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Activity ID \#ZAC0121231

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## Executive Summary

OFFERING SUMMARY

INVESTMENT HIGHLIGHTS

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OFFERING SUMMARY

| Listing Price $\$ 1,400,000$ | Cap Rate $3.23 \%$ | \# of Units 3 |
| :---: | :---: | :---: |
| FINANCIAL |  |  |
| Listing Price |  | \$1,400,000 |
| NOI |  | \$45,265 |
| Cap Rate |  | 3.23\% |
| Price/SF |  | \$664.77 |
| Price/Unit |  | \$466,667 |
| OPERATIONAL |  |  |
| Gross SF |  | 2,106 |
| \# of Units |  | 3 |
| Lot Size |  | 0.19 Acres (8,276 SF) |
| Year Built |  | 1932 / 1945 |





EXECUTIVE SUMMARY | 11

## LOS FELIZ TRIPLEX

## 2900 Griffith Park Blvd, Los Angeles, CA 90027

## INVESTMENT OVERVIEW

The LAAA Team of Marcus \& Millichap is proud to present 2900 Griffith Park Blvd, a 3-unit multifamily property situated in prime Los Feliz, one of the most sought-after neighborhoods of Los Angeles. This is the first time the subject property is being offered for sale in more than 20 years which is consistent with this high barrier to entry neighborhood where there is not a lot of turnover.

Built in 1932 and 1945, this 2,106 square foot triplex sits on a large 0.19 acre lot and consists of (3) 1 bed / 1 bath units. All three units are occupied and paying an average rent of $\$ 2,163$ per month which is an estimated $30 \%$ below market rents in the area.

The buyer for this property will be able to get a 30 -year fixed residential loan with an interest rate between $5.75 \%-6.25 \%$. An investor will need a $25 \%$ down payment ( $\$ 413 \mathrm{k}$ ) while an owner-occupying buyer will only need a $20 \%$ down payment ( $\$ 330 \mathrm{k}$ ).

This offering is an excellent opportunity for an investor looking for a bite-sized property in an excellent location and ideal value add potential. This could be the perfect deal for a first time buyer, an owner-occupying buyer, or an experienced investor looking to add to their portfolio.

Los Feliz is a relaxed hillside enclave that draws both established and up-and-coming creative types. There are plenty of old-school watering holes, hip shops and cafes, plus the Vista Theatre, a 1923 movie palace, and a pair of exemplary Frank Lloyd Wright homes. The neighborhood borders sprawling Griffith Park, beloved by locals for its hiking, concerts at the Greek Theatre and stargazing at Griffith Observatory.

Although Los Feliz is directly adjacent to the bustling neighborhoods of Hollywood, Silver Lake, and Glendale, the hillside area is generally secluded and has long been considered one of the most desirable locations for some of the most affluent residents of Los Angeles. Demand for rental housing has increased substantially as many
locals find themselves priced out of homeownership. Almost every single-family home sale in the past year -- approximately $97 \%$ of all transactions -- has surpassed $\$ 1,000,000$. In fact, the average sales price during that time period has been nearly $\$ 2,700,000$, forcing residents who seek the space and amenities of a private home to instead opt for high-end rentals, such as those offered by 1752 N Kingsley Drive.

Tenants at the property enjoy convenient access to Griffith Park, a 4, 210-acre urban wilderness area that is home to the Griffith Observatory, the Los Angeles Zoo, the Hollywood Sign, and the Greek Theatre. Los Feliz Village, a trendy shopping area filled with boutiques and restaurants, sits mere blocks from the property. Hollywood is directly west of the property, offering access to world famous clubs, restaurants, and entertainment venues. Transit options are numerous in the area, with the 101 Freeway nearby and the Hollywood/Western metro station within walking distance

## INVESTMENT HIGHLIGHTS

[Text has not been filled out in the property edit form...]

