LA | FITNESS

CITY | SPORTS CLUB

ELK GROVE | CALIFORNIA

OFFERING MEMORANDUM

Marcus & Millichap
NNN FITNESS



$125K
Average HHI 1-Mile

11+ Year
Lease Term

B/Positive
S&P Rating

1,408+ Daily
Avg Check-Ins

RETAIL AERIAL



INVESTMENT OVERVIEW

$12,580,000
Purchase Price

6.75%
Cap Rate

11+ YEARS
Lease Term

OFFERING DETAILS

ADDRESS	8438 Elk Grove Florin Rd
CITY, STATE	Elk Grove, CA
PRICE PSF	$340
TOTAL GLA	37,000 SF
LOT SIZE	2.08 AC
PARKING	±225 Spaces
YEAR BUILT	2023
TENANT	LA Fitness

CITY | SPORTS CLUB

Click to View **Google Map**

Click to View **Street View**



543.8K+ ANNUAL VISITS
1,408+ AVERAGE DAILY CHECK-INS
(Placer.ai)

LEASE SUMMARY

PROPERTY SUMMARY

Address	8438 Elk Grove Florin Rd, Elk Grove, CA
Total GLA	37,000 SF
Cap Rate	6.75%

LEASE DETAILS

Lease Expiration	3/29/2038
Lease Type	NN
NOI	$849,150*
Rent PSF	$22.95
Price PSF	$340
Options	(3) 5 Years
Increases	Lesser of 8% or CPI Every 5 Years

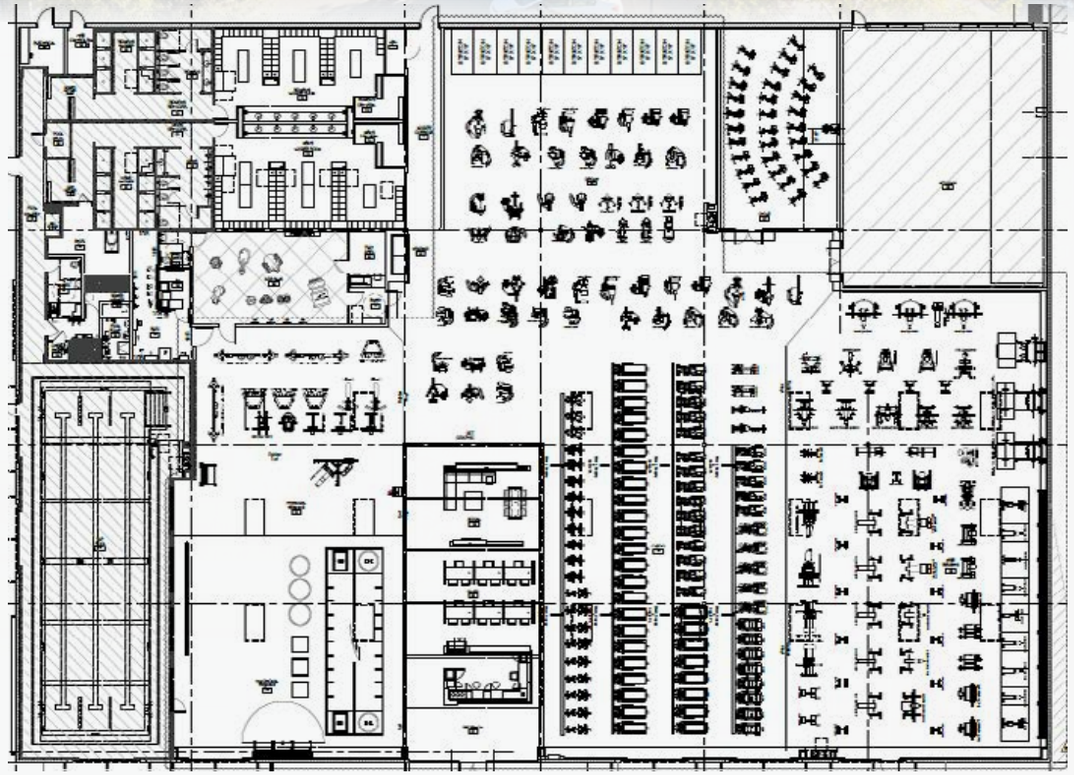
**Seller to credit difference in Rent from COE until next increase.*

