

# 5 Units In Mar Vista - All 2 Bed Units

4211 McLaughlin Ave, Los Angeles, CA 90066



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Activity ID #ZAE0120483

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An aerial photograph of a residential complex, likely a gated community, with a blue semi-transparent overlay. The image shows several multi-story buildings, a parking lot with several cars, and lush greenery. The text is overlaid on the central part of the image.

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**MARINA DEL REY**

**VENICE BEACH**

**OCEAN VIEW PARK**

**SANTA MONICA PIER**

**4211 MCLAUGHLIN AVE**



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SECTION 1

# Executive Summary

OFFERING SUMMARY

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INVESTMENT HIGHLIGHTS

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# OFFERING SUMMARY



Listing Price  
**\$1,760,000**



Cap Rate  
**4.19%**



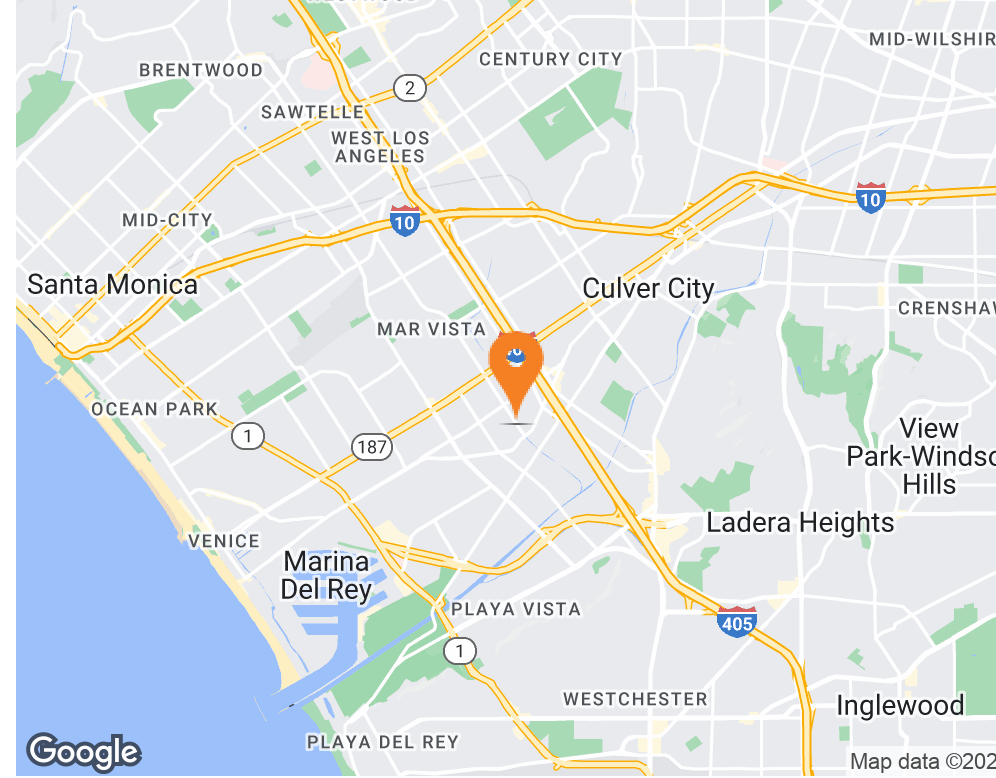
# of Units  
**5**

## FINANCIAL

Listing Price	\$1,760,000
NOI	\$73,819
Cap Rate	4.19%
GRM	15.79
Price/SF	\$388.01
Price/Unit	\$352,000

## OPERATIONAL

Gross SF	4,536 SF
# of Units	5
Lot Size	0.18 Acres (7,840 SF)
Year Built	1956





# 4211 MCLAUGHLIN AVE

4211 McLaughlin Ave, Los Angeles, CA 90066

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## INVESTMENT OVERVIEW

The LAAA Team of Marcus & Millichap is proud to present this well located 5 unit multifamily property located at 4211 McLaughlin Ave in prime Mar Vista, a highly sought after neighborhood in West Los Angeles.

Nestled in the heart of the coveted Mar Vista neighborhood, 4211 McLaughlin Ave presents an extraordinary opportunity for investors to acquire a multi-family asset with exceptional value-add potential. Built in 1956, this well-maintained property features a building size of 4,536 square feet and sits on a lot spanning 7,752 square feet (0.18 acres).

The property consists of five 2-bedroom, 1-bathroom units, each averaging about 900 square feet. Residents can enjoy a common area courtyard, perfect for outdoor relaxation, and a convenient common area laundry room. Parking will never be an issue, as the building offers eight parking spots—four surface spots in front and four garages in the back alley.

Significant investment has been made in the property over the years, overseen by the same meticulous owner for over 13 years. The kitchens in all units have been remodeled with wood cabinets, granite countertops, and stainless-steel appliances, all installed by licensed contractors. The flooring has also been upgraded—laminated in the living rooms and bedrooms, tile in kitchens and bathrooms—with the most recent upgrade featuring Mannington Adura Max waterproof luxury vinyl flooring in Apartment 1 as of September 2022. Additionally, to enhance energy efficiency, batt insulation was installed in the attics of both the front and rear buildings in 2019. For added security, the property features a locked front gate, locked laundry room, and rear gates, with all apartments equipped with double-lock systems.

One of the most enticing aspects of this investment is the considerable upside in gross rents. There's over 45% potential upside, and rents can be increased in February 2024, enhancing the buyer's income by approximately 8% without having to undertake any renovations. Additionally, the garages in the back alley are currently leased out, providing an extra stream of income. It's worth noting that the garage rents are not subject to rent control.

### Location Highlights: Mar Vista, West Los Angeles

Mar Vista offers a tranquil and family-friendly environment with excellent convenience to West LA's numerous amenities. A straight shot down Venice Boulevard takes you to the beach, while a short drive connects you to stores and the UCLA campus. Known for its laid-back atmosphere, Mar Vista stands as a quieter neighbor to the trendy Venice, attracting students, young families, and professionals seeking more space for their money. Highly rated for safety and community vibes, it's an attractive area for those who prefer a quieter lifestyle while still being close to the action.

SECTION 2

# Property Information

AMENITIES

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REGIONAL MAP

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LOCAL MAP

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AERIAL MAP

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## UNIT AMENITIES

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- All 2 Bedroom Units - Bright and Spacious
- Modern Renovations in Most Units
- Granite Countertops, Wood Cabinets, Stainless Steel Appliances, Updated Flooring
- Energy Efficient Property with New Insulation Lowering Utility Costs
- New Milgard Double-Paned Windows