## Property Information

REGIONAL MAP<br>LOCAL MAP<br>AERIAL MAP<br>RETAILER MAP

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## SECTION 3

## Financial Analysis

FINANCIAL DETAILS

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As of February, 2023

| UNIT | UNIT TYPE | Square Feet | CURRENT <br> Rent / <br> Month | CURRENT Rent / SF/ Month | potential <br> Rent / <br> Month | POTENTIAL <br> Rent/ SF/ Month |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |
| 2900 | 1 Bed / 1 Bath | 800 | \$2,351 | \$2.94 | \$2,950 | \$3.69 |
| 2902 | 1 Bed/1 Bath | 800 | \$2,288 | \$2.86 | \$2,950 | \$3.69 |
| 2904 | 1 Bed / 1 Bath | 500 | \$1,850 | \$3.70 | \$2,200 | \$4.40 |
| Total |  | Square Feet: 2,106 | \$6,489 | \$3.08 | \$8,100 | \$3.85 |


| UNIT TYPE | \# OF <br> UNITS | $\begin{gathered} \text { AVG SQ } \\ \text { FEET } \end{gathered}$ | RENTAL <br> RANGE | Current |  |  | POTENTIAL |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  | Average | Average | Monthly | AVERAGE | AVERAGE | MONTHLY |
|  |  |  |  | Rent | Rent / SF | Income | RENT | RENT / SF | INCOME |
| 1 Bed / 1 Bath | 3 | 700 | \$1,850-\$2,351 | \$2,163 | \$3.09 | \$6,489 | \$2,700 | \$3.86 | \$8,100 |
| TOTALS/WEIGHTED AVERAGE: | 3 | 702 |  | \$2,163 | \$3.08 | \$6,489 | \$2,700 | \$3.85 | \$8,100 |

Unit Distribution


| INCOME | Current |  | Pro Forma |  | NOTES | PER UNIT | PER SF |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Rental Income |  |  |  |  |  |  |  |
| Gross Current Rent | 77,868 |  | 97,200 |  |  | 32,400 | 46.15 |
| Physical Vacancy | $(2,336)$ | 3.0\% | $(2,916)$ | 3.0\% |  | (972) | (1.38) |
| TOTAL VACANCY | $(\$ 2,336)$ | 3.0\% | $(\$ 2,916)$ | 3.0\% |  | (\$972) | (\$1) |
| EFFECTIVE GROSS INCOME | \$75,532 |  | \$94,284 |  |  | \$31,428 | \$44.77 |
|  |  |  |  |  |  |  |  |
| EXPENSES | Current |  | Pro Forma |  | NOTES | PER UNIT | PER SF |
| Real Estate Taxes | 16,800 |  | 16,800 |  | [1] | 5,600 | 7.98 |
| Insurance | 2,106 |  | 2,808 |  | [2] | 936 | 1.33 |
| Utilities - Water \& Sewer | 3,240 |  | 4,320 |  | [3] | 1,440 | 2.05 |
| Repairs \& Maintenance | 1,500 |  | 2,000 |  | [4] | 667 | 0.95 |
| Landscaping | 1,200 |  | 1,600 |  | [5] | 533 | 0.76 |
| DirecTV | 2,400 |  | 3,200 |  | [6] | 1,067 | 1.52 |
| Management Fee | 3,021 | 4.0\% | 3,771 | 4.0\% |  | 1,257 | 1.79 |
| TOTAL EXPENSES | \$30,267 |  | \$34,499 |  |  | \$11,500 | \$16.38 |
| EXPENSES AS \% OF EGI | 40.1\% |  | 36.6\% |  |  |  |  |
| NET OPERATING INCOME | \$45,265 |  | \$59,785 |  |  | \$19,928 | \$28.39 |


| NOTES TO OPERATING STATEMENT |  |
| :---: | :--- |
| $[1]$ | $1.20 \%$ of the price |
| $[2]$ | $\$ 1.00$ per square foot |
| $[3]$ | $\$ 90$ per unit per month |
| $[4]$ | $\$ 500$ per unit |
| $[5]$ | $\$ 100$ per month |
| $[6]$ | $\$ 200$ per month |

## FINANCIAL DETAILS // Los Feliz Triplex

| SUMMARY |  |  |
| :--- | :---: | :---: |
| Price | $\$ 1,400,000$ |  |
| Down Payment | $\$ 1,400,000$ | $100 \%$ |
| Number of Units | 3 |  |
| Price Per Unit | $\$ 466,667$ |  |
| Price Per SqFt | $\$ 664.77$ |  |
| Gross SqFt | 2,106 |  |
| Lot Size | 0.19 Acres |  |
| Approx. Year Built | $1932 / 1945$ |  |
|  |  |  |
|  |  |  |
| RETURNS | $3.23 \%$ | $4.27 \%$ |
| CAP Rate | 17.98 | 14.40 |
| GIM | $3.23 \%$ | $4.27 \%$ |
| Cash-on-Cash | N/A | N/A |
| Debt Coverage Ratio |  |  |

