

Marcus & Millichap
THE MOROZ DRAKE GROUP

NORTH POINT BUSINESS PARK

SACRAMENTO, CA 95838
OFFERING MEMORANDUM

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THE MOROZ DRAKE GROUP

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TO SACRAMENTO
INTERNATIONAL AIRPORT
12 MILES

↑ TO CHICO
85 MILES



SUBJECT PROPERTY



TO SAN FRANCISCO
91 MILES

TO SACRAMENTO
7 MILES

TO RENO
128 MILES

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Marcus & Millichap
THE MORÓZ DRAKE GROUP

01 EXECUTIVE SUMMARY



INVESTMENT OVERVIEW

The Moroz Drake Group of Marcus & Millichap has been retained on an exclusive basis to arrange the sale of North Point Business Park ("The Property"), a five-building office/flex complex located in the Northgate/Natomas industrial submarket of Sacramento, California. Constructed in 1983 and totaling 53,065 square feet, the project is currently 91% leased to multiple tenants on various lease terms allowing immediate upside for a new owner.

The offering is comprised of five (5) separate buildings totaling 53,065 square feet, each situated on its own parcel. This configuration allows for a flexible exit strategy, enabling an investor to sell the buildings individually or as a portfolio. Currently 91% occupied by a diverse mix of tenants. Most leases are on a modified gross basis and short-term in nature, presenting an investor with the opportunity to transition to NNN leases and bring rents to market.

Strategically located in the Natomas/Northgate Industrial submarket, with immediate access to Interstate 80 via Norwood Avenue, the property is just 10 minutes from Downtown Sacramento and 15 minutes from Sacramento International Airport, giving it a competitive advantage due to its central location and ease of access. The Sacramento industrial market remains strong, with a vacancy rate of approximately 5.8% and average asking rents around \$0.80/SF NNN. Leasing activity has rebounded significantly, and with no new construction currently underway, the market is well-positioned for continued rent growth and occupancy stability. North Point Business Park is well-aligned with these trends, offering investors a stable income stream and value-add potential in a prime location.

North Point Business Park offers a rare opportunity to acquire a multi-tenant industrial asset in Sacramento with strong fundamentals and significant upside potential. Multiple parcels allow for the opportunity to sell the buildings individually or together, providing flexibility for a variety of investment strategies. With stable in-place income, short-term leases, and below-market rents, the property is well-positioned for value creation through lease restructuring and rent growth. Its central location, strong tenant demand, and alignment with broader market trends make it an ideal acquisition for investors seeking both immediate cash flow and long-term appreciation.

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INVESTMENT HIGHLIGHTS



Value-Add Multi-Tenant Industrial Park – Separate Parcels Allow Flexible Exit Strategy



91% Leased to Multiple Tenants



Exceptionally Well Located – 10 Min to Downtown Sacramento and 15 Min to Sacramento Intl. Airport



Immediate Access to Interstate 80 via Norwood Ave



Offered at \$121 PSF - Significantly Below Replacement Cost for Similar Product



WALT - 2.88 Years - Short Term Leases Offer Immediate Upside

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THE MOROZ DRAKE GROUP

DOWNTOWN SACRAMENTO



INVESTMENT SUMMARY



LIST PRICE
\$6,440,000



BUILDING SIZE
53,065 SF



PRICE/SF
\$121 PSF



CAP RATE
5.95%



OCCUPANCY
91%



INCOME AND EXPENSES



INCOME	CURRENT	PRO FORMA
Occupied Space	533,052	538,500
Vacant Space	0	47,436
Gross Potential Rent (GPR)	\$533,052	\$585,936
Expense Reimbursements	89,172	117,288
Gross Potential Income (GPI)	\$622,224	\$703,224
Vacancy Collection Allowance [1]	0	(35,161)
Effective Gross Income (EGI)	\$622,224	\$668,063

EXPENSES

Fire Alarm	1,500	1,500
Trash	7,813	7,813
Day Porter/Janitorial	13,112	13,112
Insurance	46,729	46,729
Landscaping [2]	4,800	4,800
Management Fees [3]	31,111	33,402
Repairs & Maintenance [4]	13,266	13,266
Property Taxes [5]	77,101	77,101
Water	26,309	26,309
Electricity	17,433	17,433
Total Expenses	\$239,175	\$241,467
Expenses PSF	\$4.51	\$4.55
Net Operating Income (NOI)	\$383,049	\$426,596