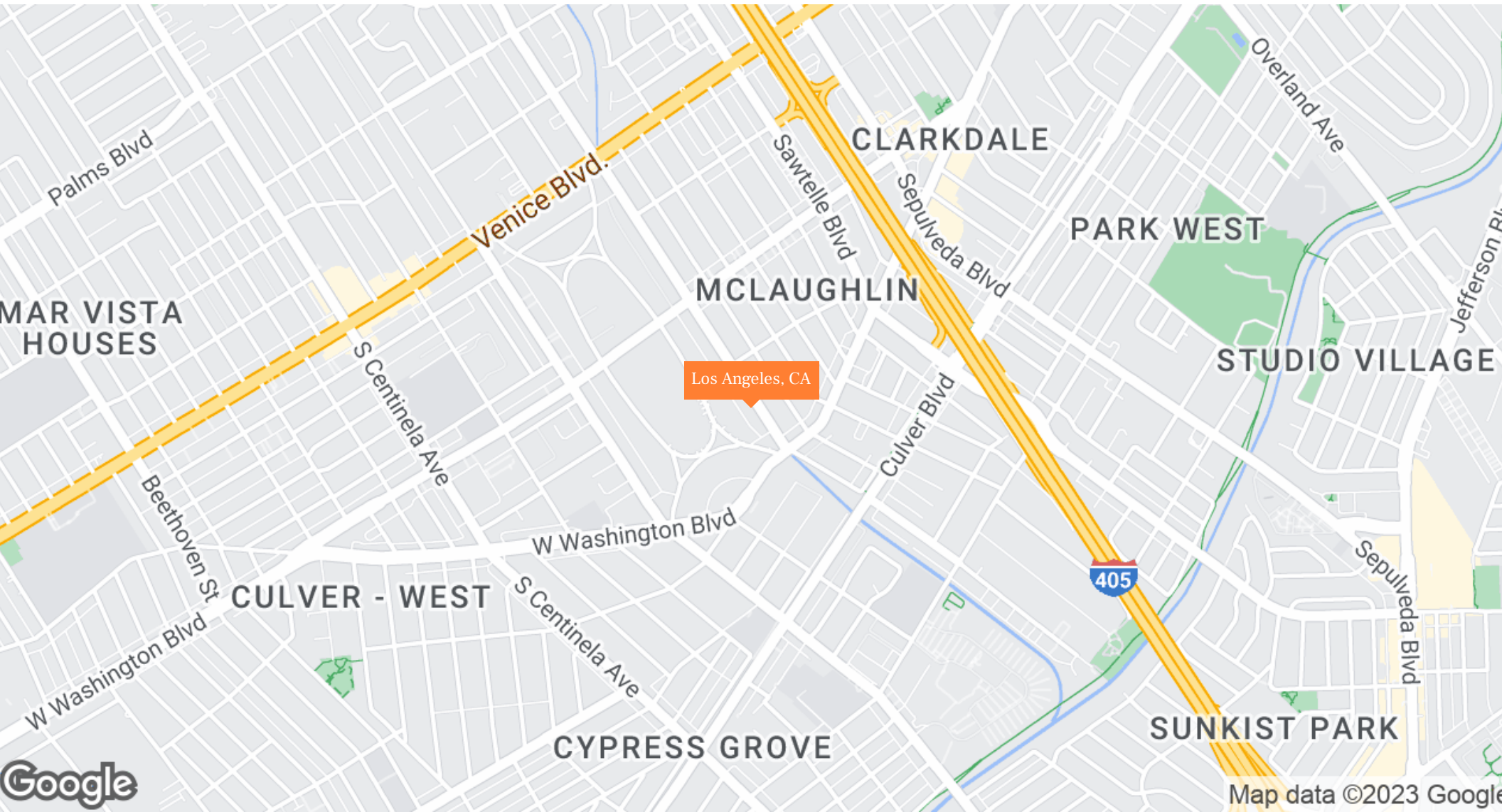
## COMMON-AREA AMENITIES

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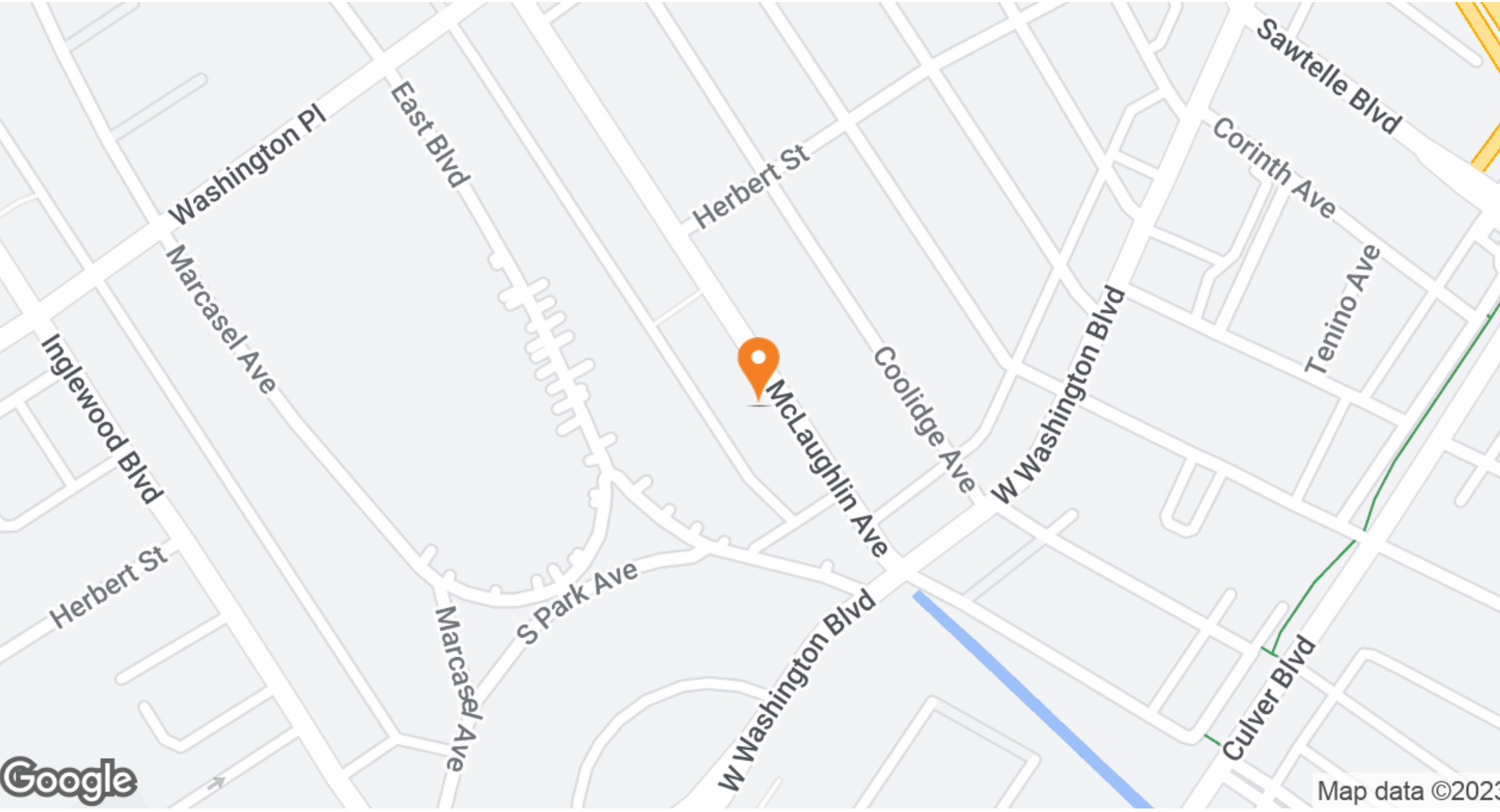
- Ample Parking: Total of 8 parking spots - 4 surface spots in front and 4 garages in the back alley.
- Secure & Convenient: Property features locked front and rear gates, locked laundry room, and double-lock systems on all apartment doors for enhanced security.
- Well-Maintained Property: Owned by the same meticulous owner for over 13 years, ensuring a high standard of upkeep.
- Common Area Laundry Room and Courtyard for Tenants to Enjoy
- Family-Friendly Location: Situated in the serene and safe Mar Vista neighborhood, offering an idyllic lifestyle for families and young professionals.



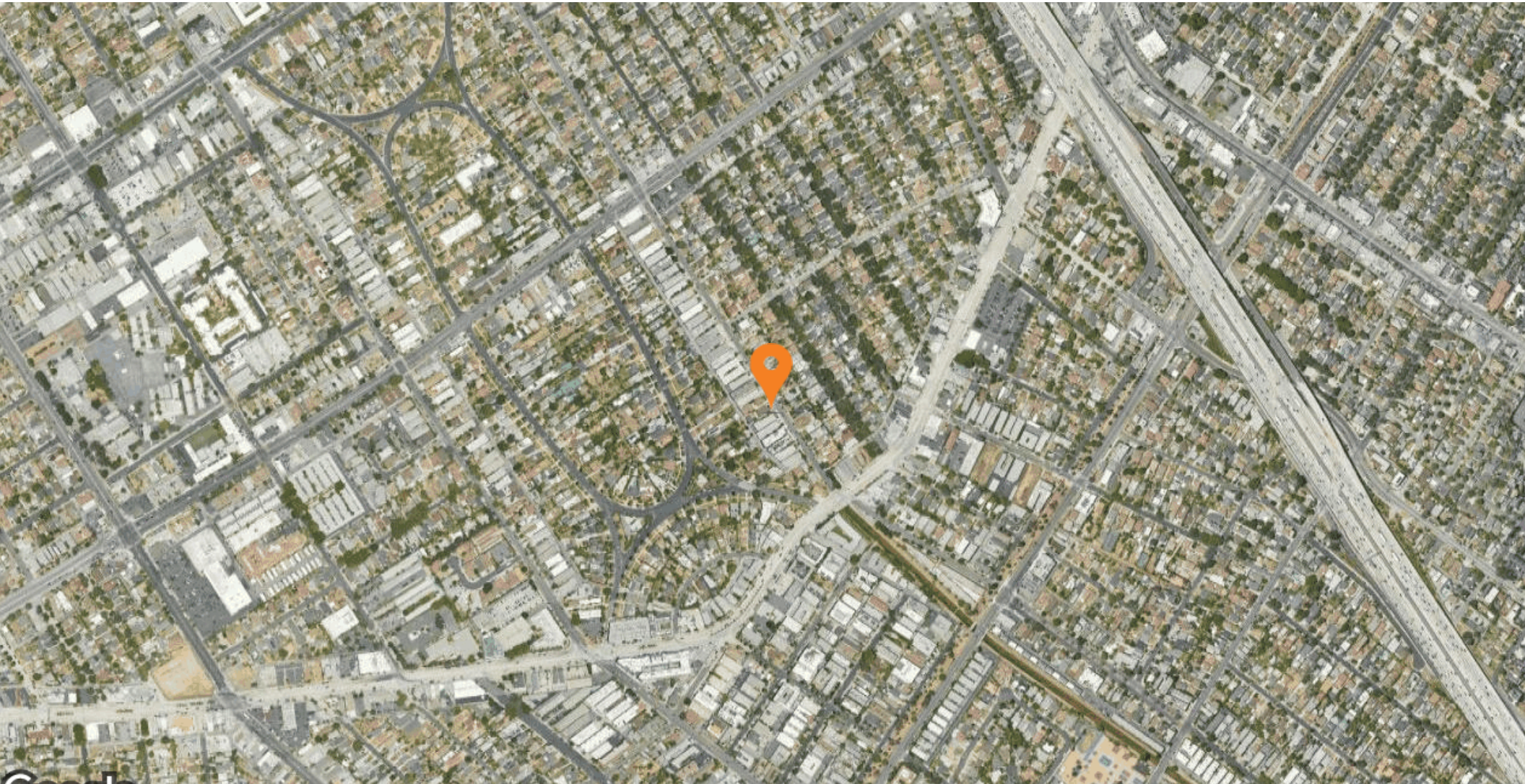
REGIONAL MAP // 4211 McLaughlin Ave



4211 McLaughlin Ave // LOCAL MAP



AERIAL MAP // 4211 McLaughlin Ave



Google / Airbus, Data CSUMB SFML, CA OPC, Data USGS, Maxar Technologies, U.S. Geological Survey, USDA/FPAC/GEBCO



SECTION 3

# Financial Analysis

FINANCIAL DETAILS

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## 4211 McLaughlin Ave // FINANCIAL DETAILS

As of November,2023

UNIT	UNIT TYPE	Square Feet	CURRENT Rent / Month	CURRENT Rent / SF/ Month	POTENTIAL Rent / Month	POTENTIAL Rent/ SF/ Month
1	2 Bed / 1 Bath	894	\$1,554	\$1.74	\$2,700	\$3.02
2	2 Bed / 1 Bath	894	\$2,300	\$2.57	\$2,700	\$3.02
3	2 Bed / 1 Bath	894	\$1,700	\$1.90	\$2,700	\$3.02
4	2 Bed / 1 Bath	894	\$1,700	\$1.90	\$2,700	\$3.02
5	2 Bed / 1 Bath	960	\$2,035	\$2.12	\$2,900	\$3.02
<b>Total</b>		<b>Square Feet: 4,536</b>	<b>\$9,289</b>	<b>\$2.05</b>	<b>\$13,700</b>	<b>\$3.02</b>

## FINANCIAL DETAILS // 4211 McLaughlin Ave

UNIT TYPE	# OF UNITS	AVG SQ FEET	RENTAL RANGE	Current			POTENTIAL		
				Average Rent	Average Rent / SF	Monthly Income	AVERAGE RENT	AVERAGE RENT / SF	MONTHLY INCOME
2 Bed / 1 Bath	5	907	\$1,554 - \$2,300	\$1,858	\$2.05	\$9,289	\$2,740	\$3.02	\$13,700
TOTALS/WEIGHTED AVERAGES	5	907		\$1,858	\$2.05	\$9,289	\$2,740	\$3.02	\$13,700
GROSS ANNUALIZED RENTS				\$111,468			\$164,400		