## OPERATING DATA

| INCOME |  | Current |  | Pro Forma |
| :--- | :--- | :---: | :---: | :---: |
| Gross Scheduled Rent |  | $\$ 77,868$ |  | $\$ 97,200$ |
| Less: Vacancy/Deductions | $3.0 \%$ | $\$ 2,336$ | $3.0 \%$ | $\$ 2,916$ |
| Total Effective Rental Income |  | $\$ 75,532$ |  | $\$ 94,284$ |
| Other Income | $\$ 0$ |  | $\$ 0$ |  |
| Effective Gross Income |  | $\$ 75,532$ |  | $\$ 94,284$ |
| Less: Expenses | $40.1 \%$ | $\$ 30,267$ | $36.6 \%$ | $\$ 34,499$ |
| Net Operating Income |  | $\$ 45,265$ |  | $\$ 59,785$ |
| Cash Flow | $\$ 45,265$ |  | $\$ 59,785$ |  |
| Debt Service | $\$ 0$ |  | $\$ 0$ |  |
| Net Cash Flow After Debt Service | $3.23 \%$ | $\$ 45,265$ | $4.27 \%$ | $\$ 59,785$ |
| Principal Reduction |  | $\$ 0$ |  | $\$ 0$ |
| TOTAL RETURN | $3.23 \%$ | $\$ 45,265$ | $4.27 \%$ | $\$ 59,785$ |


| EXPENSES | Current | Pro Forma |
| :--- | :---: | :---: |
| Real Estate Taxes | $\$ 16,800$ | $\$ 16,800$ |
| Insurance | $\$ 2,106$ | $\$ 2,808$ |
| Utilities - Water \& Sewer | $\$ 3,240$ | $\$ 4,320$ |
| Repairs \& Maintenance | $\$ 1,500$ | $\$ 2,000$ |
| Landscaping | $\$ 1,200$ | $\$ 1,600$ |
| DirecTV | $\$ 2,400$ | $\$ 3,200$ |
| Management Fee | $\$ 3,021$ | $\$ 3,771$ |
| TOTAL EXPENSES | $\$ 30,267$ | $\$ 34,499$ |
| Expenses/Unit | $\$ 10,089$ | $\$ 11,500$ |
| Expenses/SF | $\$ 14.37$ | $\$ 16.38$ |

## Sale Comparables

SALE COMPS MAP<br>SALE COMPS SUMMARY<br>CAP RATE CHART<br>PRICE PER SF CHART<br>PRICE PER UNIT CHART<br>SALE COMPS

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## SALE COMPS MAP

## Los Feliz Triplex <br> 1. 3205 Griffith Park Blvd <br> 23250 Rowena Ave <br> (3) 2419 Hyperion Ave <br> 4 2802 Angus St



Los Feliz Triplex // SALE COMPS SUMMARY

|  | SUBJECT PROPERTY | PRICE | BLDG SF | PRICE/SF | LOT SIZE | PRICE/UNIT | CAP RATE | \# OF UNITS | CLOSE |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| $\approx$ | Los Feliz Triplex 2900 Griffith Park Blvd Los Angeles, CA 90027 | \$1,400,000 | 2,106 SF | \$664.77 | 0.19 AC | \$466,667 | 3.23\% | 3 | On Market |
|  | SALE COMPARABLES | PRICE | BLDG SF | PRICE/SF | LOT SIZE | PRICE/UNIT | CAP RATE | \# OF UNITS | CLOSE |
| $1$ | 3205 Griffith Park Blvd Los Angeles, CA 90027 | \$1,850,000 | 4,121 SF | \$448.92 | 0.22 AC | \$616,666 | - | 3 | 05/10/2021 |
| $2$ | 3250 Rowena Ave <br> Los Angeles, CA 90027 | \$1,975,000 | 3,309 SF | \$596.86 | 0.23 AC | \$658,333 | 2.79\% | 3 | 09/13/2021 |
| $3$ | 2419 Hyperion Ave <br> Los Angeles, CA 90027 | \$1,700,000 | 2,472 SF | \$687.70 | 0.16 AC | \$566,666 | 3.37\% | 3 | 09/01/2021 |
| $4$ | 2802 Angus St <br> Los Angeles, CA 90039 | \$2,375,000 | 3,060 SF | \$776.14 | 0.25 AC | \$791,666 | 3.45\% | 3 | 09/15/2022 |
|  | AVERAGES | \$1,975,000 | 3,241 SF | \$627.41 | 0.22 AC | \$658,333 | 3.20\% | 3 | - |






