Marcus & Millichap

Offering Memorandum

12121 LA MAIDA ST

12121 La Maida St • North Hollywood, CA 91607

NON-ENDORSEMENT AND DISCLAIMER NOTICE

Confidentiality and 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. Marcus & Millichap is a service mark of Marcus & Millichap Real Estate Investment Services, Inc.

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.

12121 LA MAIDA ST
North Hollywood, CA
ACT ID Z0120944

Marcus & Millichap

SECTION

Marcus & Millichap

INVESTMENT OVERVIEW

EXECUTIVE SUMMARY

VITAL DATA				
Price	$3,898,000		CURRENT	PRO FORMA
Loan Amount	$2,285,000	CAP Rate	3.81%	6.05%
Loan Type	Existing	GRM	15.43	11.42
Interest Rate / Amortization	5.25% / 2 Years	Net Operating Income	$148,540	$235,740
Price/Unit	$243,625	Net Cash Flow After Debt Service	1.77% / $28,578	7.18% / $115,778
Price/SF	$286.45	Total Return	1.77% / $28,578	7.18% / $115,778
Number of Units	16			
Rentable Square Feet	13,608			
Year Built / Renovated	1954 / 1954			
Lot Size	0.44 acre(s)			

UNIT MIX		
NUMBER OF UNITS	**UNIT TYPE**	**APPROX. SQUARE FEET**
11	1+1	
5	2+1	
16	Total	13,608

MAJOR EMPLOYERS

EMPLOYER	# OF EMPLOYEES
Disney	15,158
Walt Disney Company	9,434
Victory Studio	5,000
Warner Bros Television	5,000
Ticketmaster Entertainment LLC	4,390
Kaiser Permanente	3,000
Providence Holy Cross	2,930
Andrews International Inc	2,254
Providence St Joseph Med Ctr	2,099
Mann Theaters	2,000
PROVIDENCE HOLY CROSS FOUNDATI	2,000
Universal City Studios Prod	2,000

DEMOGRAPHICS

	1-Miles	3-Miles	5-Miles
2017 Estimate Pop	36,623	262,595	601,947
2010 Census Pop	33,893	248,596	569,657
2017 Estimate HH	18,220	112,280	241,983
2010 Census HH	16,663	104,984	226,482
Median HH Income	$66,993	$60,401	$61,258
Per Capita Income	$52,032	$41,928	$40,815
Average HH Income	$104,091	$97,833	$101,172

INVESTMENT OVERVIEW

Marcus & Millichap is pleased to present 12121 La Maida in Valley Village, a 16-unit apartment building built in 1954. Located just west of Laurel Canyon and north of Riverside Drive in an excellent part of Valley Village. The property consists of 11, One-Bedroom/One-Bath Units and Five, Two-Bedroom/One-Bath Units.

The Property is conveniently located near Gelson's Supermarket, Studio City Golf and Tennis, Studio City Park and the 101 freeway. Residents are walking distance to the bus lines along Laurel Canyon and an array of wonderful shopping and dining destinations along Ventura Boulevard.

Investors should see this as a rare opportunity to own a very well located property in the highly desirable Valley Village/ Studio City area with very strong upside in rents as units turn.

INVESTMENT HIGHLIGHTS

- Prime Valley Village Location
- Desirable Unit Mix of Large and Spacious One and Two Bedroom Units
- Courtyard with a Pool
- On Site Laundry
- Gated Parking
- Large 19,139-Square Foot Lot for Future Development Opportunity