## 4211 McLaughlin Ave // FINANCIAL DETAILS

INCOME	Current		Pro Forma	NOTES	PER UNIT	PER SF
<b>Rental Income</b>						
Gross Current Rent	111,468		164,400		32,880	36.24
Physical Vacancy	(3,344)	3.0%	(4,932)	3.0%	(986)	(1.09)
<b>TOTAL VACANCY</b>	<b>(\$3,344)</b>	<b>3.0%</b>	<b>(\$4,932)</b>	<b>3.0%</b>	<b>(\$986)</b>	<b>(\$1)</b>
Effective Rental Income	108,124		159,468		31,894	35.16
<b>Other Income</b>						
Garage Income	6,900		9,600	[1]	1,920	2.12
Laundry Income	600		900	[2]	180	0.20
<b>TOTAL OTHER INCOME</b>	<b>\$7,500</b>		<b>\$10,500</b>		<b>\$2,100</b>	<b>\$2.31</b>
<b>EFFECTIVE GROSS INCOME</b>	<b>\$115,624</b>		<b>\$169,968</b>		<b>\$33,994</b>	<b>\$37.47</b>
<b>EXPENSES</b>						
Real Estate Taxes	21,120		21,120	[3]	4,224	4.66
Insurance	1,870		1,870	[4]	374	0.41
Utilities & Trash	7,403		7,403	[5]	1,481	1.63
Repairs & Maintenance	3,750		3,750	[6]	750	0.83
Gardening, Tree, Pest and Cleaning	2,367		2,367	[7]	473	0.52
License Fees	670		670	[8]	134	0.15
Management Fee	4,625	4.0%	6,799	4.0%	1,360	1.50
<b>TOTAL EXPENSES</b>	<b>\$41,805</b>		<b>\$43,979</b>		<b>\$8,796</b>	<b>\$9.70</b>
EXPENSES AS % OF EGI	36.2%		25.9%			
<b>NET OPERATING INCOME</b>	<b>\$73,819</b>		<b>\$125,989</b>		<b>\$25,198</b>	<b>\$27.78</b>

Notes and assumptions to the above analysis are on the following page.

NOTES TO OPERATING STATEMENT

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- [1] Seller provided financials
- [2] Seller provided financials
- [3] 1.20% of the purchase price
- [4] Seller provided financials
- [5] Seller provided financials
- [6] Seller provided financials
- [7] Seller provided financials
- [8] Seller provided financials
- [9] 4.0% of the gross income

## 4211 McLaughlin Ave // FINANCIAL DETAILS

SUMMARY		
Price	\$1,760,000	
Down Payment	\$660,000	38%
Number of Units	5	
Price Per Unit	\$352,000	
Price Per SqFt	\$388.01	
Gross SqFt	4,536	
Lot Size	0.18 Acres	
Approx. Year Built	1956	

RETURNS	Current	Pro Forma
CAP Rate	4.19%	7.16%
GRM	15.79	10.71
Cash-on-Cash	-2.75%	5.16%
Debt Coverage Ratio	0.80	1.37

FINANCING	1st Loan
Loan Amount	\$1,100,000
Loan Type	Interest Only
Interest Rate	8.36%
Amortization	30 Years
Year Due	2026

Loan information is subject to change. Contact your Marcus & Millichap Capital Corporation representative.

# OF UNITS	UNIT TYPE	SQFT/UNIT	SCHEDULED RENTS	MARKET RENTS
5	2 Bed / 1 Bath	907	\$1,858	\$2,740

OPERATING DATA				
INCOME		Current	Pro Forma	
Gross Scheduled Rent		\$111,468		\$164,400
Less: Vacancy/Deductions	3.0%	\$3,344	3.0%	\$4,932
Total Effective Rental Income		\$108,124		\$159,468
Other Income		\$7,500		\$10,500
Effective Gross Income		\$115,624		\$169,968
Less: Expenses	36.2%	\$41,805	25.9%	\$43,979
Net Operating Income		\$73,819		\$125,989
Cash Flow		\$73,819		\$125,989
Debt Service		\$91,960		\$91,960
Net Cash Flow After Debt Service		-2.75%	-\$18,141	5.16%
Principal Reduction		\$0		\$0
TOTAL RETURN		-2.75%	-\$18,141	5.16%

EXPENSES	Current	Pro Forma
Real Estate Taxes	\$21,120	\$21,120
Insurance	\$1,870	\$1,870
Utilities & Trash	\$7,403	\$7,403
Repairs & Maintenance	\$3,750	\$3,750
Gardening, Tree, Pest and Cleaning	\$2,367	\$2,367
License Fees	\$670	\$670
Management Fee	\$4,625	\$6,799
TOTAL EXPENSES	\$41,805	\$43,979
Expenses/Unit	\$8,361	\$8,796
Expenses/SF	\$9.22	\$9.70

SECTION 4

# Sale Comparables

SALE COMPS MAP

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SALE COMPS SUMMARY

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CAP RATE CHART

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GRM CHART

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PRICE PER SF CHART

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PRICE PER UNIT CHART

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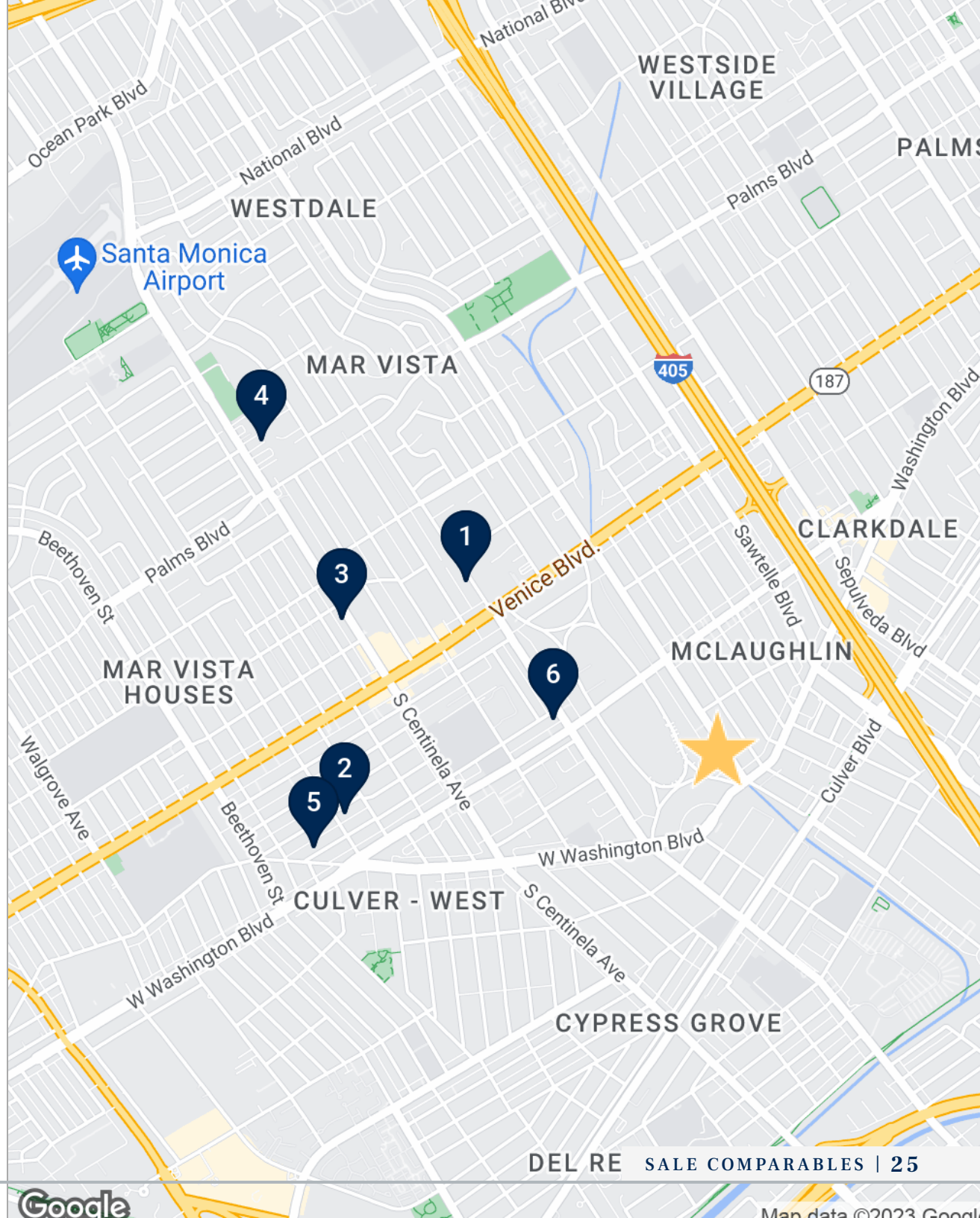
SALE COMPS