Los Feliz Triplex
2900 Griffith Park Blvd, Los Angeles, CA 90027

| Listing Price: |  | \$1,400,000 | Price/SF: |  | \$664.77 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Property Type: |  | Multifamily | GRM: |  | 17.98 |
| NOI: |  | \$45,265 | Cap Rate: |  | 3.23\% |
| Occupancy: |  | 100\% | Year Built: |  | 1932 |
| COE: |  | On Market | Number Of U |  | 3 |
| Lot Size: |  | 0.19 Acres | Price/Unit: |  | \$466,667 |
| Total SF: |  | 2,106 SF |  |  |  |
| UNIT TYPE | \# UNITS | \% OF | SIZE SF | RENT | RENT/SF |
| 1 Bed / 1 Bath | 3 | 100.0 | 700 | \$2,163 | \$3.09 |
| TOTAL/AVG | 3 | 100\% | 700 | \$2,163 | \$3.09 |


$\mathbf{3 2 0 5}$ Griffith Park Blvd
Los Angeles, CA 90027

| Sale Price: | \$1,850,000 |  | Price/SF: |  | \$448.92 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Property Type: |  | Multifamily | GRM: |  | - |
| NOI: |  | - | Cap Rate: |  | - |
| Occupancy: |  | - | Year Built: |  | 1937 |
| COE: |  | 05/10/2021 | Number Of Un |  | 3 |
| Lot Size: |  | 0.22 Acres | Price/Unit: |  | \$616,666 |
| Total SF: |  | 4,121 SF |  |  |  |
| UNIT TYPE | \# UNITS | \% OF | SIZE SF | RENT | RENT/SF |
| 2 Bed / 2 Bath | 2 | 66.7 |  |  |  |
| 3 Bed / 2 Bath | 1 | 33.3 |  |  |  |
| TOTAL/AVG | 3 | 100\% | 0 | \$0 |  |

## SALE COMPS // Los Feliz Triplex

3250 Rowena Ave
Los Angeles, CA 90027

| Sale Price: |  | \$1,975,000 | Price/SF: |  | \$596.86 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Property Type: |  | Multifamily | GRM: |  | 21.51 |
| NOI: |  | - | Cap Rate: |  | 2.79\% |
| Occupancy: |  | - | Year Built: |  | 1940 |
| COE: |  | 09/13/2021 | Number Of Units: |  | 3 |
| Lot Size: |  | 0.23 Acres | Price/Unit: |  | \$658,333 |
| Total SF: |  | 3,309 SF |  |  |  |
| UNIT TYPE | \# UNITS | \% OF | SIZE SF | RENT | RENT/SF |
| 2 Bed / 1 Bath | 3 | 100 | 1,100 | \$2,550 | \$2.32 |
| TOTAL/AVG | 3 | 100\% | 1,100 | \$2,550 | \$2.32 |

2419 Hyperion Ave
Los Angeles, CA 90027

| Sale Price: |  | \$1,700,000 | Price/SF: |  | \$687.70 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Property Type: |  | Multifamily | GRM: |  | 19.27 |
| NOI: |  | - | Cap Rate: |  | 3.37\% |
| Occupancy: |  | - | Year Built: |  | 1960 |
| COE: |  | 09/01/2021 | Number Of Units: |  | 3 |
| Lot Size: |  | 0.16 Acres | Price/Unit: |  | \$566,666 |
| Total SF: |  | 2,472 SF |  |  |  |
| UNIT TYPE | \# UNITS | \% OF | SIZE SF | RENT | RENT/SF |
| 1 Bed / 1 Bath | 2 | 66.7 |  | \$2,300 |  |
| 2 Bed/1 Bath | 1 | 33.3 |  | \$2,500 |  |
| TOTAL/AVG | 3 | 100\% | 0 | \$2,366 |  |



