rent Roll and Expenses.*

## ABOUT THE TENANTS

The James Hall Financial Building is home to a diversified mix of professional, healthcare, financial services, and real estate tenants. The tenant profile reflects stable, service oriented users aligned with the Elk Grove demographic base.

### **Point Quest Group**

Point Quest is a multi state provider of special education and behavioral health services. The company delivers educational and therapeutic support services, representing a necessity based and institutionally oriented tenancy.

### **Therapeutic Pathways**

Therapeutic Pathways provides applied behavior analysis and related therapy services. Healthcare oriented office users such as this demonstrate consistent demand and align well with suburban Class A office environments.

### **Norcal Gold, Inc. RE MAX Gold**

A regional brokerage operating under the globally recognized RE MAX brand. Brokerage users benefit from visibility and accessibility within strong suburban corridors.

### **HomeSmart ICARE Realty**

A residential and commercial brokerage operator within the HomeSmart platform. Service based real estate tenants represent core suburban office demand.

### **American Fidelity Assurance Company**

An established insurance and employee benefits provider. Insurance and financial services firms are traditional Class A suburban office users.

### **Tiami Networks**

A technology oriented company operating within wireless communications and advanced research initiatives. The presence of technology tenancy diversifies the building beyond traditional professional categories.

### **Sky Healthcare Home Health Services**

A healthcare services provider focused on home health and skilled nursing coordination. Healthcare related office users benefit from accessible suburban office settings.

### **Trust Management Services**

My Choice Foundation dba Trust Management Services is a Sacramento based 501c(3) non-profit organization. Trust Management Services provides Representative Payee services to clients of Alta California, Harbor, Redwood Coast, Tri-Counties and Valley Mountain Regional Centers. TMS strives to simplify the complex issues of managing and maintaining Social Security and Supplemental Security Income benefits for the individuals served.

## ELK GROVE OFFICE SUBMARKET

Elk Grove continues to distinguish itself as one of the most stable suburban office environments in the Sacramento region.

- **Current Vacancy:** Approximately 3.9%
- **Sacramento Metro Vacancy:** Approximately 11.2%
- **Office Under Construction:** None
- **Total Inventory:** Approximately 2.6 million square feet

The Highway 99 corridor, particularly along East Stockton Boulevard, consistently outperforms other local office nodes due to:

- **Direct highway visibility**
- **Immediate access**
- **Established professional tenant base**
- **Proximity to dense residential communities**

Limited new supply and stable occupancy trends continue to support rental stability and investor confidence.

## STRATEGIC POSITIONING

At \$261.43 per square foot and projected 7.10% forward CAP rate, the James Hall Financial Building offers:

- **Institutional scale in a low vacancy submarket**
- **Embedded rent growth**
- **Durable tenant mix**
- **Basis below replacement cost**
- **Premier corridor positioning**

Class A assets of this size along E Stockton Boulevard rarely trade.

This offering presents the opportunity to acquire one of Elk Grove's established institutional office assets at a defensible basis within one of the tightest suburban office markets in Northern California.





# SURROUNDING AREA MAP



## LOCATION OVERVIEW

### Elk Grove, California

Elk Grove is one of the most stable and economically resilient suburban markets in the greater Sacramento region. Located immediately south of Sacramento along the Highway 99 corridor, the city has grown into a mature and well established community supported by strong residential density, above average household incomes, and consistent population growth. With a population exceeding 180,000 residents, Elk Grove is the second largest city in Sacramento County and continues to attract professional households, healthcare providers, financial services firms, and regional operators seeking proximity to both Sacramento and the Central Valley.

Unlike larger urban office markets that have experienced volatility in recent years, Elk Grove's office inventory remains limited and tightly held. Total office inventory is approximately 2.6 million square feet, a small fraction of the broader Sacramento metro footprint. This constrained supply base, combined with the absence of new office construction, has supported long term stability in occupancy and rental rates. Current vacancy in Elk Grove remains materially below the metro average, reinforcing the submarket's resilience and desirability among investors and tenants alike.

The East Stockton Boulevard and Highway 99 corridor represents the premier office spine within the city. This corridor benefits from direct highway visibility and access, strong surrounding retail and service amenities, an established professional office presence, and proximity to executive residential neighborhoods. Office users along this corridor are predominantly service oriented, healthcare related, financial, and professional businesses serving the local population. This creates a necessity driven demand profile that is significantly more stable than speculative or tech dependent office environments.



The combination of limited new supply, strong local demographics, durable tenant demand, and suburban accessibility has positioned Elk Grove as one of the most consistent office investment environments in Northern California. For investors, this translates into lower vacancy risk relative to metro averages, minimal competitive development pressure, and predictable long term fundamentals. The James Hall Financial Building sits directly within this dominant corridor, reinforcing its long term positioning and competitive advantage within the Elk Grove office submarket.

## FOR MORE INFORMATION

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