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# SALE COMPS MAP

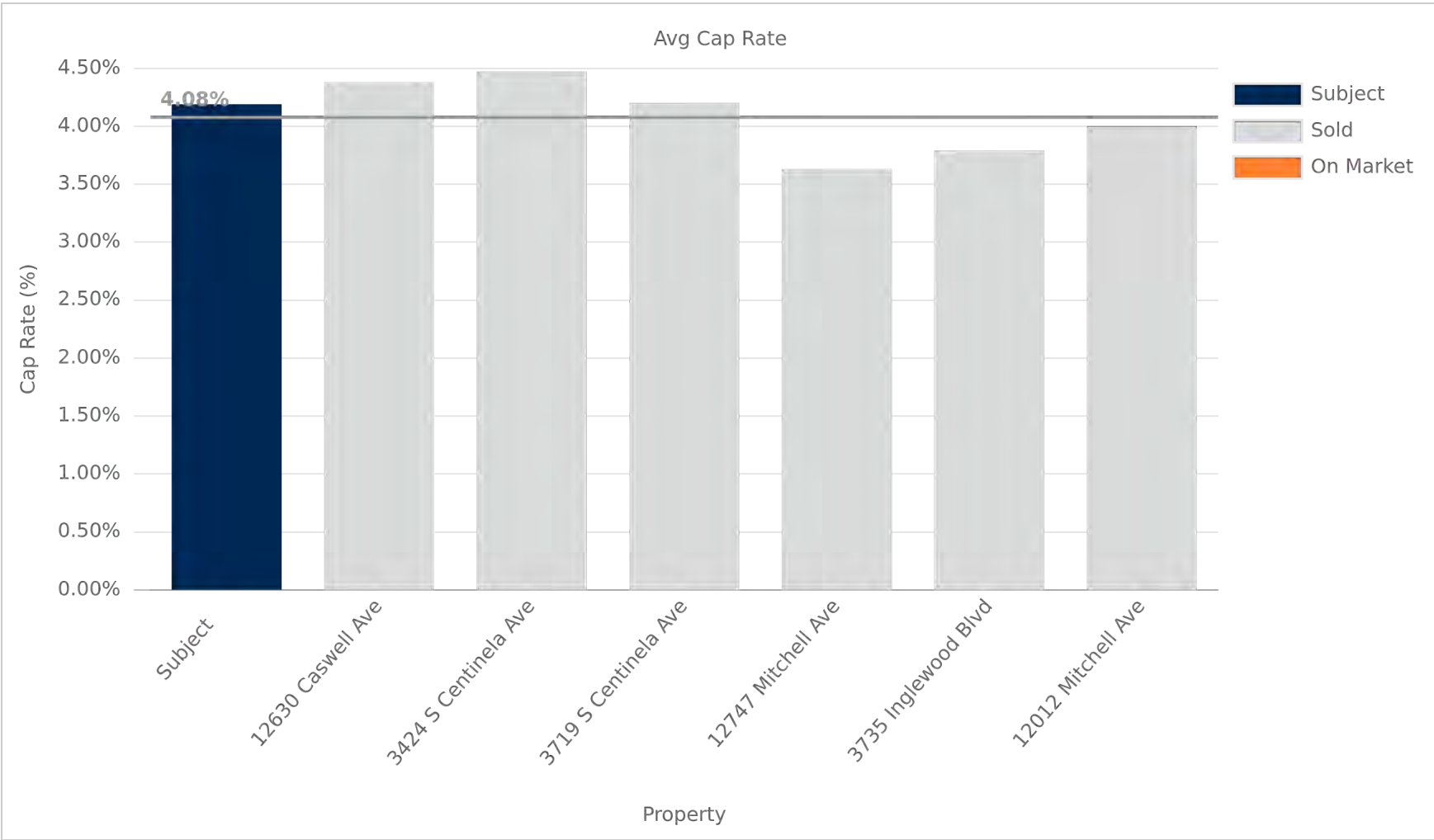
- ★ 4211 McLaughlin Ave
- 1 3735 Inglewood Blvd
- 2 12630 Caswell Ave
- 3 3719 S Centinela Ave
- 4 3424 S Centinela Ave
- 5 12747 Mitchell Ave
- 6 12012 Mitchell Ave



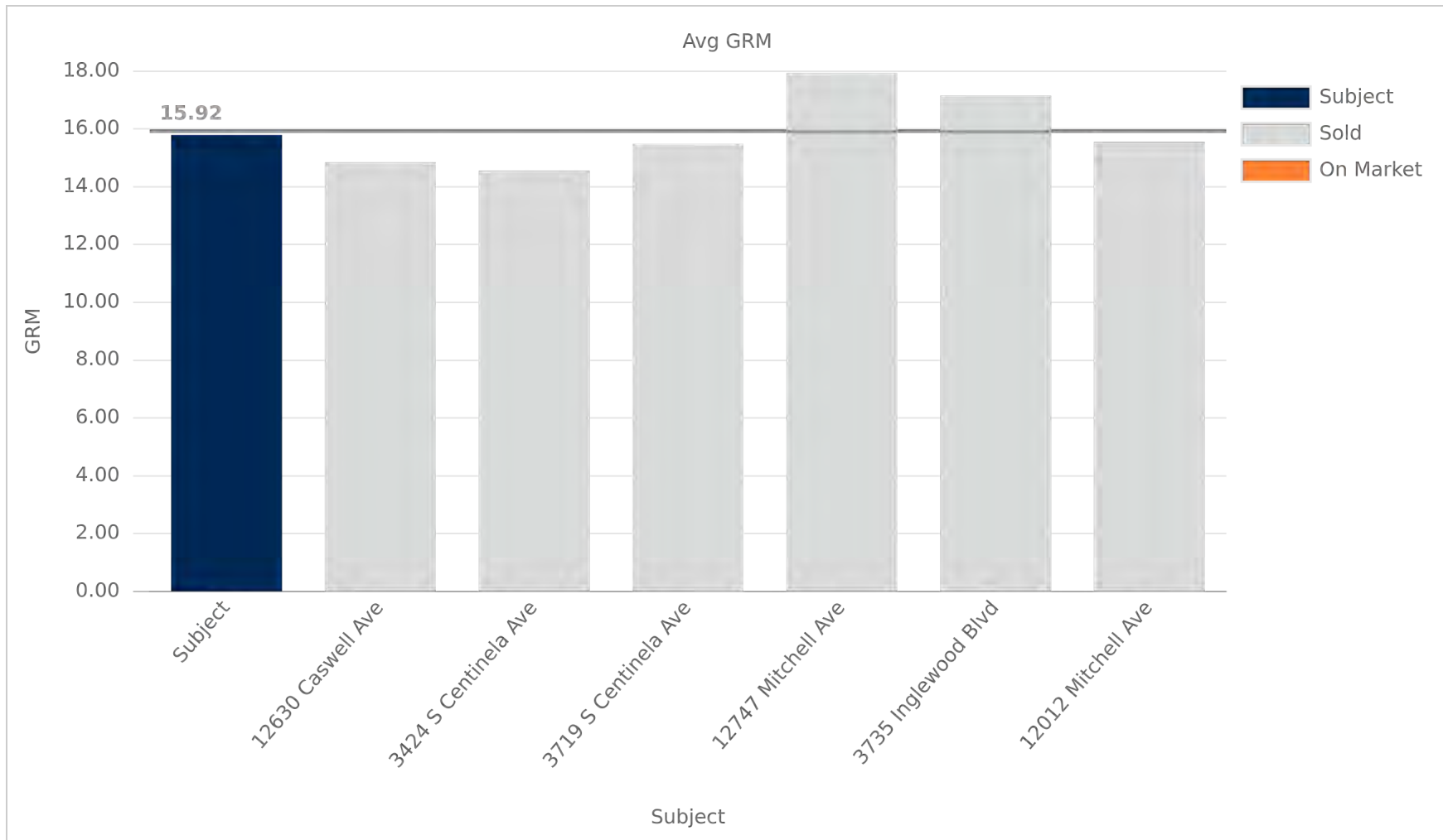
## SALE COMPS SUMMARY // 4211 McLaughlin Ave

	SUBJECT PROPERTY	PRICE	BLDG SF	PRICE/SF	LOT SIZE	PRICE/UNIT	CAP RATE	# OF UNITS	CLOSE
	<b>4211 McLaughlin Ave</b> 4211 McLaughlin Ave Los Angeles, CA 90066	\$1,760,000	4,536 SF	\$388.01	0.18 AC	\$352,000	4.19%	5	On Market
	SALE COMPARABLES	PRICE	BLDG SF	PRICE/SF	LOT SIZE	PRICE/UNIT	CAP RATE	# OF UNITS	CLOSE
	<b>3735 Inglewood Blvd</b> Los Angeles, CA 90066	\$3,076,000	6,826 SF	\$450.63	0.23 AC	\$307,600	3.79%	10	06/23/2023
	<b>12630 Caswell Ave</b> Los Angeles, CA 90066	\$3,335,000	7,408 SF	\$450.19	0.16 AC	\$370,555	4.38%	9	06/17/2022
	<b>3719 S Centinela Ave</b> Los Angeles, CA 90066	\$1,500,000	4,264 SF	\$351.78	0.11 AC	\$300,000	4.20%	5	12/05/2022
	<b>3424 S Centinela Ave</b> Los Angeles, CA 90066	\$4,200,000	9,527 SF	\$440.85	0.46 AC	\$420,000	4.47%	10	10/27/2022
	<b>12747 Mitchell Ave</b> Los Angeles, CA 90066	\$1,800,000	3,062 SF	\$587.85	0.16 AC	\$360,000	3.63%	5	12/21/2022
	<b>12012 Mitchell Ave</b> Los Angeles, CA 90066	\$2,350,000	5,699 SF	\$412.35	0.18 AC	\$293,750	4.00%	8	07/13/2023
	<b>AVERAGES</b>	<b>\$2,710,167</b>	<b>6,131 SF</b>	<b>\$448.94</b>	<b>0.22 AC</b>	<b>\$341,984</b>	<b>4.08%</b>	<b>8</b>	<b>-</b>