## (4) 2802 Angus St

Los Angeles, CA 90039

| Sale Price: |  | \$2,375,000 | Price/SF: |  | \$776.14 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Property Type: |  | Multifamily | GRM: |  | 18.86 |
| NOI: |  | - | Cap Rate: |  | 3.45\% |
| Occupancy: |  | - | Year Built: |  | 1937 |
| COE: |  | 09/15/2022 | Number Of Units: |  | 3 |
| Lot Size: |  | 0.25 Acres | Price/Unit: |  | \$791,666 |
| Total SF: |  | $3,060 \mathrm{SF}$ |  |  |  |
| UNIT TYPE | \# UNITS | \% OF | SIZE SF | RENT | RENT/SF |
| 2 Bed / 1 Bath | 2 | 66.7 |  | \$2,395 |  |
| 2 Bed / 2 Bath | 1 | 33.3 |  | \$5,700 |  |
| TOTAL/AVG | 3 | 100\% | 0 | \$3,496 |  |

## Lease Comparables

RENT COMPS MAP<br>RENT COMPS SUMMARY<br>RENT BY BED CHART<br>RENT COMPS

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## RENT COMPS MAP



|  | SUBJECT PROPERTY | RENT/SF | AVG SIZE | AVG RENT/UNIT | LOT SIZE | \# OF UNITS |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| $\hat{3}$ | Los Feliz Triplex 2900 Griffith Park Blvd Los Angeles, CA 90027 | \$3.08 | 700 SF | \$2,163 | 0.19 AC | 3 |
|  | RENT COMPARABLES | RENT/SF | AVG SIZE | AVG RENT/UNIT | LOT SIZE | \# OF UNITS |
| (1) | 2849 Waverly Dr <br> 2849 Waverly Dr <br> Los Angeles, CA 90039 | \$3.64 | 700 SF | \$2,550 | 0.42 AC | 18 |
| $2$ | 3146 Rowena Ave <br> 3146 Rowena Ave <br> Los Angeles, CA 90027 | \$4.72 | 572 SF | \$2,700 | 0.14 AC | 3 |
| 3 | 3356 Bellota Way <br> 3356 Bellota Way <br> Los Angeles, CA 90027 | \$4.67 | 650 SF | \$3,035 | 1.03 AC | 40 |
| 4 | 2601 Silver Lake Blvd <br> 2601 Silver Lake Blvd <br> Los Angeles, CA 90039 | \$6.58 | 418 SF | \$2,750 | 0.04 AC | 1 |
|  | AVERAGES | \$4.90 | 585 SF | \$2,758 | 0.41 AC | 16 |



## RENT COMPS // Los Feliz Triplex

Los Feliz Triplex
2900 Griffith Park Blvd, Los Angeles, CA 90027


| UNIT TYPE | \# UNITS | \% OF | SIZE SF | RENT | RENT/SF |
| :--- | :---: | :---: | :---: | :---: | :---: |
| 1 Bed / 1 Bath | 3 | 100.0 | 700 | $\$ 2,163$ | $\$ 3.09$ |
| TOTAL/AVG | 3 | $100 \%$ | 700 | $\$ 2,163$ | $\$ 3.09$ |

2849 Waverly Dr
2849 Waverly Dr, Los Angeles, CA 90039
18 Units 18 Year Built 1960


| UNIT TYPE | \# UNITS | \% OF | SIZE SF | RENT | RENT/SF |
| :--- | :---: | :---: | :---: | :---: | :---: |
| $1+1$ | 1 | 100 | 700 | $\$ 2,550$ | $\$ 3.64$ |
| TOTAL/AVG | 1 | $100 \%$ | 700 | $\$ 2,550$ | $\$ 3.64$ |

23146 Rowena Ave
3146 Rowena Ave, Los Angeles, CA 90027


| UNIT TYPE | \# UNITS | \% OF | SIZE SF | RENT | RENT/SF |
| :--- | :---: | :---: | :---: | :---: | :---: |
| $1+1$ | 1 | 100 | 572 | $\$ 2,700$ | $\$ 4.72$ |
| TOTAL/AVG | 1 | $100 \%$ | 572 | $\$ 2,700$ | $\$ 4.72$ |

3356 Bellota Way
3356 Bellota Way, Los Angeles, CA 90027
40 Units 1 Year Built 1960


| UNIT TYPE | \# UNITS | \% OF | SIZE SF | RENT | RENT/SF |
| :--- | :---: | :---: | :---: | :---: | :---: |
| $1+1$ | 1 | 100 | 650 | $\$ 3,035$ | $\$ 4.67$ |
| TOTAL/AVG | 1 | $100 \%$ | 650 | $\$ 3,035$ | $\$ 4.67$ |

## RENT COMPS // Los Feliz Triplex

| - | UNIT TYPE | \# UNITS | \% OF | SIZE SF | RENT | RENT/SF |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 1+1 | 1 | 100 | 418 | \$2,750 | \$6.58 |
|  | TOTAL/AVG | 1 | 100\% | 418 | \$2,750 | \$6.58 |