RENT SCHEDULE

LEASE YEARS	ANNUAL RENT
Years 6-10	$849,150
Years 11-15	$917,082
OPTION 1	$990,449
OPTION 2	$1,069,684
OPTION 3	$1,155,259

**Rent schedule above assumes max 8% increases.*





FLOOR PLAN

INVESTMENT HIGHLIGHTS

CORPORATE-BACKED SECURITY

Leased by Fitness International, LLC, the parent company of LA Fitness, with 660+ locations and an S&P B/Positive rating provides investors with a nationally recognized fitness tenant and proven operating platform.

HIGH-VISIBILITY CORNER LOCATION

Strategically located at Elk Grove's busiest retail intersection within the Calvine Pointe Shopping Center, this property benefits from over 68,900 daily vehicle traffic and many surrounding high-profile retailers.

LONG-TERM LEASE

This property features 11+ years left of a corporate-backed lease with Fitness International, LLC (parent company of LA Fitness and City Sports Club), offering a secure investment with 8% or CPI-based rent increases every five years. The newly constructed site also provides minimal landlord responsibilities and a prime position at the busiest retail intersection in Elk Grove and South Sacramento County.

DENSE & AFFLUENT TRADE AREA

Located in Elk Grove, one of Sacramento's most desirable communities, this property draws from a wealthy and expanding population. With over 131,000 residents within three miles and an average household income of $125,678 within one mile. With similar income levels to the Bay Area but a significantly lower cost of living, the area provides a stable, affluent consumer base.

RETAIL AERIAL



PARKING-RICH, MIXED-USE RETAIL

An approved 175,000 SF adjacent development primarily consists of low-parking-demand self-storage, ensuring City Sports retains nearly twice its originally allocated parking.

SITE MAP



SITE DETAILS

GLA	37,000 SF
LOT SIZE	2.08 AC
PARKING SPACES	±225
YEAR BUILT	2023





EXTERIOR PHOTOS









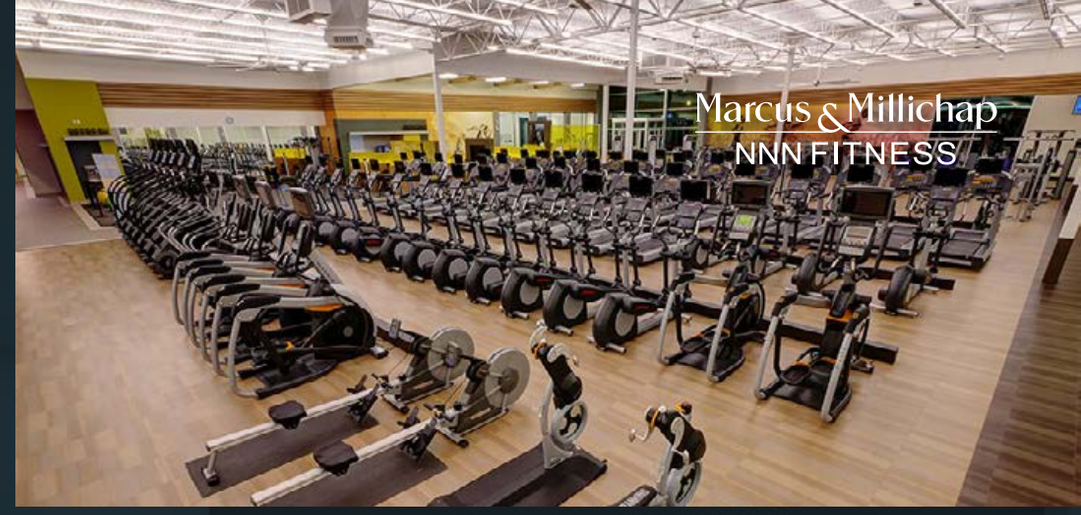
TENANT SUMMARY | CITY SPORTS CLUB

City Sports Club is a full-service fitness club brand operated by Fitness International, LLC, the parent company of LA Fitness and Club Studio. Established in Northern California in 2012, City Sports Club operates 12 locations throughout the region.