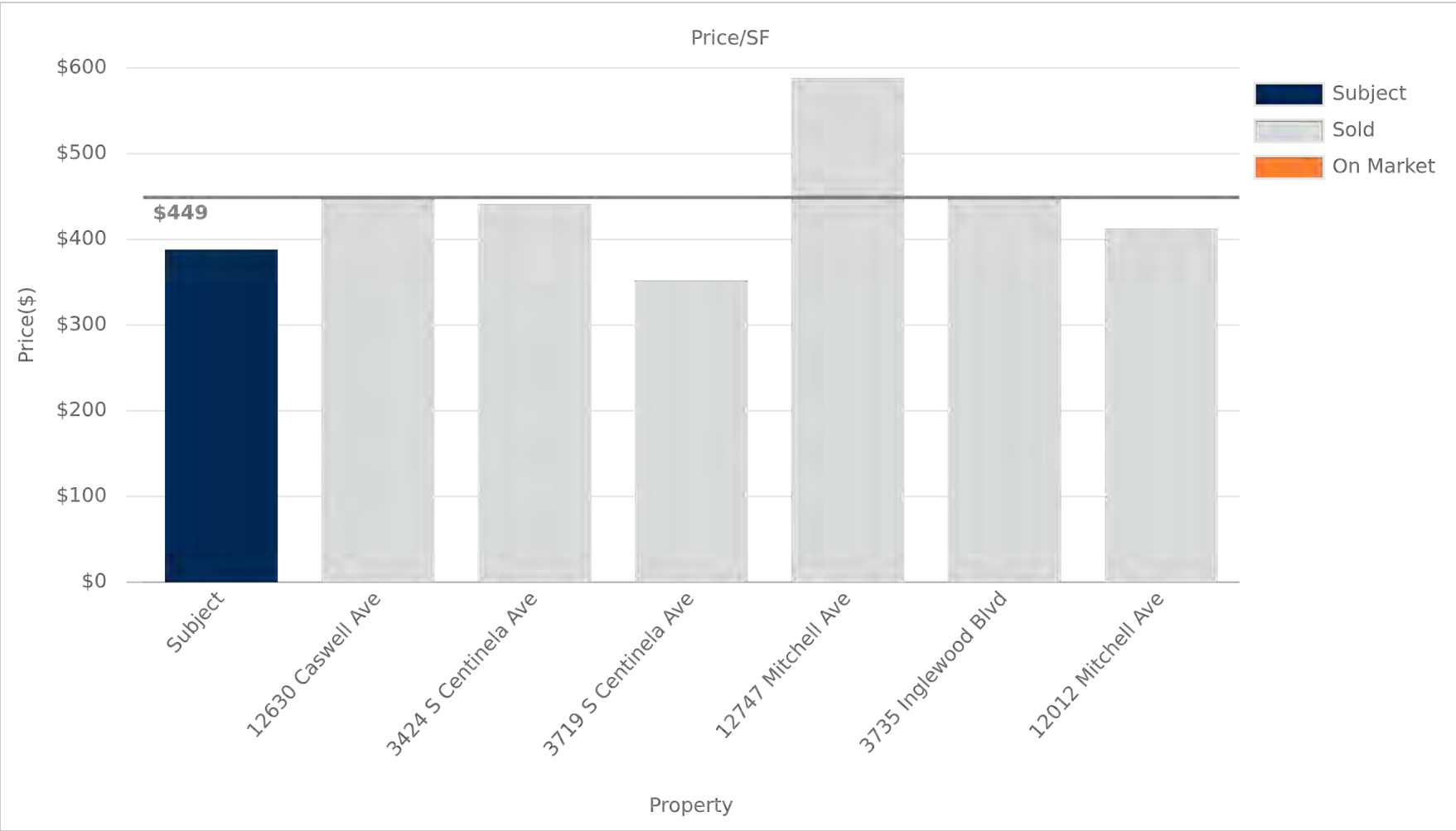
# 4211 McLaughlin Ave // CAP RATE CHART



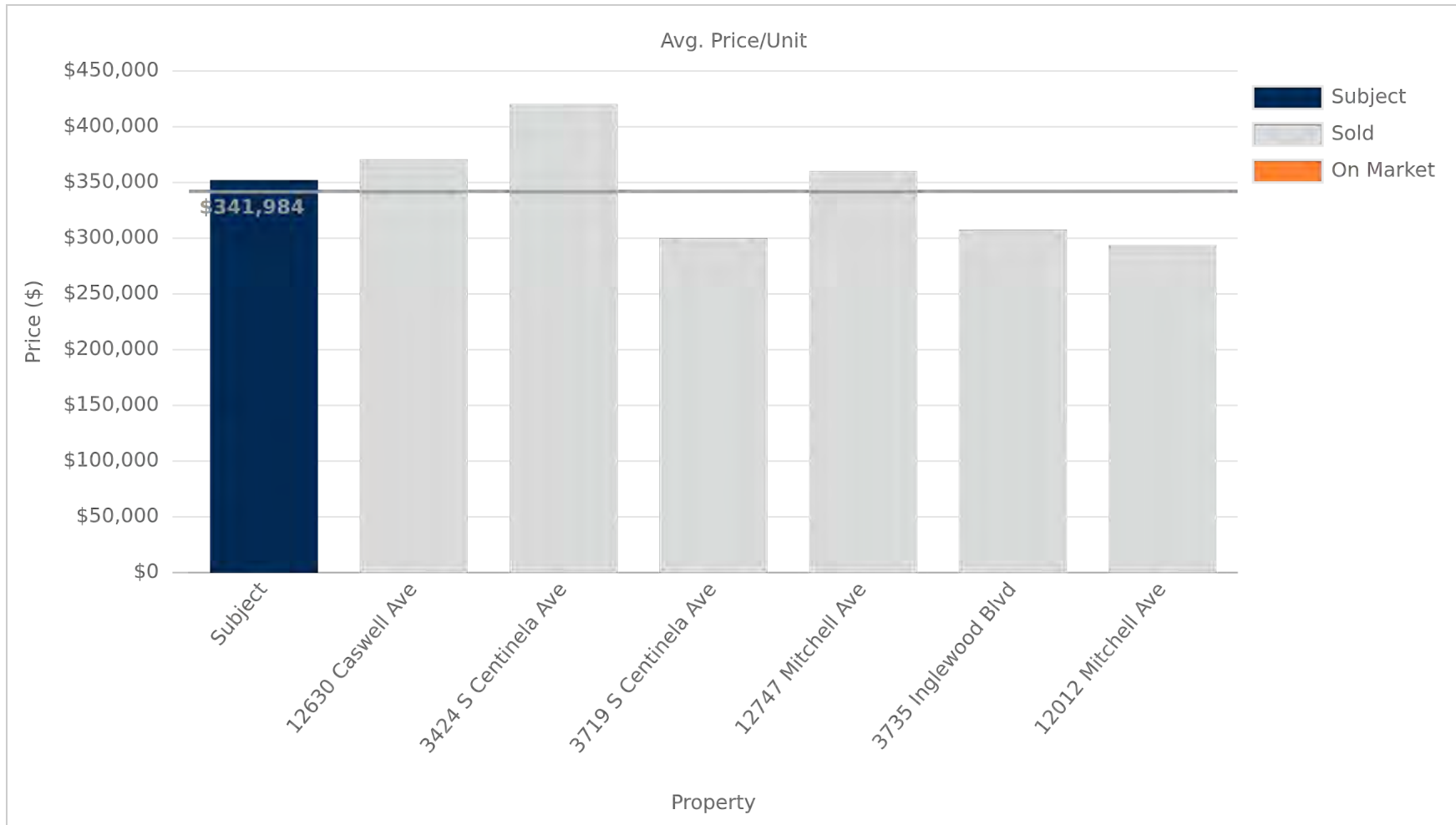
# GRM CHART // 4211 McLaughlin Ave



# 4211 McLaughlin Ave // PRICE PER SF CHART



# PRICE PER UNIT CHART // 4211 McLaughlin Ave



## 4211 McLaughlin Ave // SALE COMPS



### 4211 McLaughlin Ave

4211 McLaughlin Ave, Los Angeles, CA 90066

Listing Price:	\$1,760,000	Price/SF:	\$388.01
Property Type:	Multifamily	GRM:	15.79
NOI:	\$73,819	Cap Rate:	4.19%
Occupancy:	100%	Year Built:	1956
COE:	On Market	Number Of Units:	5
Lot Size:	0.18 Acres	Price/Unit:	\$352,000
Total SF:	4,536 SF		

UNIT TYPE	# UNITS	% OF	SIZE SF	RENT	RENT/SF
2 Bed / 1 Bath	5	100.0	907	\$1,858	\$2.05
TOTAL/AVG	5	100%	907	\$1,858	\$2.05



### 3735 Inglewood Blvd

Los Angeles, CA 90066

Sale Price:	\$3,076,000	Price/SF:	\$450.63
Property Type:	Multifamily	GRM:	17.15
NOI:	\$116,568	Cap Rate:	3.79%
Occupancy:	-	Year Built:	1957
COE:	06/23/2023	Number Of Units:	10
Lot Size:	0.23 Acres	Price/Unit:	\$307,600
Total SF:	6,826 SF		

UNIT TYPE	# UNITS	% OF	SIZE SF	RENT	RENT/SF
1 Bed / 1 Bath	8	80		\$1,407	
2 Bed / 1 Bath	2	20		\$1,743	
TOTAL/AVG	10	100%	0	\$1,474	

## SALE COMPS // 4211 McLaughlin Ave



**2** 12630 Caswell Ave  
Los Angeles, CA 90066

Sale Price:	\$3,335,000	Price/SF:	\$450.19
Property Type:	Multifamily	GRM:	14.84
NOI:	\$146,039	Cap Rate:	4.38%
Occupancy:	-	Year Built:	1965
COE:	06/17/2022	Number Of Units:	9
Lot Size:	0.16 Acres	Price/Unit:	\$370,555
Total SF:	7,408 SF		

UNIT TYPE	# UNITS	% OF	SIZE SF	RENT	RENT/SF
1 Bed / 1 Bath	3	33.3		\$1,782	
2 Bed / 1 Bath	4	44.4		\$2,147	
2 Bed / 2 Bath	2	22.2		\$2,396	
TOTAL/AVG	9	100%	0	\$2,080	



**3** 3719 S Centinela Ave  
Los Angeles, CA 90066

Sale Price:	\$1,500,000	Price/SF:	\$351.78
Property Type:	Multifamily	GRM:	15.48
NOI:	\$63,000	Cap Rate:	4.20%
Occupancy:	-	Year Built:	1955
COE:	12/05/2022	Number Of Units:	5
Lot Size:	0.11 Acres	Price/Unit:	\$300,000
Total SF:	4,264 SF		

UNIT TYPE	# UNITS	% OF	SIZE SF	RENT	RENT/SF
1 Bed / 1 Bath	1	20		\$1,093	
2 Bed / 1 Bath	4	80		\$1,746	
TOTAL/AVG	5	100%	0	\$1,615	



## 4211 McLaughlin Ave // SALE COMPS



**4 3424 S Centinela Ave**  
Los Angeles, CA 90066

Sale Price:	\$4,200,000	Price/SF:	\$440.85
Property Type:	Multifamily	GRM:	14.55
NOI:	\$187,628	Cap Rate:	4.47%
Occupancy:	-	Year Built:	1958
COE:	10/27/2022	Number Of Units:	10
Lot Size:	0.46 Acres	Price/Unit:	\$420,000
Total SF:	9,527 SF		