## SECTION 6

## Market Overview

MARKET OVERVIEW<br>DEMOGRAPHICS

Marcus \& Millichap

## LOS ANGELES METRO AREA

Job Creation Lifts Rental Demand;
Los Angeles Fundamentals Returning to Pre-Pandemic Levels
Leasing activity elevates to 15-year high. After the initial months of the health crisis, Los Angeles County has consistently registered positive renter demand. Fueled by the addition of 89,000 jobs during the second quarter, nearly 9,700 units were absorbed, highlighting recent performance. The diverse job creation that occurred from April through June improved property vacancy across all apartment tiers with each rental segment recording compression. These declines lowered overall vacancy to 4 percent and boosted the average rent by roughly 3 percent. With the county adding 37,800 households over the past year and strong job creation expected in the second half, vacancy is positioned to return to a pre-pandemic rate in the near term.

Luxury performance warrants inventory growth. Apartment deliveries in 2021 surpass the 10,000 -unit mark for a second straight year. Nevertheless, only one of the metro's four primary regions will register an annual increase, minimizing the potential impact of supply additions. Furthermore, Class A vacancy compressed across each of these locales during the past 12 months, an indication upcoming rentals should be well received. Greater Downtown Los Angeles represents the primary region slated for a year-over-year rise in completions, with most units in Mid-Wilshire and Hollywood. Elsewhere, the Westside Cities, San Fernando Valley and South Bay-Long Beach regions will each record 10 percent to 35 percent annual declines in delivery volume.


Multifamily 2021 Outlook

250,000
JOBS will be created

10,500
UNITS
will be completed

60
BASIS POINT
increase in vacancy
5.5\%

INCREASE
in effective rent

EMPLOYMENT:
Los Angeles County's rate of employment growth surpasses the national increase in 2021 as the metro recaptures nearly half of the 543,300 positions lost last year. Still, local unemployment will remain substantially higher than most major markets.

## CONSTRUCTION:

Deliveries decline on an annual basis, yet the number of units added in 2021 surpasses the prior five-year average by more than 2,000 rentals. Submarkets adjacent to Downtown Los Angeles account for 40 percent of the apartments completed this year.

VACANCY:
Renter demand exceeds deliveries, supporting the absorption of 16,800 units in 2021. This leasing velocity returns vacancy to a prepandemic rate of 3.9 percent and extends a seven-year stretch of positive absorption.

RENTS:
Record absorption eases concession usage across apartment tiers, supporting an annual rate of rent growth that negates the 4.8 percent decline noted last year. At $\$ 2,340$ per month, the year-end average rent will represent a new high for the metro.

* Forecast

Sources: BLS; CoStar Group, Inc.; RealPage, Inc.

## LOS ANGELES METRO AREA



*Forecast ${ }^{* *}$ Through $2 Q$
Sources: CoStar Group, Inc.; Real Capital Analytics; RealPage, Inc.

## 2Q21 - 12-Month Period

## Construction

## 9,913 units completed

- Los Angeles County's rental inventory grew by 0.9 percent over the past year ended in June. Recent completions were concentrated in Greater Downtown Los Angeles and the San Fernando Valley.
- Entering July, construction was underway on more than 31,000 units with delivery dates extending into late 2023.


## Vacancy

80 basis point decrease in vacancy $Y-O-Y$

- Renters absorbed nearly 18,000 apartments over the past 12 months, compressing metro vacancy to 4.0 percent
- The San Fernando Valley and South Bay-Long Beach each recorded vacancy reductions across all apartment tiers, supporting net absorption of 4,500 and 2,580 units, respectively.


## Rents

## $1.2 \%$ increase in the average effective rent $Y-O-Y$

- Vacancy compression supported a moderate rise in rent that lifted the metro's average effective rate to $\$ 2,300$ per month.
- At 3.4 percent, South Bay-Long Beach noted the largest rent gain among major regions. Concession usage and Class C vacancy increases lowered rates in Greater Downtown Los Angeles and Westside Cities.