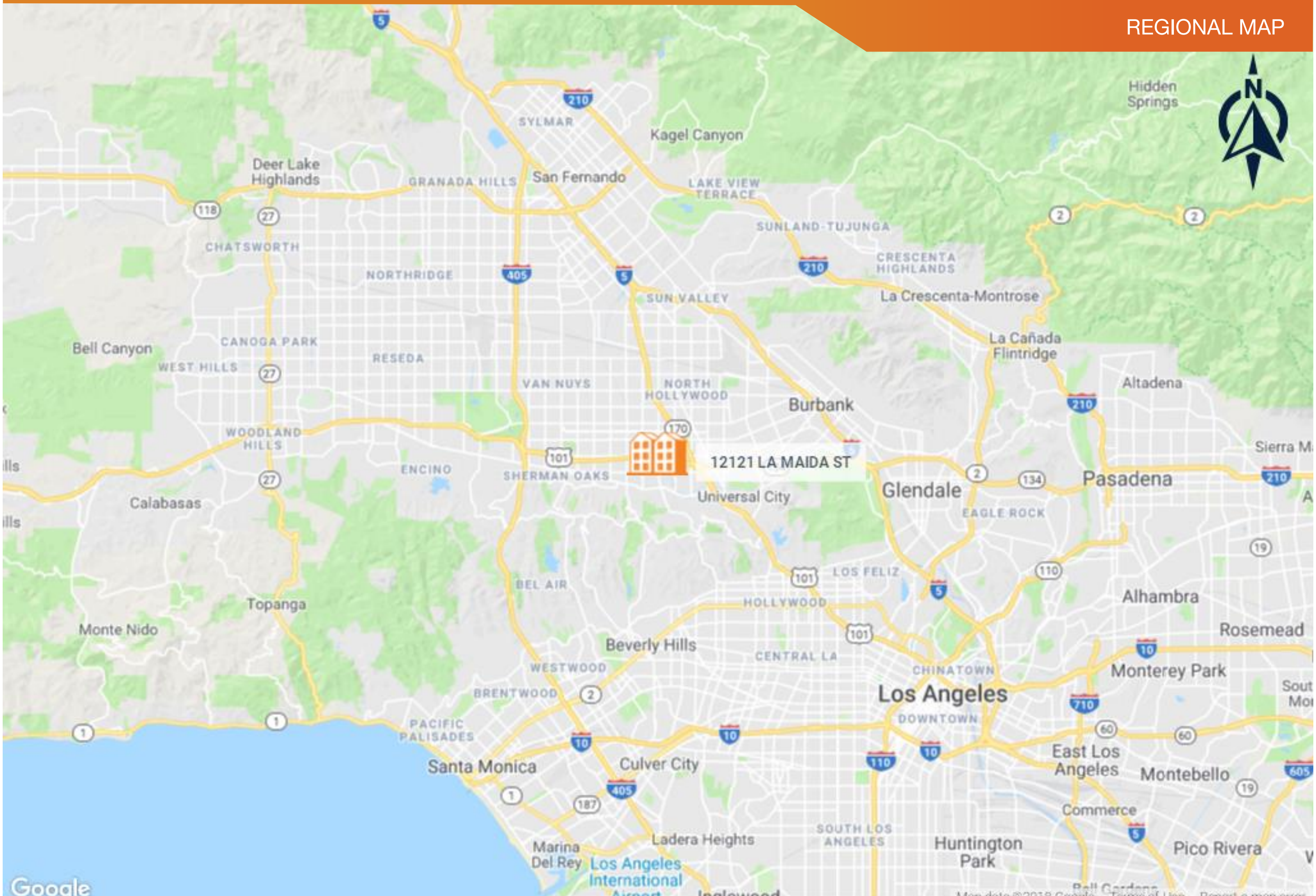
PROPERTY SUMMARY

THE OFFERING	
Property	12121 La Maida St
Price	$3,898,000
Property Address	12121 La Maida St, North Hollywood, CA
SITE DESCRIPTION	
Number of Units	16
Year Built/Renovated	1954
Rentable Square Feet	13,608
Lot Size	0.44 acre(s)
Type of Ownership	Fee Simple