NOTES

[1] Pro Forma Market Assumption of 5% of GPI

[2] Market Assumption of \$400 per month

[3] Market Assumption of 5% of EGI

[4] Market Assumption of \$0.25 PSF

[5] 1.1438% of Purchase of Price plus Direct Levy portion of \$3,440.08. Information gathered from Sacramento County Tax Assessor

RENT ROLL

AS OF NOVEMBER 2025

COMMENTS:

- [1] Pro Forma Assumes \$0.85 PSF NNN for All Vacancies
- [2] Current CAM's Adjusted for Pro Forma Expenses
- [3] Assumes 3% increases for all tenants with near term expiration

BUILDING	SUITE	TENANT	SQ. FT	PRO RATA	START	END	BASE RENT / MTH	RENT / SQ. FT.	CAM	TOTAL MONTHLY	TOTAL ANNUAL	LEASE TYPE	PRO FORMA				
													BASE RENT / MTH	RENT / SQ. FT.	CAM	TOTAL MONTHLY	LEASE TYPE
3911 Norwood		Anthony Clark & Rock Investments [3]	8,000	15.28%	12/1/24	11/30/25	\$5,000	\$0.63		\$5,000	\$60,000	Gross	\$5,150	\$0.64	\$0	\$5,150	Gross
3901 Norwood	B & C	Rakhash Roshan	3,600	6.87%	2/15/23	1/31/28	\$3,000	\$0.83		\$3,000	\$36,000	Gross	\$3,000	\$0.83	\$0	\$3,000	Gross
3901 Norwood	A	Vacant [1]	1,200	2.29%			\$0	\$0.00		\$0	\$0		\$960	\$0.80	\$467	\$1,427	NNN
320 HARRIS	A	Matteo Sonnier & Rudy Rodriguez [2]	1,350	2.58%	4/1/24	4/30/27	\$1,263	\$0.94	\$526	\$1,789	\$21,465	NNN	\$1,263	\$0.94	\$526	\$1,789	NNN
320 HARRIS	G	Vacant [1]	3,100	5.92%			\$0	\$0.00		\$0	\$0		\$2,480	\$0.80	\$1,207	\$3,687	NNN
320 HARRIS	F	Khashayar Nazari	2,000	3.82%	4/1/25	3/31/26	\$1,800	\$0.90		\$1,800	\$21,600	Gross	\$1,854	\$0.93	\$0	\$1,854	Gross
320 HARRIS	C	Mark Steel/T. Willis [3]	1,500	2.86%	3/20/25	3/20/26	\$1,400	\$0.93		\$1,400	\$16,800	Gross	\$1,442	\$0.96	\$0	\$1,442	Gross
320 HARRIS	A	Natomas Vineyard Church	7,500	14.32%	3/15/24	4/30/27	\$3,325	\$0.44	\$2,325	\$5,650	\$67,800	NNN	\$3,325	\$0.44	\$2,894	\$6,219	Gross
310 HARRIS	A, E, F	Bi-Valley Medical Clinic, Inc [2]	10,800	20.62%	9/1/15	8/31/30	\$14,930	\$1.38	\$4,206	\$19,136	\$229,636	NNN	\$14,930	\$1.38	\$4,206	\$19,136	NNN
310 HARRIS	G	Bi-Valley Medical Clinic, Inc [2]	1,200	2.29%	6/1/16	8/31/30	\$3,000	\$2.50	\$437	\$3,437	\$41,242	NNN	\$3,000	\$2.50	\$467	\$3,467	NNN
310 HARRIS	H	Ellis Construction [3]	1,200	2.29%	5/1/10	MTM	\$1,070	\$0.89		\$1,070	\$12,840	Gross	\$1,102	\$0.92	\$0	\$1,102	Gross
300 HARRIS	D, H	Ali Maadrani	5,215	9.96%	8/1/25	7/31/30	\$3,300	\$0.63		\$3,300	\$39,600	Gross	\$3,300	\$0.63	\$0	\$3,300	Gross
300 HARRIS		Vacant [1]	700	1.34%			\$0	\$0.00		\$0	\$0		\$560	\$0.80	\$273	\$833	NNN
300 HARRIS	A	A & Y Auto Sales [3]	2,200	4.20%	2/1/25	MTM	\$1,700	\$0.77		\$1,700	\$20,400	Gross	\$1,751	\$0.80	\$0	\$1,751	Gross
300 HARRIS	D1	A & Y Auto Sales [3]	400	0.76%	2/1/25	MTM	\$700	\$1.75		\$700	\$8,400	Gross	\$721	\$1.80	\$0	\$721	Gross
300 HARRIS	E	Rakhash Roshan (Office) [3]	1,200	2.29%	4/1/25	3/31/26	\$1,200	\$1.00		\$1,200	\$14,400	Gross	\$1,236	\$1.03	\$0	\$1,236	Gross
300 HARRIS	G	Juan Liccea [3]	1,200	2.29%	8/1/23	MTM	\$1,300	\$1.08		\$1,300	\$15,600	Gross	\$1,339	\$1.12	\$0	\$1,339	Gross
		Vacant Space	5,000	9.55%			\$0	\$0		\$0			\$4,000		\$1,947	\$5,947	
		Occupied Space	47,365	90.45%			\$42,988	\$0.91	\$7,494		\$605,783		\$43,413	\$0.92	\$8,093	\$57,454	
		TOTALS	52,365	100.00%			\$42,988	\$0.82	\$7,494		\$605,783		\$47,413	\$0.91	\$10,041	\$57,454	