## Investment Highlights

- Impacted by a notable decline in $\$ 1$ million to $\$ 10$ million Class B/C transactions, overall sales activity in Los Angeles County fell by nearly 25 percent on a year-over-year basis ended in June. Deal flow, however, showed signs of improvement during the second quarter of 2021. More than 30 percent of the trades closed over the past 12 months were executed between April and June. Amid the slowdown in property trades, the metro's average price point rose 4 percent to $\$ 298,800$ per unit, while the mean cap rate was unchanged at 4.4 percent.
- More than one-third of recent deal flow was split among Southeast Los Angeles, Greater Inglewood and Long Beach as buyers sought locales with tight Class C vacancy and regionally lower rents. Over the past year the mean return in each submarket was in the high-4 percent range, with pricing $\$ 50,000$ to $\$ 80,000$ per unit below the metro average. Investors seeking similar yields for lower-tier urban assets targeted Koreatown, where sub- $\$ 250,000$ per door pricing is available.
- Mid-tier deals were most frequent in Westside Cities, Greater Downtown Los Angeles and San Fernando Valley. Here, minimum returns in the 3 percent band and pricing beyond $\$ 400,000$ per unit is common.

| POPULATION | 1 Mile | 3 Miles | 5 Miles |
| :---: | :---: | :---: | :---: |
| 2027 Projection |  |  |  |
| Total Population | 29,938 | 359,688 | 1,052,238 |
| 2022 Estimate |  |  |  |
| Total Population | 29,664 | 354,505 | 1,028,455 |
| 2010 Census |  |  |  |
| Total Population | 29,356 | 343,337 | 978,695 |
| 2000 Census |  |  |  |
| Total Population | 29,814 | 371,971 | 1,007,489 |
| Daytime Population |  |  |  |
| 2022 Estimate | 27,159 | 313,052 | 1,193,158 |
| HOUSEHOLDS | 1 Mile | 3 Miles | 5 Miles |
| 2027 Projection |  |  |  |
| Total Households | 15,084 | 142,960 | 421,054 |
| 2022 Estimate |  |  |  |
| Total Households | 14,885 | 139,355 | 406,345 |
| Average (Mean) Household Size | 2.0 | 2.5 | 2.4 |
| 2010 Census |  |  |  |
| Total Households | 14,479 | 132,245 | 377,327 |
| 2000 Census |  |  |  |
| Total Households | 14,397 | 133,369 | 362,900 |
| Growth 2022-2027 | 1.3\% | 2.6\% | 3.6\% |
| HOUSING UNITS | 1 Mile | 3 Miles | 5 Miles |
| Occupied Units |  |  |  |
| 2027 Projection | 16,167 | 154,595 | 461,567 |
| 2022 Estimate | 15,920 | 150,136 | 443,221 |
| Owner Occupied | 5,413 | 28,730 | 82,425 |
| Renter Occupied | 9,472 | 110,625 | 323,919 |
| Vacant | 1,035 | 10,781 | 36,876 |
| Persons in Units |  |  |  |
| 2022 Estimate Total Occupied Units | 14,885 | 139,355 | 406,345 |
| 1 Person Units | 42.7\% | 33.5\% | 35.4\% |
| 2 Person Units | 34.9\% | 29.3\% | 28.6\% |
| 3 Person Units | 11.7\% | 14.7\% | 14.1\% |
| 4 Person Units | 7.0\% | 11.6\% | 11.2\% |
| 5 Person Units | 2.1\% | 5.5\% | 5.4\% |
| 6+ Person Units | 1.5\% | 5.5\% | 5.3\% |