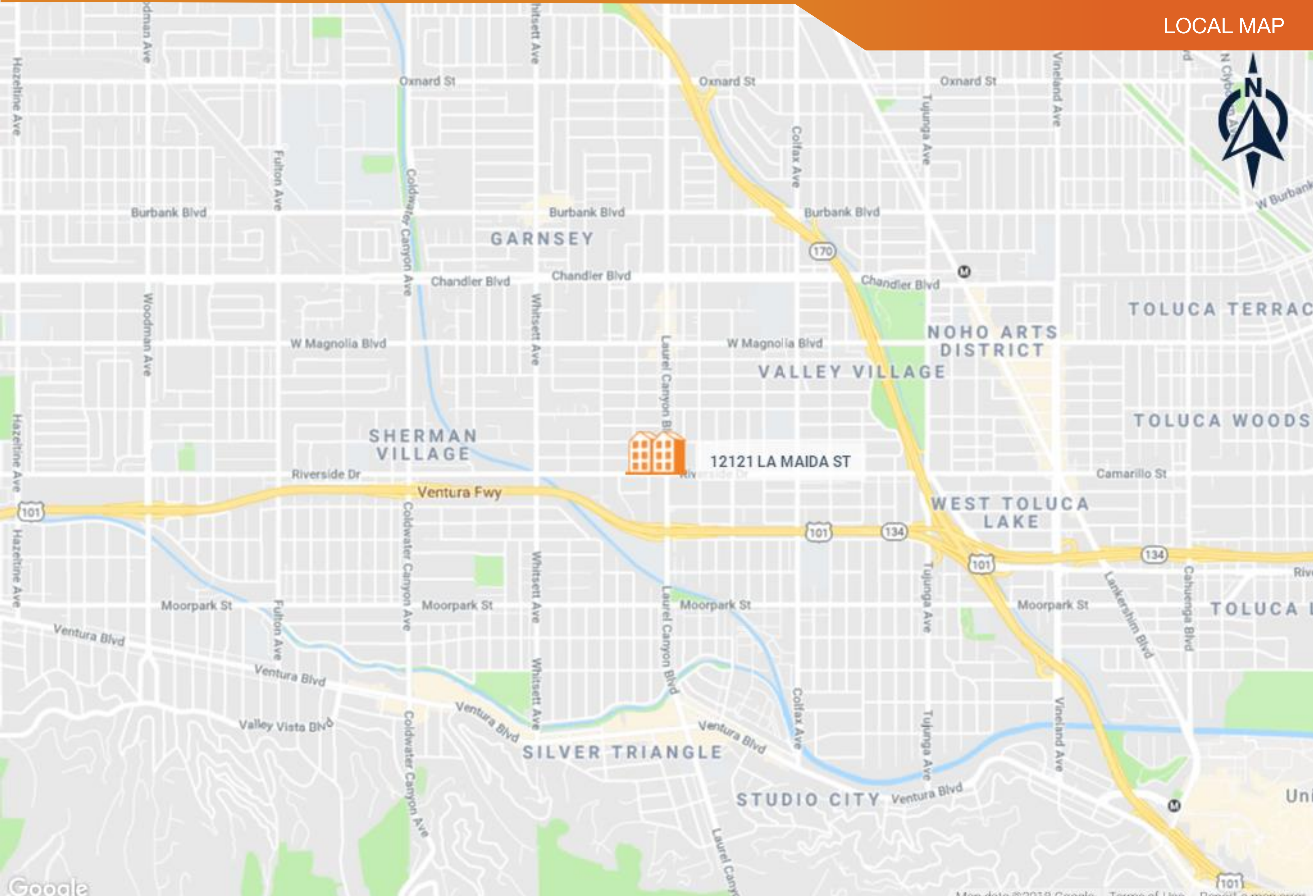
EXISTING FINANCING	
Loan Amount	$2,285,000
Loan Type	Interest Only
Interest Rate	5.25%
Amortization	2
Original Term	2
Due Date	3/20/2020
Current Monthly Payment	($9,997)
Lender Name	Banc of California

PROPOSED FINANCING	
First Trust Deed	
Loan Amount	$2,285,000
Loan Type	Existing
Interest Rate	5.25%
Amortization	2 Years
Loan Term	2 Years
Loan to Value	59%
Debt Coverage Ratio	1.24