PHOTOS



02 PROPERTY INFORMATION



SITE PLAN



PROPERTY DETAILS

SITE DESCRIPTION

Property Address	300-320 Harris Ave & 3901-3911 Norwood Ave, Sacramento, CA
Assessor Parcel Number(s)	250-0027-010; 250-0027-011; 250-0027-012; 250-0027-013; 250-0027-014; 250-0027-015
County	Sacramento
Zoning	M-1S-PUD: Light Industrial
Year Built	1983
Net Rentable Square Feet	±53,065 SF
Lot Size	±2.78 Acres (±121,097 SF)
Type of Ownership	Fee Simple
Topography	Flat
Landscaping	Grass, Mature Trees

CONSTRUCTION

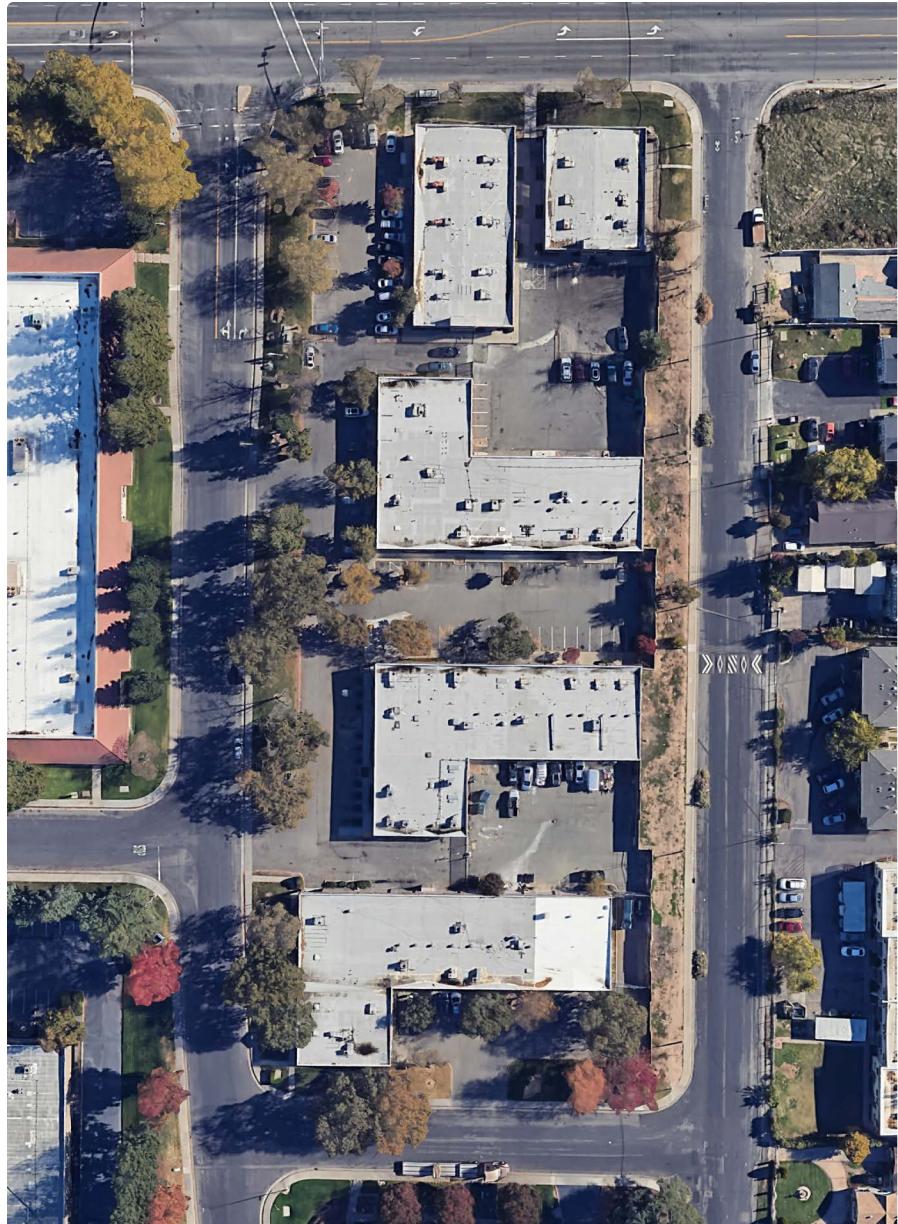
Framing	Wood
Exterior Walls	Masonry
Roof	Flat
Foundation	Slab on Grade
Clear Height	18'