| HOUSEHOLDS BY INCOME | 1 Mile | 3 Miles | 5 Miles |
| :---: | :---: | :---: | :---: |
| 2022 Estimate |  |  |  |
| \$200,000 or More | 19.3\% | 7.9\% | 8.5\% |
| \$150,000-\$199,999 | 10.0\% | 5.6\% | 5.8\% |
| \$100,000-\$149,999 | 21.5\% | 15.0\% | 14.1\% |
| \$75,000-\$99,999 | 14.8\% | 13.1\% | 11.8\% |
| \$50,000-\$74,999 | 13.7\% | 16.3\% | 15.4\% |
| \$35,000-\$49,999 | 6.7\% | 11.1\% | 11.0\% |
| \$25,000-\$34,999 | 4.5\% | 8.8\% | 8.7\% |
| \$15,000-\$24,999 | 4.3\% | 9.6\% | 10.2\% |
| Under \$15,000 | 5.2\% | 12.7\% | 14.6\% |
| Average Household Income | \$149,601 | \$92,485 | \$92,866 |
| Median Household Income | \$101,421 | \$61,801 | \$58,666 |
| Per Capita Income | \$75,290 | \$36,758 | \$37,337 |
| POPULATION PROFILE | 1 Mile | 3 Miles | 5 Miles |
| Population By Age |  |  |  |
| 2022 Estimate Total Population | 29,664 | 354,505 | 1,028,455 |
| Under 20 | 14.2\% | 18.8\% | 18.9\% |
| 20 to 34 Years | 22.9\% | 25.6\% | 26.3\% |
| 35 to 39 Years | 11.0\% | 8.8\% | 8.7\% |
| 40 to 49 Years | 17.4\% | 14.5\% | 14.2\% |
| 50 to 64 Years | 18.5\% | 18.3\% | 17.9\% |
| Age 65+ | 15.9\% | 14.0\% | 14.1\% |
| Median Age | 40.9 | 38.1 | 37.7 |
| Population 25+ by Education Level |  |  |  |
| 2022 Estimate Population Age 25+ | 24,422 | 267,404 | 770,970 |
| Elementary (0-8) | 2.9\% | 12.3\% | 13.7\% |
| Some High School (9-11) | 2.9\% | 7.8\% | 8.5\% |
| High School Graduate (12) | 9.3\% | 18.4\% | 18.8\% |
| Some College (13-15) | 15.8\% | 15.6\% | 15.2\% |
| Associate Degree Only | 6.5\% | 6.8\% | 6.4\% |
| Bachelor's Degree Only | 39.2\% | 27.8\% | 26.3\% |
| Graduate Degree | 23.5\% | 11.3\% | 11.1\% |
| Population by Gender |  |  |  |
| 2022 Estimate Total Population | 29,664 | 354,505 | 1,028,455 |
| Male Population | 50.4\% | 50.3\% | 51.2\% |
| Female Population | 49.6\% | 49.7\% | 48.8\% |

## POPULATION

In 2022, the population in your selected geography is $1,028,455$. The population has changed by 2.1 percent since 2000 . It is estimated that the population in your area will be $1,052,238$ five years from now, which represents a change of 2.3 percent from the current year. The current population is 51.2 percent male and 48.8 percent female. The median age of the population in your area is 37.7 , compared with the U.S. average, which is 38.6. The population density in your area is 13,093 people per square mile.

## HOUSEHOLDS

There are currently 406,345 households in your selected geography. The number of households has changed by 12.0 percent since 2000. It is estimated that the number of households in your area will be 421,054 five years from now, which represents a change of 3.6 percent from the current year. The average household size in your area is 2.4 people.

## INCOME

In 2022, the median household income for your selected geography is $\$ 58,666$, compared with the U.S. average, which is currently $\$ 66,422$. The median household income for your area has changed by 104.8 percent since 2000. It is estimated that the median household income in your area will be $\$ 68,646$ five years from now, which represents a change of 17.0 percent from the current year.

The current year per capita income in your area is $\$ 37,337$, compared with the U.S. average, which is $\$ 37,200$. The current year's average household income in your area is $\$ 92,866$, compared with the U.S. average, which is $\$ 96,357$.


## EMPLOYMENT

In 2022, 512,319 people in your selected area were employed. The 2000 Census revealed that 58.3 percent of employees are in white-collar occupations in this geography, and 41.7 percent are in blue-collar occupations. In 2022, unemployment in this area was 8.0 percent. In 2000, the average time traveled to work was 28.3 minutes.

## HOUSING

The median housing value in your area was $\$ 763,988$ in 2022, compared with the U.S. median of $\$ 250,735$. In 2000, there were 78,276 owner-occupied housing units and 284,624 renter-occupied housing units in your area. The median rent at the time was $\$ 568$.

## EDUCATION

The selected area in 2022 had a lower level of educational attainment when compared with the U.S averages. Only 11.1 percent of the selected area's residents had earned a graduate degree compared with the national average of 12.3 percent, and 26.3 percent completed a bachelor's degree, compared with the national average of 19.7 percent.

The number of area residents with an associate degree was lower than the nation's at 6.4 percent vs. 8.4 percent, respectively.

The area had fewer high-school graduates, 18.8 percent vs. 27.1 percent for the nation. The percentage of residents who completed some college is also lower than the average for the nation, at 15.2 percent in the selected area compared with the 20.4 percent in the U.S.

DEMOGRAPHICS // Los Feliz Triplex


Los Feliz Triplex // DEMOGRAPHICS