The clubs offer a broad range of fitness amenities, including strength and cardio equipment, free weights, functional-training areas, group fitness classes and personal training. Select locations also feature lap pools, indoor cycling studios, basketball and racquetball courts, saunas and Kids Klub services. Members benefit from the scale and operating experience of Fitness International, one of North America's largest privately held health club operators, with more than 600 locations and approximately 3.7 million members across its brands.

2012	B/Positive	12
FOUNDED	S&P RATING	LOCATIONS









REGIONAL MAP

The trade area consists of ±91,091 households with an average household income of ±$119,495 within a 5-mile radius.

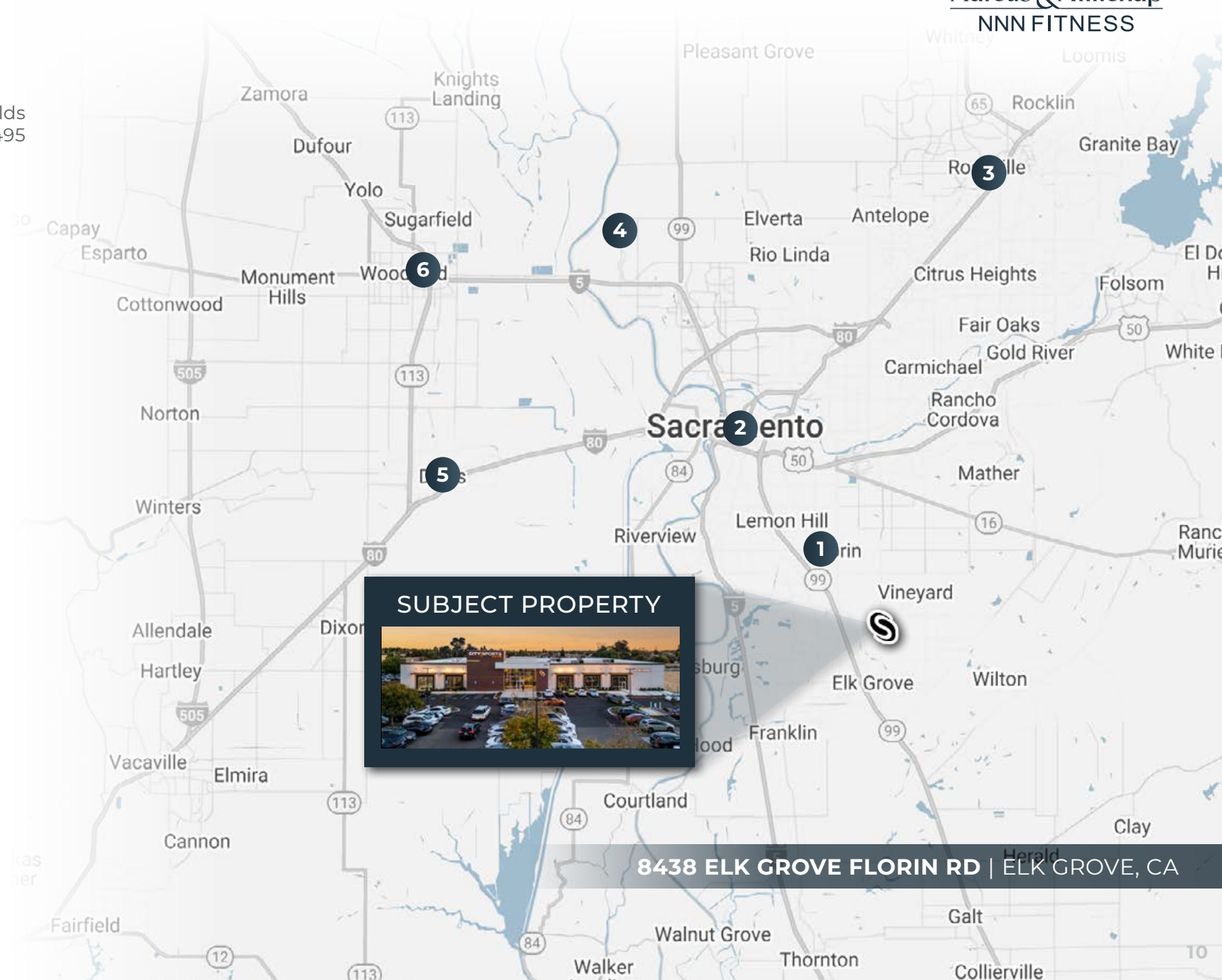
DAYTIME POPULATION
±299,203

AVG HH INCOME 1-MILE
$125,678

MEDIAN AGE
38.4

AREA PROXIMITY

1. **FLORIN, CA**
   5 MILES
2. **SACRAMENTO, CA**
   13 MILES
3. **ROSEVILLE, CA**
   25 MILES
4. **SACRAMENTO INT'L AIRPORT**
   25 MILES
5. **DAVIS, CA**
   26 MILES
6. **WOODLAND, CA**
   33 MILES



ELK GROVE, CALIFORNIA

THRIVING ECONOMY AND GROWTH

Elk Grove is home to approximately 185,000 residents, representing 5.0% growth since 2020. It is the second-largest city in Sacramento County and one of the region's principal population centers.

AFFLUENT AND DIVERSE DEMOGRAPHICS

About 15 miles south of downtown Sacramento, the city reports a median household income of $125,000, supported by more than 55,500 households and a strong 73.8% homeownership rate.

STRONG RETAIL ECONOMY

Elk Grove generated approximately $3.56 billion in annual retail sales, equating to nearly $20,000 per capita, demonstrating significant local purchasing power and consumer demand.



DEMOGRAPHICS

POPULATION	1 MILE	3 MILES	5 MILES
2025 Population	23,516	131,172	299,203
2030 Population Projection	23,809	132,980	303,412
HOUSEHOLDS			
2025 Households	6,784	39,577	91,091
2030 Household Projection	6,868	40,133	92,397
HOUSEHOLD INCOME			
Avg Household Income	$125,678	$119,522	$119,495
Median Household Income	$105,274	$99,214	$97,868
EDUCATION			
Some College, No Degree	5,747	31,837	70,681
Associate Degree	1,385	6,590	13,956
Bachelor's Degree	3,204	16,636	38,072
Advanced Degree	1,184	6,774	16,113
EMPLOYMENT			
Civilian Employed	11,580	62,386	141,916
Civilian Unemployed	686	3,284	7,909
U.S. Armed Forces	5	145	340

NON-ENDORSEMENT & DISCLAIMER NOTICE