MECHANICAL

HVAC	Roof Mounted HVAC
Fire and Life Safety	Smoke Detectors/Fire Alarms
Sprinklers	Wet Pipe

UTILITIES

Gas	PG&E
Electric	SMUD
Water	Golden State Water





SACRAMENTO, CALIFORNIA

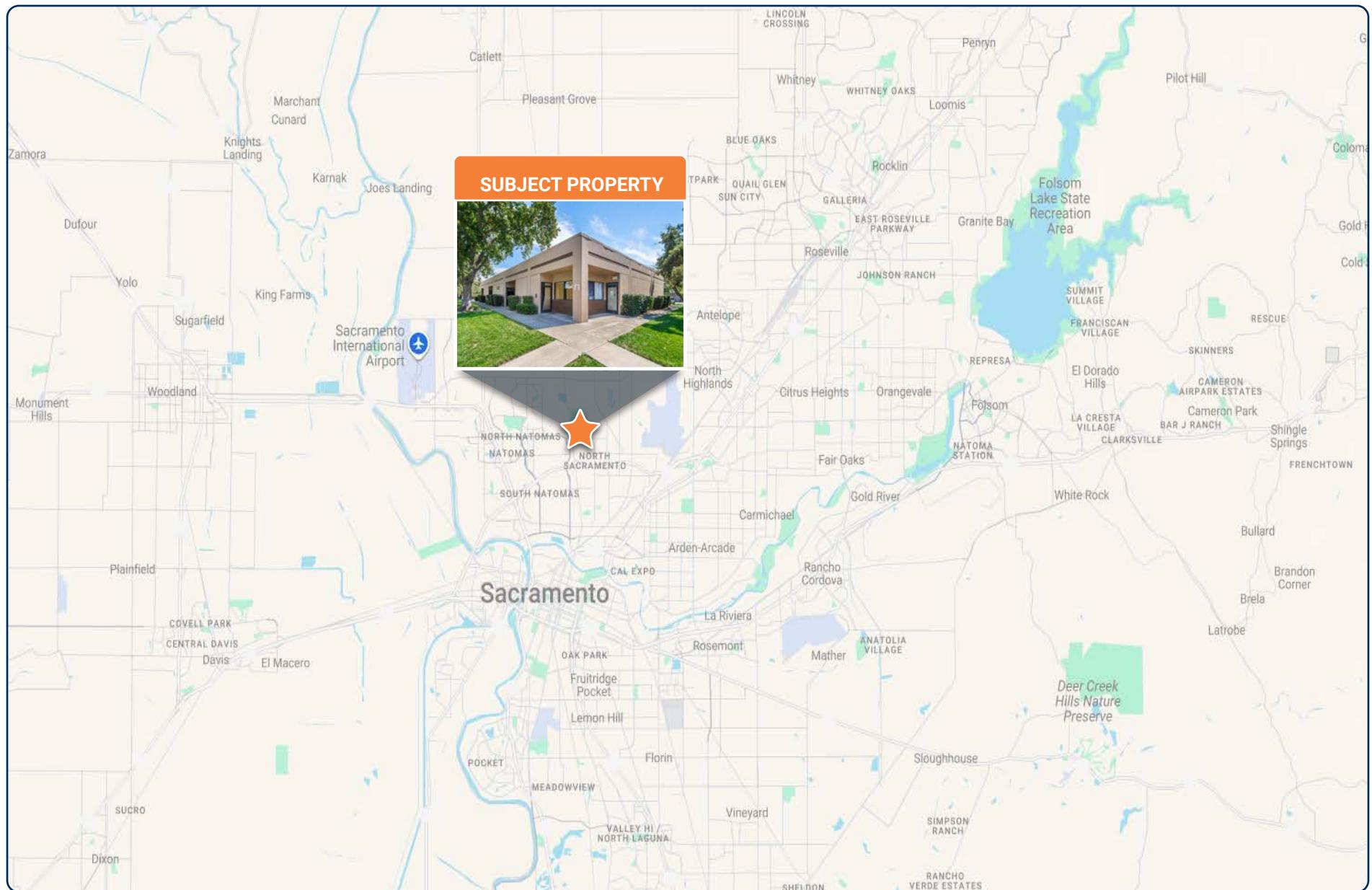
Situated at the confluence of the Sacramento and American Rivers, Sacramento serves as the capital of California and one of the state's fastest-growing metropolitan areas. With a population of over 500,000 in the city proper and more than 2.4 million in the greater metro region, Sacramento combines the influence of government with a diverse economic base, making it a central hub for business, culture, and connectivity.

Positioned along Interstates 5 and 80, as well as U.S. Highway 50, Sacramento offers direct access to the Bay Area, Lake Tahoe, and the broader Central Valley. Its location at the northern edge of California's fertile agricultural heartland reinforces its role as a key distribution and logistics center, while also supporting a strong farm-to-fork culinary movement that has become part of the city's identity.

Sacramento's economy is anchored by state government, healthcare, education, and a growing technology and clean-energy sector. The city has also experienced consistent population growth as Bay Area residents relocate for more affordable housing while still remaining within commuting distance of major California markets. With a Mediterranean climate, miles of riverfront recreation, and a dynamic arts and food scene, Sacramento balances its historic legacy with modern opportunity, offering both residents and investors a vibrant and strategically connected community.