REGIONAL MAP

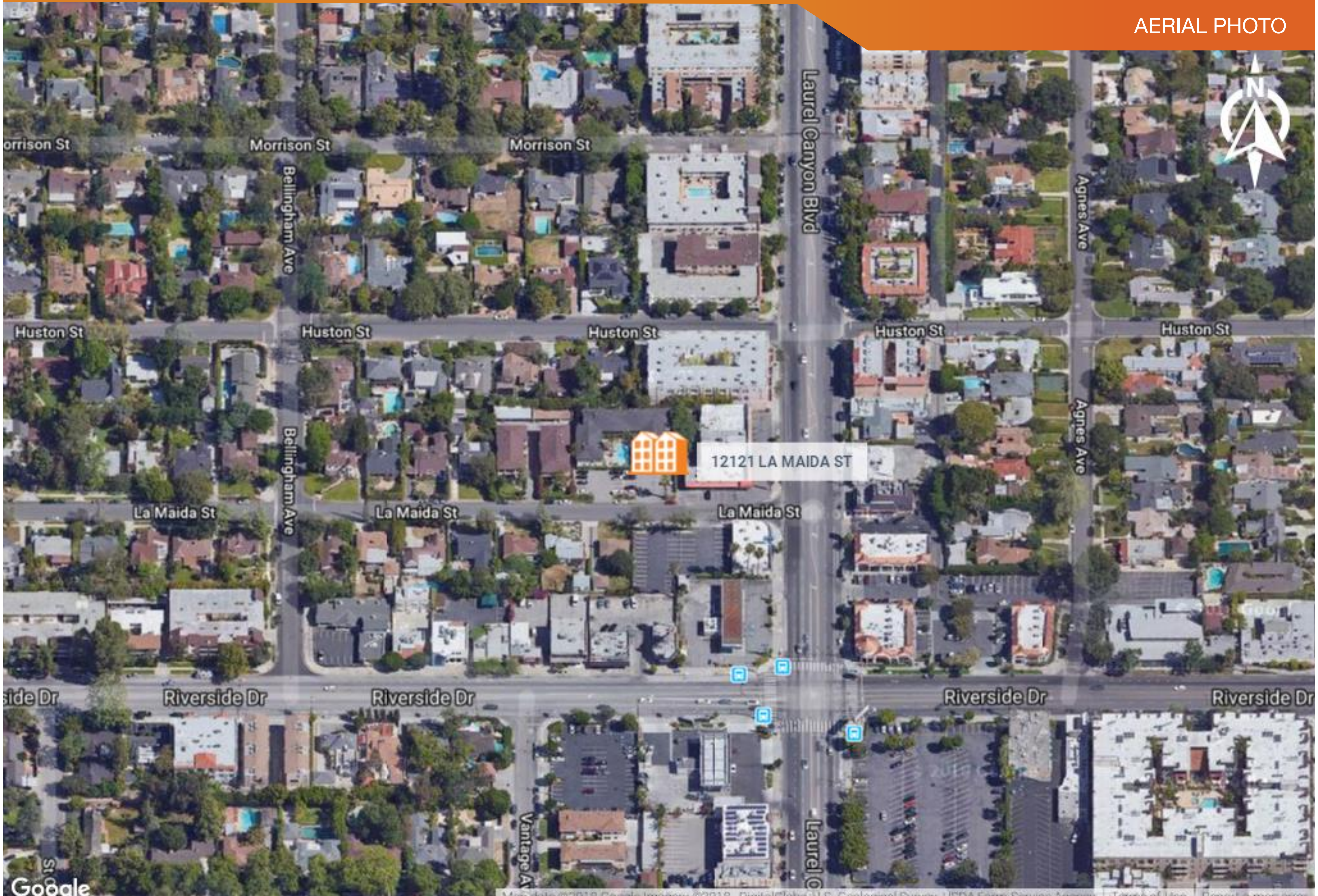


LOCAL MAP



12121 LA MAIDA ST
GARNSEY
SHERMAN VILLAGE
VALLEY VILLAGE
NOHO ARTS DISTRICT
TOLUCA TERRAC
TOLUCA WOODS
WEST TOLUCA LAKE
SILVER TRIANGLE
STUDIO CITY
Oxnard St
Burbank Blvd
Chandler Blvd
W Magnolia Blvd
Riverside Dr
Ventura Fwy
Moorpark St
Ventura Blvd
Valley Vista Blvd
Camarillo St
Hazeltine Ave
Woodman Ave
Fulton Ave
Coldwater Canyon Ave
Whitsett Ave
Laurel Canyon Blvd
Colfax Ave
Tujunga Ave
Vineland Ave
Lankershim Blvd
Cahuenga Blvd
W Burbank
101
134
170
Google
Map data ©2018 Google
Terms of Use
Report a map error

AERIAL PHOTO



FINANCIAL ANALYSIS

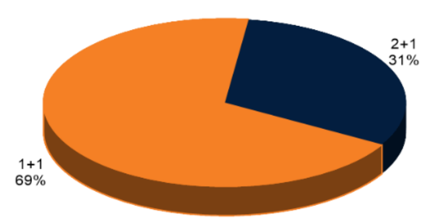
RENT ROLL SUMMARY

As of July,2018

				Current			Potential		
Unit Type	# of Units	Avg Sq Feet	Rental Range	Average Rent	Average Rent / SF	Monthly Income	Average Rent	Average Rent / SF	Monthly Income
1+1	11	N/A	$942 - $1,675	$1,307	N/A	$14,376	$1,725	N/A	$18,975
2+1	5	N/A	$1,147 - $1,724	$1,335	N/A	$6,674	$1,895	N/A	$9,475
Totals/Weighted Averages	**16**	**851**		**$1,316**	**$1.55**	**$21,050**	**$1,778**	**$2.09**	**$28,450**
Gross Annualized Rents				**$252,605**			**$341,400**		

Notes:

Unit Distribution



Unit Rent

RENT ROLL DETAIL

As of July,2018

Unit	Unit Type		Current Rent / Month	Current Rent / SF/ Month	Potential Rent / Month	Potential Rent/ SF/ Month
1	2+1		$1,147	$0.00	$1,895	$0.00
2	1+1		$1,432	$0.00	$1,725	$0.00
3	1+1		$1,220	$0.00	$1,725	$0.00
4	1+1		$942	$0.00	$1,725	$0.00
5	1+1		$942	$0.00	$1,725	$0.00
6	1+1		$1,151	$0.00	$1,725	$0.00
7	1+1		$958	$0.00	$1,725	$0.00
8	2+1		$1,380	$0.00	$1,895	$0.00
9	2+1		$1,724	$0.00	$1,895	$0.00
10	1+1		$1,437	$0.00	$1,725	$0.00
11	1+1		$1,643	$0.00	$1,725	$0.00
12	1+1		$1,650	$0.00	$1,725	$0.00
14	1+1		$1,326	$0.00	$1,725	$0.00
15	2+1		$1,167	$0.00	$1,895	$0.00
16	1+1		$1,675	$0.00	$1,725	$0.00
17	2+1		$1,256	$0.00	$1,895	$0.00
Total		**Square Feet: 13,608**	**$21,050**	**$1.55**	**$28,450**	**$2.09**

OPERATING STATEMENT

Income	Current		Pro Forma		Notes	Per Unit	Per SF
Gross Current Rent	**252,605**		**341,400**			**21,338**	**25.09**
Physical Vacancy	(7,578)	3.0%	(17,070)	5.0%		(1,067)	(1.25)
Total Vacancy	**($7,578)**	**3.0%**	**($17,070)**	**5.0%**		**($1,067)**	**($1)**
Effective Rental Income	**245,027**		**324,330**			**20,271**	**23.83**
Other Income							
Laundry	960		960			60	0.07
Total Other Income	**$960**		**$960**			**$60**	**$0.07**
Effective Gross Income	**$245,987**		**$325,290**			**$20,331**	**$23.90**

Expenses	Current		Pro Forma		Notes	Per Unit	Per SF
Real Estate Taxes	46,506		46,506			2,907	3.42
Insurance	5,443		5,443			340	0.40
Utilities	15,360		15,360			960	1.13
Trash Removal	3,000		3,000			188	0.22
Repairs & Maintenance	12,298		1,229			77	0.09
Landscaping	1,000		1,000			63	0.07
Misc. Expenses & Reserves	4,000		4,000			250	0.29
Management Fee	9,839	4.0%	13,012	4.0%		813	0.96
Total Expenses	**$97,446**		**$89,550**			**$5,597**	**$6.58**
Expenses as % of EGI	**39.6%**		**27.5%**				
Net Operating Income	**$148,540**		**$235,740**			**$14,734**	**$17.32**

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

PRICING DETAIL

Summary		
Price	**$3,898,000**	
Down Payment	$1,613,000	41%
Number of Units	16	
Price Per Unit	$243,625	
Price Per SqFt	$286.45	
Gross SqFt	13,608	
Lot Size	0.44 Acres	
Approx. Year Built	1954	

Returns	Current	Pro Forma
CAP Rate	**3.81%**	**6.05%**
GRM	15.43	11.42
Cash-on-Cash	1.77%	7.18%
Debt Coverage Ratio	1.24	1.97

Financing	1st Loan
Loan Amount	$2,285,000
Loan Type	Assumed
Interest Rate	5.25%
Amortization	2 Years
Year Due	2020

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

# Of Units	Unit Type	SqFt/Unit	Scheduled Rents	Market Rents
11	1+1	0	$1,307	$1,725
5	2+1	0	$1,335	$1,895

Operating Data

Income		Current		Pro Forma
Gross Scheduled Rent		**$252,605**		**$341,400**
Less: Vacancy/Deductions	3.0%	$7,578	5.0%	$17,070
Total Effective Rental Income		$245,027		$324,330
Other Income		$960		$960
Effective Gross Income		$245,987		$325,290
Less: Expenses	39.6%	$97,446	27.5%	$89,550
Net Operating Income		**$148,540**		**$235,740**
Cash Flow		$148,540		$235,740
Debt Service		$119,963		$119,963
Net Cash Flow After Debt Service	1.77%	$28,578	7.18%	$115,778
Principal Reduction		$0		$0
Total Return	**1.77%**	**$28,578**	**7.18%**	**$115,778**

Expenses	Current	Pro Forma
Real Estate Taxes	$46,506	$46,506
Insurance	$5,443	$5,443
Utilities	$15,360	$15,360
Trash Removal	$3,000	$3,000
Repairs & Maintenance	$12,298	$1,229
Landscaping	$1,000	$1,000
Misc. Expenses & Reserves	$4,000	$4,000
Management Fee	$9,839	$13,012
Total Expenses	**$97,446**	**$89,550**
Expenses/Unit	**$6,090**	**$5,597**
Expenses/SF	**$7.16**	**$6.58**

MARCUS & MILLICHAP CAPITAL CORPORATION CAPABILITIES

MMCC—our fully integrated, dedicated financing arm—is committed to providing superior capital market expertise, precisely managed execution, and unparalleled access to capital sources providing the most competitive rates and terms.