UNIT TYPE	# UNITS	% OF	SIZE SF	RENT	RENT/SF
Studio / 1 Bath	2	20		\$1,212	
1 Bed / 1 Bath	3	30		\$1,900	
2 Bed / 1 Bath	3	30		\$2,519	
3 Bed / 2 Bath	1	10		\$3,200	
5 Bed House	1	10		\$6,500	
<b>TOTAL/AVG</b>	<b>10</b>	<b>100%</b>	<b>0</b>	<b>\$2,538</b>	



**5 12747 Mitchell Ave**  
Los Angeles, CA 90066

Sale Price:	\$1,800,000	Price/SF:	\$587.85
Property Type:	Multifamily	GRM:	17.93
NOI:	\$65,262	Cap Rate:	3.63%
Occupancy:	-	Year Built:	1962
COE:	12/21/2022	Number Of Units:	5
Lot Size:	0.16 Acres	Price/Unit:	\$360,000
Total SF:	3,062 SF		

UNIT TYPE	# UNITS	% OF	SIZE SF	RENT	RENT/SF
1 Bed / 1 Bath	4	80		\$1,278	
2 Bed / 1 Bath	1	20		\$3,255	
<b>TOTAL/AVG</b>	<b>5</b>	<b>100%</b>	<b>0</b>	<b>\$1,673</b>	

## SALE COMPS // 4211 McLaughlin Ave



**6** 12012 Mitchell Ave  
Los Angeles, CA 90066

Sale Price:	\$2,350,000	Price/SF:	\$412.35
Property Type:	Multifamily	GRM:	15.55
NOI:	-	Cap Rate:	4.00%
Occupancy:	-	Year Built:	1952
COE:	07/13/2023	Number Of Units:	8
Lot Size:	0.18 Acres	Price/Unit:	\$293,750
Total SF:	5,699 SF		

UNIT TYPE	# UNITS	% OF	SIZE SF	RENT	RENT/SF
1 Bed / 1 Bath	6	75		\$1,480	
2 Bed / 1 Bath	2	25		\$1,854	
TOTAL/AVG	8	100%	0	\$1,573	

SECTION 5

# Lease Comparables

RENT COMPS MAP

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RENT COMPS SUMMARY

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RENT BY BED CHART

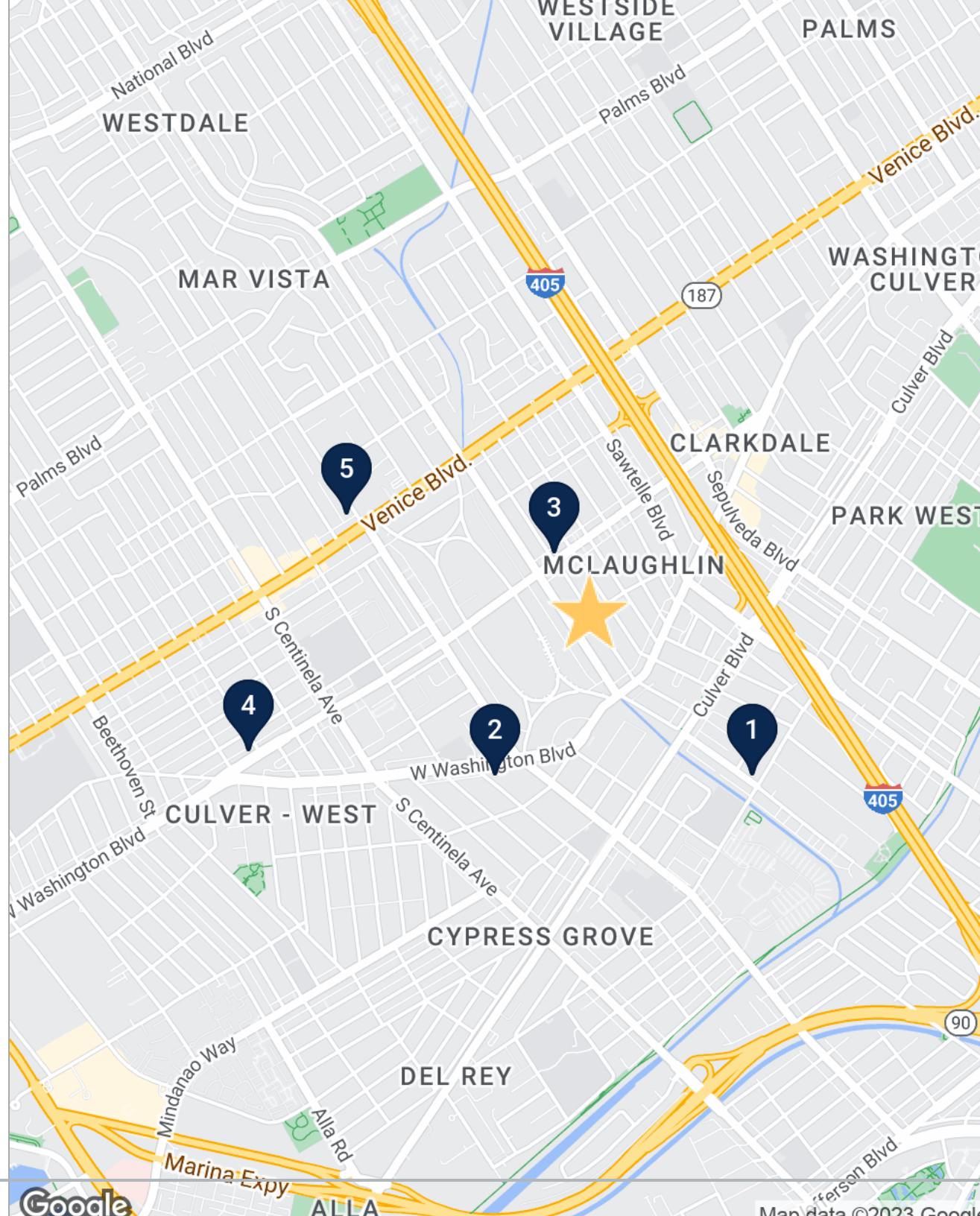
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RENT COMPS







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## RENT COMPS MAP

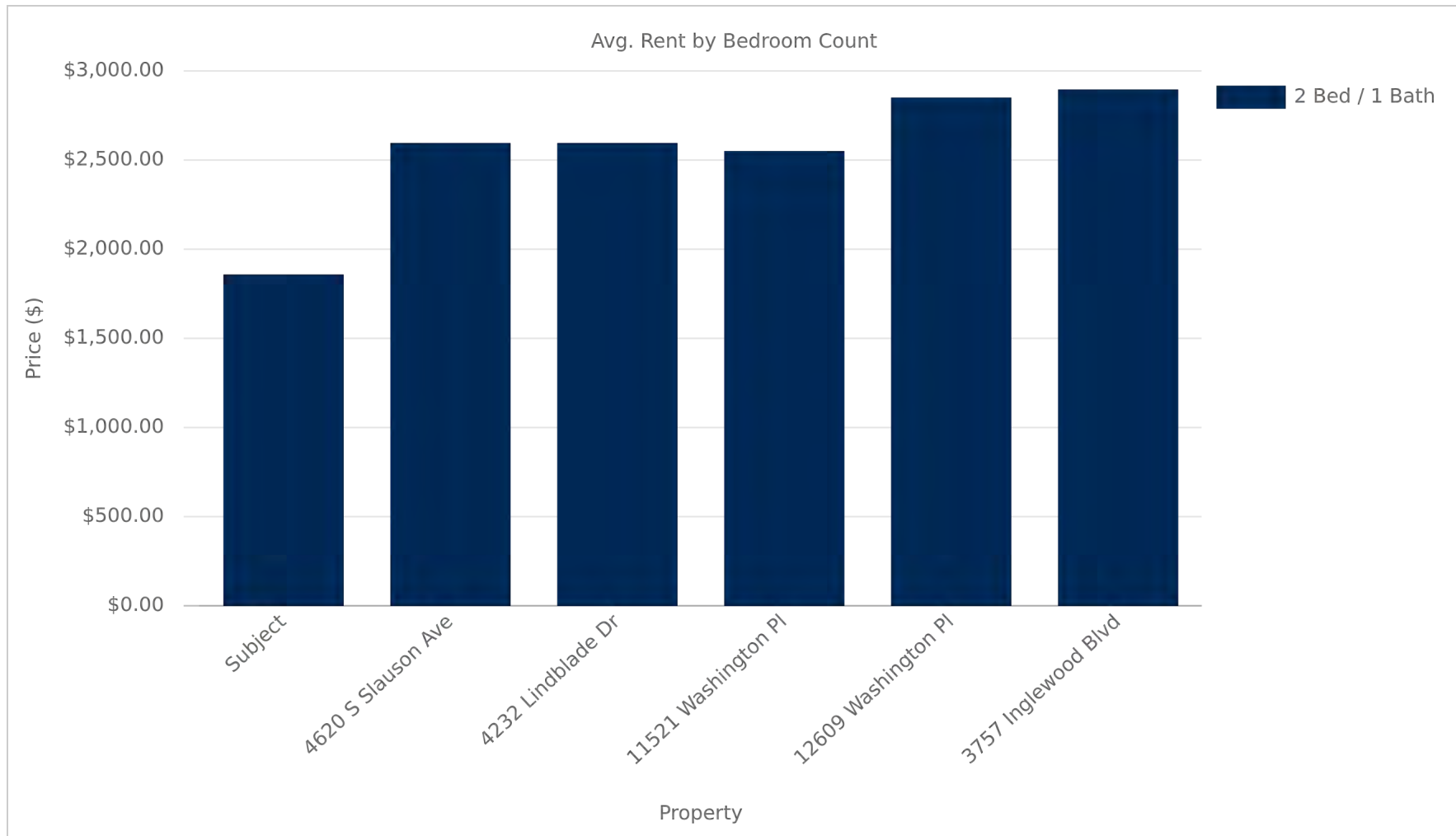
- ★ 4211 McLaughlin Ave
- 1 4620 S Slauson Ave
- 2 4232 Lindblade Dr
- 3 11521 Washington Pl
- 4 12609 Washington Pl
- 5 3757 Inglewood Blvd