REGIONAL MAP





03 MARKET OVERVIEW



SALE COMPARABLES



**8115 ELDER CREEK RD.
SACRAMENTO**

**4865 PASADENA AVE.
SACRAMENTO**

**8101 ELDER CREEK RD.
SACRAMENTO**

**1767-1791 TRIBUTE RD.
SACRAMENTO**

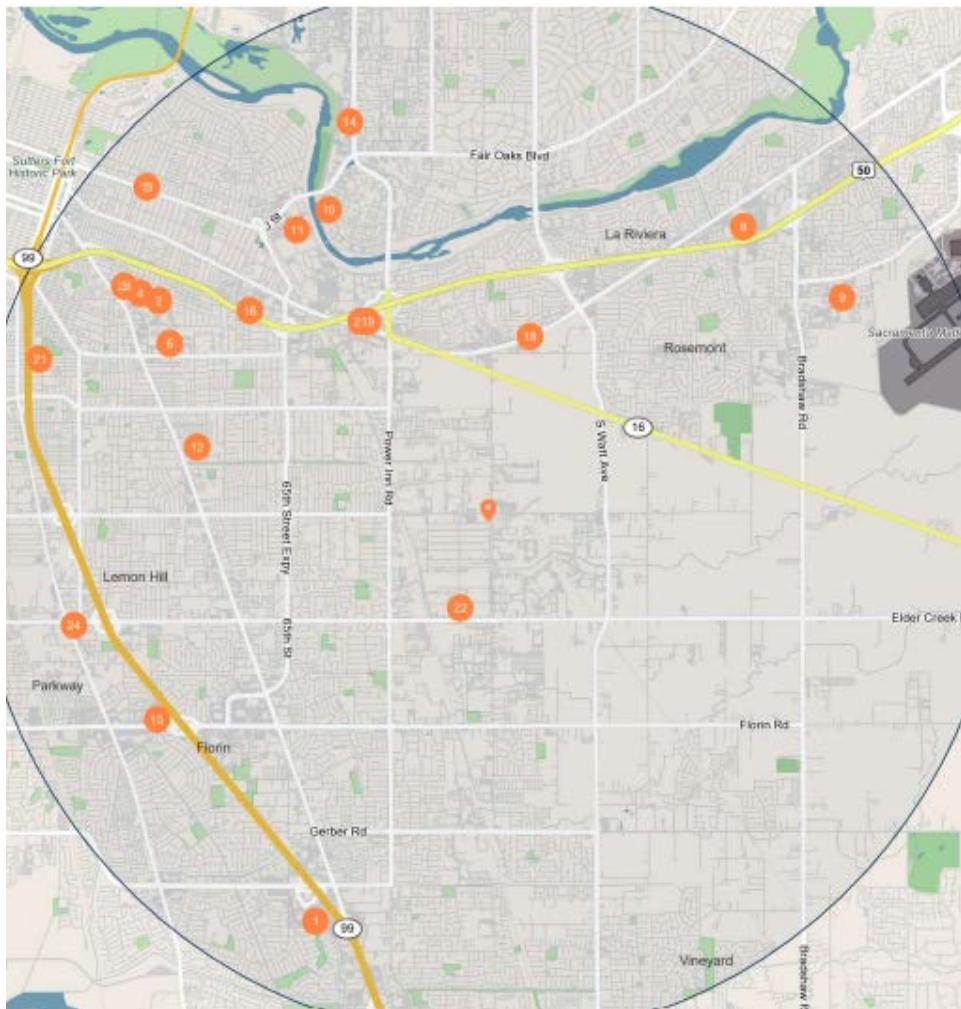
Date Sold	July 1, 2025	May 30, 2025	April 15, 2025	December 19, 2024
Property Type	Multi-Tenant	Multi-Tenant	Multi-Tenant	Multi-Tenant
Built/Renovated	1978	1980	1980	1974
Occupancy	100%	100%	100%	67%
Price	\$2,400,000	\$4,242,000	\$2,200,000	\$17,550,000
Property Size	16,000 SF	23,600 SF	16,000 SF	121,816 SF
Price/SF	\$150	\$180	\$138	\$144

DEMOGRAPHICS

POPULATION	1 Miles	3 Miles	5 Miles
▪ 2025 Projection			
Total Population	22,101	155,493	407,687
▪ 2020 Estimate			
Total Population	21,767	152,174	400,821
▪ 2010 Census			
Total Population	20,157	140,313	372,468
▪ 2000 Census			
Total Population	22,017	142,929	367,963
▪ Current Daytime Population			