We leverage our prominent capital market relationships with commercial banks, life insurance companies, CMBS, private and public debt/equity funds, Fannie Mae, Freddie Mac and HUD to provide our clients with the greatest range of financing options.

Our dedicated, knowledgeable experts understand the challenges of financing and work tirelessly to resolve all potential issues to the benefit of our clients.

Closed 1,707 debt and equity financings in 2017

National platform operating within the firm's brokerage offices

$5.63 billion total national volume in 2017

Access to more capital sources than any other firm in the industry

WHY MMCC?

Optimum financing solutions to enhance value

Our ability to enhance buyer pool by expanding finance options

Our ability to enhance seller control

- **Through buyer qualification support**
- **Our ability to manage buyers finance expectations**
- **Ability to monitor and manage buyer/lender progress, insuring timely, predictable closings**
- **By relying on a world class set of debt/equity sources and presenting a tightly underwritten credit file**

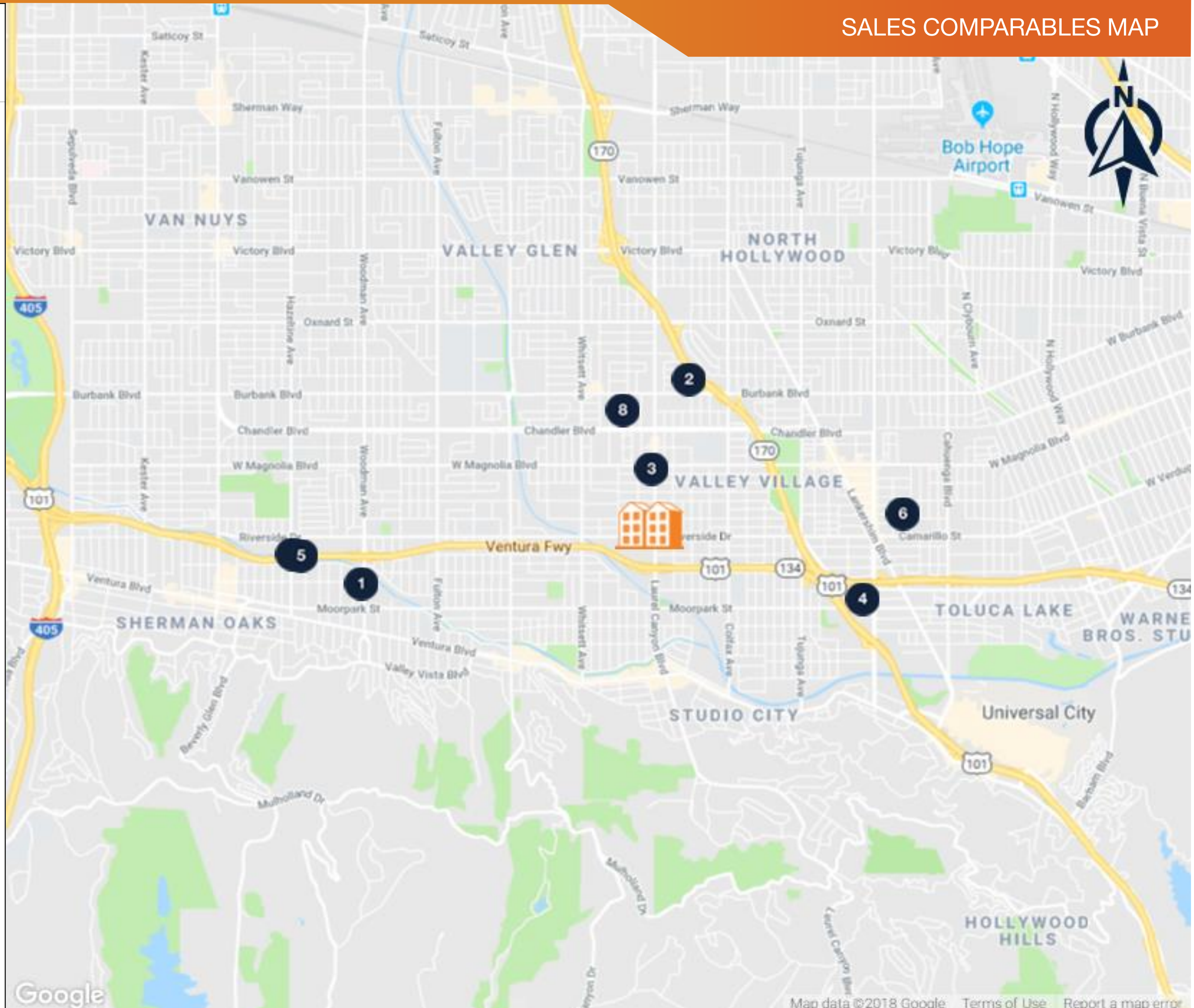
MARKET
COMPARABLES

SALES COMPARABLES MAP

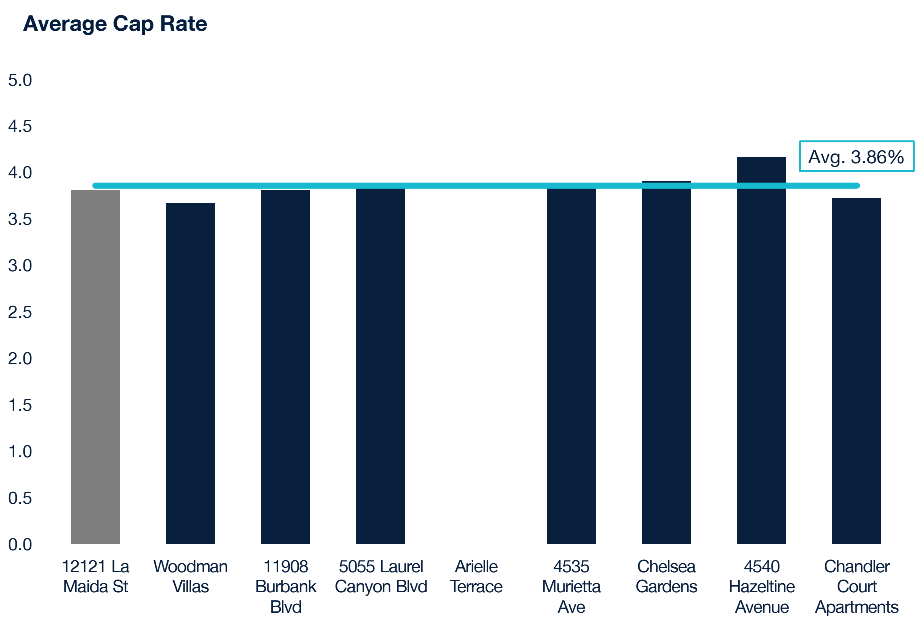
12121 LA MAIDA ST (SUBJECT)

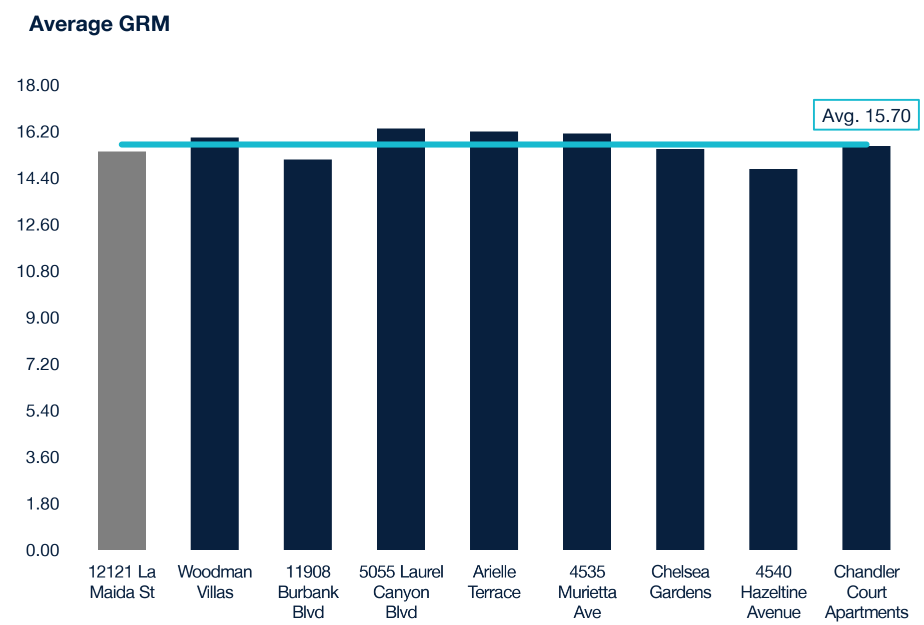
1. Woodman Villas
2. 11908 Burbank Blvd
3. 5055 Laurel Canyon Blvd
4. Arielle Terrace
5. 4535 Murietta Ave
6. Chelsea Gardens
7. 4540 Hazeltine Avenue
8. Chandler Court Apartments

