



Fair Oaks Office Park

3604, 3620, & 3626 Fair Oaks Boulevard • Sacramento, CA 95864

“This was a fun negotiation. This property was owned by one of Sacramento’s highest profile developers and I was new to the game. It was a vigorous negotiation and one that ended with mutual success. Here again is an example of how a well designed multi-tenant park can do really well in established infill submarkets. We get our fair share of tenants here because they live close by and will pay for that convenience. On the negative side, I also learned that older projects such as this require lots of deferred maintenance and capital improvements over time.”