2020 Estimate	27,641	270,950	532,929
HOUSEHOLDS	1 Miles	3 Miles	5 Miles
▪ 2025 Projection			
Total Households	10,891	70,742	165,222
▪ 2020 Estimate			
Total Households	10,653	68,756	161,583
Average (Mean) Household Size	2.00	2.14	2.43
▪ 2010 Census			
Total Households	9,664	61,830	147,219
▪ 2000 Census			
Total Households	10,057	62,258	145,888
▪ Occupied Units			
2025 Projection	10,891	70,742	165,222
2020 Estimate	11,157	71,511	167,795
HOUSEHOLDS BY INCOME	1 Miles	3 Miles	5 Miles
▪ 2020 Estimate			
\$150,000 or More	12.78%	12.90%	10.10%
\$100,000 - \$149,000	13.26%	14.25%	12.87%
\$75,000 - \$99,999	12.93%	12.01%	11.80%
\$50,000 - \$74,999	16.58%	16.15%	17.28%
\$35,000 - \$49,999	11.62%	11.91%	12.89%
Under \$35,000	32.83%	32.79%	35.06%
Average Household Income	\$85,572	\$85,920	\$77,259
Median Household Income	\$58,093	\$57,902	\$52,760
Per Capita Income	\$42,193	\$39,372	\$31,477