## 4211 McLaughlin Ave // RENT COMPS SUMMARY

	SUBJECT PROPERTY	RENT/SF	AVG SIZE	AVG RENT/UNIT	LOT SIZE	# OF UNITS
	<b>4211 McLaughlin Ave</b> 4211 McLaughlin Ave Los Angeles, CA 90066	\$2.05	907 SF	\$1,858	0.18 AC	5
	RENT COMPARABLES	RENT/SF	AVG SIZE	AVG RENT/UNIT	LOT SIZE	# OF UNITS
	<b>4620 S Slauson Ave</b> Culver City, CA 90230	\$3.46	750 SF	\$2,595	0.52 AC	28
	<b>4232 Lindblade Dr</b> Los Angeles, CA 90066	\$3.71	700 SF	\$2,595	0.26 AC	13
	<b>11521 Washington Pl</b> Los Angeles, CA 90066	\$3.00	850 SF	\$2,550	0.12 AC	4
	<b>12609 Washington Pl</b> Los Angeles, CA 90066	\$3.17	900 SF	\$2,850	0.11 AC	4
	<b>3757 Inglewood Blvd</b> Los Angeles, CA 90066	\$3.05	950 SF	\$2,895	0.18 AC	4
	<b>AVERAGES</b>	<b>\$3.28</b>	<b>830 SF</b>	<b>\$2,697</b>	<b>0.24 AC</b>	<b>11</b>

## RENT BY BED CHART // 4211 McLaughlin Ave



## 4211 McLaughlin Ave // RENT COMPS

**★ 4211 McLaughlin Ave**  
4211 McLaughlin Ave, Los Angeles, CA 90066

 5 Units |  100% Total Occupancy |  Year Built 1956



UNIT TYPE	# UNITS	% OF	SIZE SF	RENT	RENT/SF
2 Bed / 1 Bath	5	100.0	907	\$1,858	\$2.05
TOTAL/AVG	5	100%	907	\$1,858	\$2.05

**1 4620 S Slauson Ave**  
Culver City, CA 90230

 28 Units |  Year Built 1988



UNIT TYPE	# UNITS	% OF	SIZE SF	RENT	RENT/SF
2 Bed / 1 Bath	1	100	750	\$2,595	\$3.46
TOTAL/AVG	1	100%	750	\$2,595	\$3.46

## RENT COMPS // 4211 McLaughlin Ave

**2** 4232 Lindblade Dr  
Los Angeles, CA 90066

 13 Units |  Year Built 1959



UNIT TYPE	# UNITS	% OF	SIZE SF	RENT	RENT/SF
2 Bed / 1 Bath	1	100	700	\$2,595	\$3.71
TOTAL/AVG	1	100%	700	\$2,595	\$3.71

**3** 11521 Washington Pl  
Los Angeles, CA 90066

 4 Units |  Year Built 1951



UNIT TYPE	# UNITS	% OF	SIZE SF	RENT	RENT/SF
2 Bed / 1 Bath	1	100	850	\$2,550	\$3.00
TOTAL/AVG	1	100%	850	\$2,550	\$3.00



## 4211 McLaughlin Ave // RENT COMPS

**4** 12609 Washington Pl  
Los Angeles, CA 90066

 4 Units |  Year Built 1952



UNIT TYPE	# UNITS	% OF	SIZE SF	RENT	RENT/SF
2 Bed / 1 Bath	1	100	900	\$2,850	\$3.17
TOTAL/AVG	1	100%	900	\$2,850	\$3.17

**5** 3757 Inglewood Blvd  
Los Angeles, CA 90066

 4 Units |  Year Built 1955



UNIT TYPE	# UNITS	% OF	SIZE SF	RENT	RENT/SF
2 Bed / 1 Bath	1	100	950	\$2,895	\$3.05
TOTAL/AVG	1	100%	950	\$2,895	\$3.05

SECTION 6

# Market Overview

MARKET OVERVIEW

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DEMOGRAPHICS

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Marcus & Millichap  
LAAA TEAM

## WESTSIDE CITIES, LOS ANGELES

The Westside Cities area is located west of downtown Los Angeles and north of Los Angeles International Airport. The market contains the following submarkets: Brentwood-Westwood-Beverly Hills; West Hollywood; Century City; Palms-Mar Vista; and Santa Monica-Marina del Rey. Cities from Venice to Playa del Rey to Culver City are all located within these submarkets. The region is projected to add 13,500 residents through 2025, resulting in the formation of more than 7,500 households.



## METRO HIGHLIGHTS



### GROWING TECH SECTOR

The region's growing high-tech sector has awarded the Santa Monica/Venice area the nickname of "Silicon Beach," attracting companies such as Google.



### WELL-EDUCATED WORKFORCE

More than twice as many adults possess a bachelor's degree compared with the nation and 28 percent also hold a graduate or professional degree.



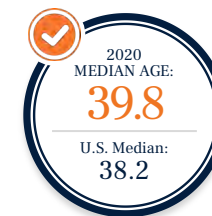
### HIGH INCOMES

Educational attainment translates into a median household income that is well above the national average. High home prices, however, keep the homeownership level below 40 percent, providing a strong rental market.

## ECONOMY

- Major employers in the region include entertainment giants CAA, Netflix and Sony Pictures. While roughly one-quarter of jobs are in the industry, ancillary businesses tied to entertainment are a major source of employment, as is marketing, advertising, media and tech.
- The large healthcare industry is represented by UCLA Medical Group, Cedars-Sinai Medical Center, Providence Saint John's Health Center, and the local VA.
- Educational institutions throughout the market, including UCLA, Loyola Marymount and Pepperdine University, employ more than 42,000 workers.
- Tourism and retail shopping are also major drivers of the local economy.

## DEMOGRAPHICS



\*Forecast  
Sources: Marcus & Millichap Research Services; BLS; Bureau of Economic Analysis; Experian; Fortune; Moody's Analytics; U.S. Census Bureau

# DEMOGRAPHICS // 4211 McLaughlin Ave

POPULATION	1 Mile	3 Miles	5 Miles
<b>2027 Projection</b>			
Total Population	46,121	278,423	716,861
<b>2022 Estimate</b>			
Total Population	45,693	270,346	700,431
<b>2010 Census</b>			
Total Population	44,530	253,348	668,069
<b>2000 Census</b>			
Total Population	47,075	243,482	653,527
<b>Daytime Population</b>			
2022 Estimate	32,793	321,157	926,702
<b>HOUSEHOLDS</b>			
<b>2027 Projection</b>			
Total Households	18,921	126,647	325,970
<b>2022 Estimate</b>			
Total Households	18,607	122,124	317,116
Average (Mean) Household Size	2.4	2.2	2.2
<b>2010 Census</b>			
Total Households	18,003	113,385	299,687
<b>2000 Census</b>			
Total Households	18,283	108,132	293,045
Growth 2022-2027	1.7%	3.7%	2.8%
<b>HOUSING UNITS</b>			
<b>Occupied Units</b>			
2027 Projection	20,010	136,716	354,552
2022 Estimate	19,628	131,422	343,877
Owner Occupied	5,559	48,427	110,311
Renter Occupied	13,048	73,697	206,806
Vacant	1,021	9,297	26,760
<b>Persons in Units</b>			
2022 Estimate Total Occupied Units	18,607	122,124	317,116
1 Person Units	33.6%	36.6%	38.8%
2 Person Units	30.8%	34.6%	32.5%
3 Person Units	14.5%	14.0%	13.3%
4 Person Units	10.9%	9.6%	9.1%
5 Person Units	5.2%	3.2%	3.5%
6+ Person Units	5.1%	2.1%	2.7%

HOUSEHOLDS BY INCOME	1 Mile	3 Miles	5 Miles
<b>2022 Estimate</b>			
\$200,000 or More	11.1%	19.9%	17.8%
\$150,000-\$199,999	9.9%	12.1%	10.8%
\$100,000-\$149,999	16.9%	18.6%	17.9%
\$75,000-\$99,999	11.1%	11.8%	11.8%
\$50,000-\$74,999	16.6%	13.6%	13.3%
\$35,000-\$49,999	10.5%	7.7%	8.1%
\$25,000-\$34,999	6.5%	4.8%	5.5%
\$15,000-\$24,999	8.0%	4.7%	5.7%
Under \$15,000	9.3%	6.9%	9.0%
Average Household Income	\$113,932	\$150,429	\$141,166
Median Household Income	\$73,254	\$101,217	\$92,484
Per Capita Income	\$46,612	\$68,400	\$64,290
<b>POPULATION PROFILE</b>			
<b>Population By Age</b>			
2022 Estimate Total Population	45,693	270,346	700,431
Under 20	19.8%	17.8%	17.9%
20 to 34 Years	25.5%	24.6%	25.6%
35 to 39 Years	8.8%	9.1%	8.6%
40 to 49 Years	14.4%	14.4%	13.9%
50 to 64 Years	17.6%	18.2%	18.1%
Age 65+	13.9%	16.0%	16.0%
Median Age	37.6	39.1	38.8
<b>Population 25+ by Education Level</b>			
2022 Estimate Population Age 25+	34,112	207,566	530,623
Elementary (0-8)	10.4%	4.0%	5.1%
Some High School (9-11)	6.8%	3.1%	4.0%
High School Graduate (12)	14.6%	10.3%	11.8%
Some College (13-15)	18.9%	16.0%	16.9%
Associate Degree Only	5.7%	5.6%	5.5%
Bachelor's Degree Only	27.9%	36.3%	33.5%
Graduate Degree	15.7%	24.7%	23.2%
<b>Population by Gender</b>			
2022 Estimate Total Population	45,693	270,346	700,431
Male Population	50.3%	48.8%	48.1%
Female Population	49.7%	51.2%	51.9%



### POPULATION

In 2022, the population in your selected geography is 700,431. The population has changed by 7.2 percent since 2000. It is estimated that the population in your area will be 716,861 five years from now, which represents a change of 2.3 percent from the current year. The current population is 48.1 percent male and 51.9 percent female. The median age of the population in your area is 38.8, compared with the U.S. average, which is 38.6. The population density in your area is 8,917 people per square mile.



### HOUSEHOLDS

There are currently 317,116 households in your selected geography. The number of households has changed by 8.2 percent since 2000. It is estimated that the number of households in your area will be 325,970 five years from now, which represents a change of 2.8 percent from the current year. The average household size in your area is 2.2 people.



### INCOME

In 2022, the median household income for your selected geography is \$92,484, compared with the U.S. average, which is currently \$66,422. The median household income for your area has changed by 98.5 percent since 2000. It is estimated that the median household income in your area will be \$108,891 five years from now, which represents a change of 17.7 percent from the current year.