CONFIDENTIALITY & DISCLAIMER

The information contained in the following Marketing Brochure is proprietary and strictly confidential. It is intended to be reviewed only by the party receiving it from Marcus & Millichap and should not be made available to any other person or entity without the written consent of Marcus & Millichap. This Marketing Brochure has been prepared to provide summary, unverified information to prospective purchasers, and to establish only a preliminary level of interest in the subject property. The information contained herein is not a substitute for a thorough due diligence investigation. Marcus & Millichap has not made any investigation, and makes no warranty or representation, with respect to the income or expenses for the subject property, the future projected financial performance of the property, the size and square footage of the property and improvements, the presence or absence of contaminating substances, PCB's or asbestos, the compliance with State and Federal regulations, the physical condition of the improvements thereon, or the financial condition or business prospects of any tenant, or any tenant's plans or intentions to continue its occupancy of the subject property. The information contained in this Marketing Brochure has been obtained from sources we believe to be reliable; however, Marcus & Millichap has not verified, and will not verify, any of the information contained herein, nor has Marcus & Millichap conducted any investigation regarding these matters and makes no warranty or representation whatsoever regarding the accuracy or completeness of the information provided. All potential buyers must take appropriate measures to verify all of the information set forth herein.

NON-ENDORSEMENT NOTICE

Marcus & Millichap is not affiliated with, sponsored by, or endorsed by any commercial tenant or lessee identified in this marketing package. The presence of any corporation's logo or name is not intended to indicate or imply affiliation with, or sponsorship or endorsement by, said corporation of Marcus & Millichap, its affiliates or subsidiaries, or any agent, product, service, or commercial listing of Marcus & Millichap, and is solely included for the purpose of providing tenant lessee information about this listing to prospective customers.

ALL PROPERTY SHOWINGS ARE BY APPOINTMENT ONLY. PLEASE CONSULT YOUR MARCUS & MILLICHAP AGENT FOR MORE DETAILS.