HOUSEHOLDS BY EXPENDITURE	1 Miles	3 Miles	5 Miles
Total Average Household Retail Expenditure	\$74,354	\$74,141	\$71,095
▪ Consumer Expenditure Top 10 Categories			
Housing	\$21,930	\$21,712	\$20,716
Shelter	\$14,710	\$14,349	\$13,637
Transportation	\$12,029	\$11,878	\$11,250
Food	\$8,057	\$8,108	\$7,877
Personal Insurance and Pensions	\$7,465	\$7,523	\$7,139
Health Care	\$3,966	\$4,239	\$4,119
Utilities	\$3,507	\$3,573	\$3,502
Entertainment	\$3,088	\$3,119	\$2,975
Apparel	\$1,621	\$1,626	\$1,563
Household Operations	\$1,576	\$1,642	\$1,530
POPULATION PROFILE	1 Miles	3 Miles	5 Miles
▪ Population By Age			
2020 Estimate Total Population	21,767	152,174	400,821
Under 20	17.65%	20.83%	24.41%
20 to 34 Years	29.91%	26.00%	25.37%
35 to 39 Years	9.56%	8.34%	7.52%
40 to 49 Years	13.14%	12.72%	11.82%
50 to 64 Years	18.65%	18.20%	16.92%
Age 65+	11.09%	13.88%	13.96%
Median Age	36.16	36.77	35.13
▪ Population 25+ by Education Level			
2020 Estimate Population Age 25+	16,684	111,080	274,816
Elementary (0-8)	2.19%	4.26%	5.48%
Some High School (9-11)	5.60%	6.73%	8.15%
High School Graduate (12)	14.39%	17.34%	21.46%
Some College (13-15)	24.87%	21.85%	22.92%
Associate Degree Only	8.00%	6.99%	7.66%
Bachelors Degree Only	25.56%	24.06%	18.97%
Graduate Degree	17.92%	15.99%	11.37%

SACRAMENTO MAJOR EMPLOYERS



MAJOR EMPLOYERS

	MAJOR EMPLOYERS	EMPLOYEES
1	Kaiser Foundation Hospitals-Kaiser Pmnntc S Scrmnto	3600
2	University California Davis-Uc Davis Medical Center	3575
3	University California Davis-Department of Ane	3575
4	University California Davis-Medical Centre	3575
5	Dignity Health-Mercy General Hospital	2000
6	Justice California Department-Criminal Justice Info Div	2000
7	Justice California Department	2000
8	Franchise Tax Board California-Califirnia Govt Operations	2000
9	Corrections Rhabilitation Cal Dept-Region 1 Parole Division	2000
10	Northwest Staffing Resources-Resource Staffing Group	1882
11	University Enterprises Inc-SACRAMENTO STATE SPON-	1856
12	United States Postal Service-West Sacramento Post Office	1650
13	Dignity Health-Mercy General Hospital Bus Off	1600
14	Sutter Hlth Scrmnto Sierra Reg	1265
15	County of Sacramento-Countywide Services Agency	1200
16	Sacramento Municl Utility Dst	1500
17	Mercy Hlth Svcs A Cal Ltd Parnt-Mercy General Hospital	1000
18	Delta Dental of California-Delta Dental Plan	1000
19	State Summer Schl For Arts Cal	872
20	Sacramento Municl Utility Dst-S M U D	822
21	Bimbo Bakeries Usa Inc	700
22	United States Dept of Navy-US Naval Rsrvc/N Mcrc Scrmn-	700
23	University California Davis-School of Medicine	600
24	City of Sacramento-Fire Department	600
25	California Government Org Agncy-Califnia Tchrs Retire-	535

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SACRAMENTO, CA 95838
OFFERING MEMORANDUM

EXCLUSIVELY LISTED BY

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