The current year per capita income in your area is \$64,290, compared with the U.S. average, which is \$37,200. The current year's average household income in your area is \$141,166, compared with the U.S. average, which is \$96,357.



### EMPLOYMENT

In 2022, 385,251 people in your selected area were employed. The 2000 Census revealed that 78.2 percent of employees are in white-collar occupations in this geography, and 21.8 percent are in blue-collar occupations. In 2022, unemployment in this area was 6.0 percent. In 2000, the average time traveled to work was 23.4 minutes.



### HOUSING

The median housing value in your area was \$882,559 in 2022, compared with the U.S. median of \$250,735. In 2000, there were 103,984 owner-occupied housing units and 189,061 renter-occupied housing units in your area. The median rent at the time was \$787.



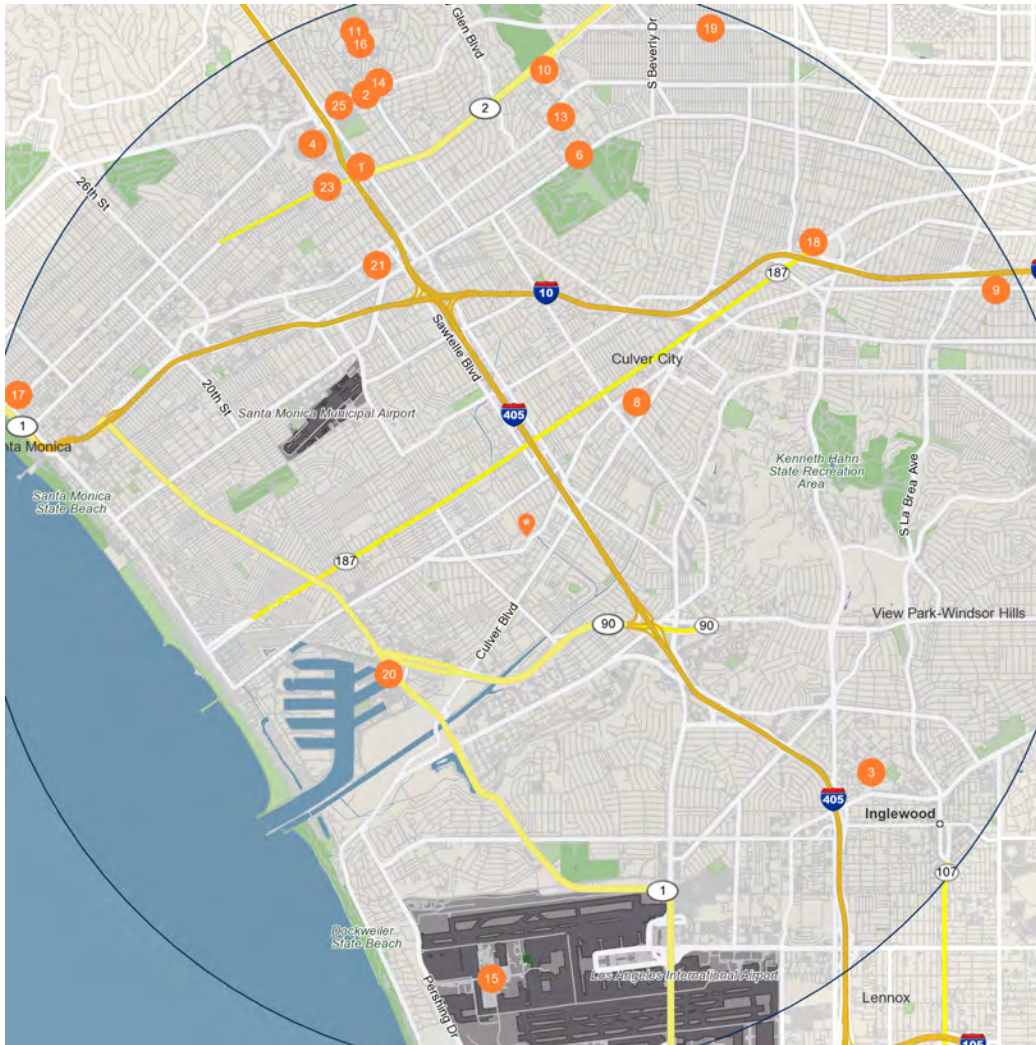
### EDUCATION

The selected area in 2022 had a higher level of educational attainment when compared with the U.S. averages. 23.2 percent of the selected area's residents had earned a graduate degree compared with the national average of only 12.3 percent, and 33.5 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 5.5 percent vs. 8.4 percent, respectively.

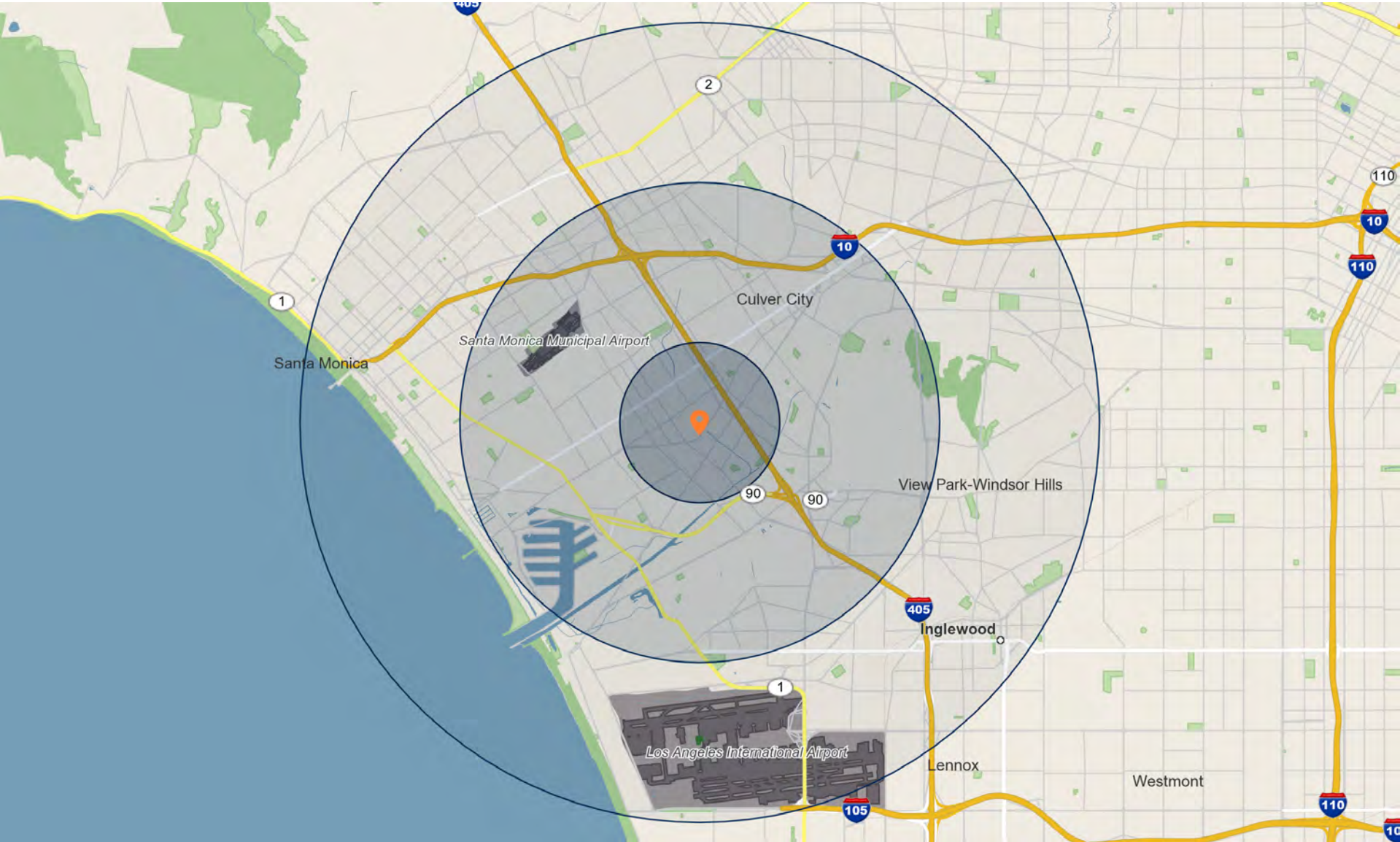
The area had fewer high-school graduates, 11.8 percent vs. 27.1 percent for the nation. The percentage of residents who completed some college is also lower than the average for the nation, at 16.9 percent in the selected area compared with the 20.4 percent in the U.S.

# DEMOGRAPHICS // 4211 McLaughlin Ave



Major Employers		Employees
1	Green Equity Investors IV LP	15,000
2	Ucla Health System Auxiliary	11,154
3	Security Indust Specialists Inc	5,246
4	Veterans Health Administration-West Los Angeles V A Med Ctr	4,374
5	Veterans Health Administration-Greater Los Angeles Health	4,050
6	Twentieth Cntury Fox Japan Inc-News Corp - Fox	4,000
7	Gold Parent LP	3,400
8	Sony Pictures Entrmt Inc-Sony Pictures Studios	3,000
9	Wand Topco Inc	2,713
10	Career Group Inc-Fourthfloor Fashion Talent	2,100
11	University Cal Los Angeles-Ronald Reagan UCLA Medical Ctr	2,056
12	Project Skyline Intermediate H	2,020
13	Fox Inc-Home Entertainment Div	2,000
14	P-Wave Holdings LLC	1,961
15	Aero California Airlines	1,951
16	University Cal Los Angeles-Ucla Medical Center	1,850
17	Clearlake Capital Partners	1,832
18	Kaiser Foundation Hospitals-Kaiser Prmnnte W Los Angles Me	1,800
19	Magic Workforce Solutions LLC	1,749
20	Cfhs Holdings Inc-Centinela Frman Rgonal Med Ctr	1,746
21	Wonderful Company LLC	1,583
22	Wonderful Agency	1,583
23	Gateway Mercury Holdings LLC	1,501
24	Gores Radio Holdings LLC	1,351
25	Executive Office of US Gvrnmen	1,350

4211 McLaughlin Ave // DEMOGRAPHICS





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