SINGLE TENANT NET LEASE MARKETING PACKAGE DISCLAIMER

Marcus & Millichap hereby advises all prospective purchasers as follows:

The information contained in this and any other marketing materials provided by Marcus & Millichap has been obtained from sources believed to be reliable. However, Marcus & Millichap has not verified or conducted any due diligence, and will not verify or conduct any due diligence, regarding information communicated to potential buyers. Marcus & Millichap makes no promise, guarantee, warranty, or representation about the accuracy or completeness of any information and expressly denies any obligation to conduct a due diligence examination of this information or of any property for any buyer.

Any projections, forecasts, opinions, pro formas, assumptions, estimates, or expressions of potential future performance used in this or any other marketing material provided by Marcus & Millichap are for example only, represent only what might occur, and do not represent the current, actual, or future performance of this property or tenant. The value to any buyer of any property depends on factors that should be evaluated by each buyer together with the buyer's tax, financial, legal, and other professional advisors (collectively "Professional Advisors"). All buyers should conduct a careful, independent investigation of any property, tenant, and information deemed material to that buyer, to determine to their satisfaction the suitability of a particular property for each buyer's particular needs. All potential buyers should be comfortable with and rely solely on their own projections, analyses, and decision-making when purchasing this or any other property. Information provided by Marcus & Millichap, including this marketing material, is never a substitute for nor satisfaction of each buyer's responsibility to conduct thorough due diligence of this or any other property the buyer might purchase.

Like all real estate transactions, this potential investment carries significant risks. Each buyer and Professional Advisors must request and carefully review all information and documents related to the property and tenant which the buyer deems material to their particular needs. While the tenant's past performance at this or other properties might be an important consideration, past performance is not a guarantee or necessarily a reliable indication of future performance. Similarly, the lease rate for some properties, including newly-constructed facilities or newly-acquired locations, may be based on a tenant's projected sales with little or no record of actual performance or comparable rents for the area. Future performance and investment returns are never guaranteed. Tenants and guarantors may fail to pay the lease rent or property taxes, or may fail to comply with other material terms of their lease. Cash flow may be interrupted in part or in whole due to market, economic, environmental, or other conditions. Regardless of tenant history and lease guarantees, every buyer is responsible for conducting their own investigation of all matters affecting the intrinsic value of the property and any lease, including the likelihood of locating a replacement tenant if the current tenant should default or abandon the property as well as the lease rates and other terms the buyer might be able to negotiate with potential replacement tenants, considering the location of the property, market rental rates, and the buyer's legal ability to make alternate use of the property.

All potential buyers are strongly advised to take advantage of their opportunities and obligations to conduct thorough due diligence and seek expert opinions as they may deem necessary. All potential buyers are admonished and advised to engage Professional Advisors on legal issues, tax, regulatory, financial and accounting matters, and for questions involving the property's physical condition or financial outlook.

By accepting this or any other marketing materials from Marcus & Millichap you agree to release Marcus & Millichap Real Estate Investment Services and its affiliated entities and agents, and hold them harmless, from any claim, cost, expense, or liability arising out of your purchase of this property.

This information has been secured from sources we believe to be reliable, but we make no representations or warranties, express or implied, as to the accuracy of the information. References to square footage or age are approximate. Buyer must verify the information and bears all risk for any inaccuracies. Marcus & Millichap is a service mark of Marcus & Millichap Real Estate Investment Services, Inc. © 2026 Marcus & Millichap. All rights reserved.

TONY SOLOMON Broker of Record | 23975 Park Sorrento, Suite 400 Calabasas, CA 91302 | P: (310) 909-5500 Lic #: 01238010 | TonySolomonBOR@mmreis.com

LA | FITNESS

CITY | SPORTS CLUB

OFFERING MEMORANDUM

Marcus & Millichap
NNN FITNESS

ELK GROVE | CALIFORNIA



MARK THIEL
Executive Managing Director
San Diego | (858) 373-3206
Mark.Thiel@marcusmillichap.com
License: CA 01469342

JAKE BORDELON
Senior Director Investments
San Diego | (858) 373-3133
Jake.Bordelon@marcusmillichap.com
License: CA 02048307