● **SALES COMPARABLES**



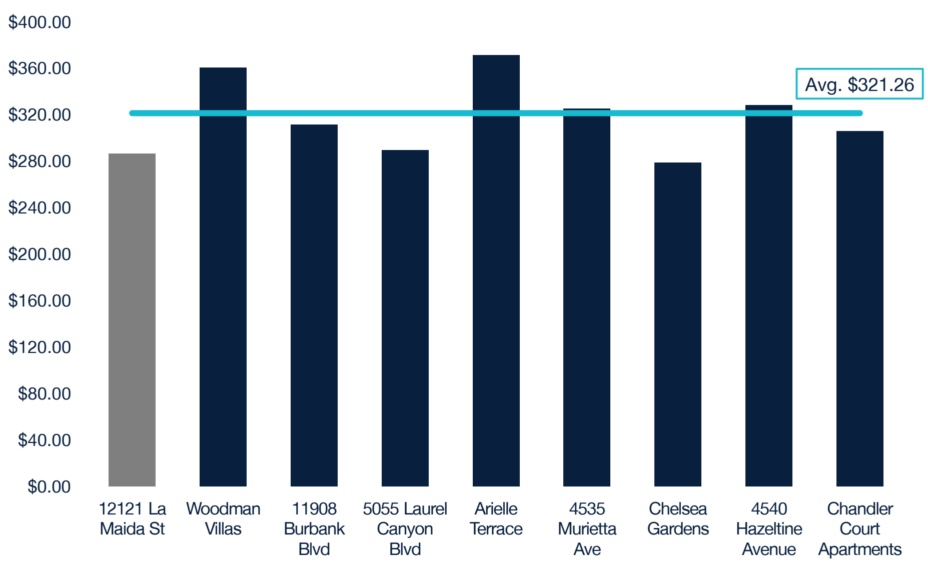
SALES COMPARABLES   SALES COMPS AVG



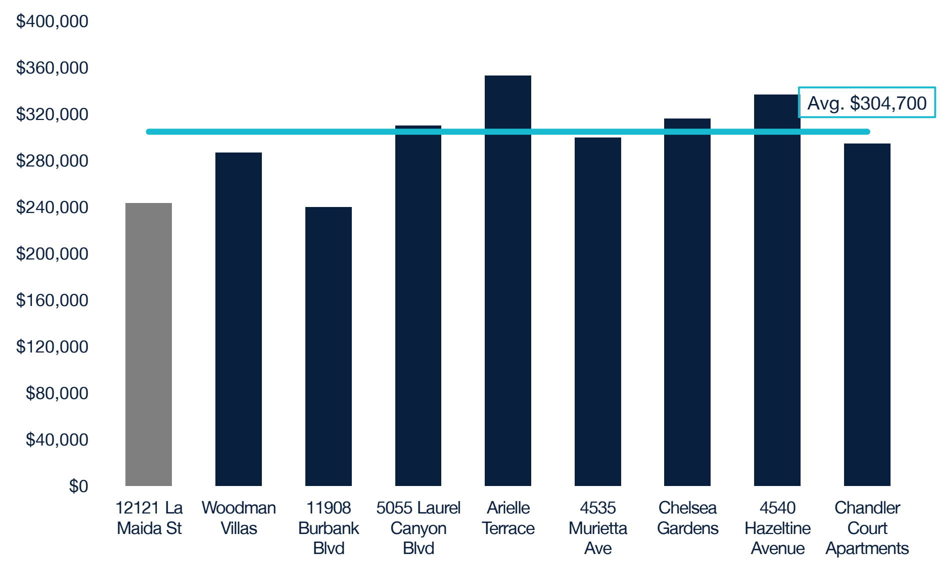


SALES COMPARABLES   SALES COMPS AVG

Average Price Per Square Foot



Average Price Per Unit



SALES COMPARABLES

12121 LA MAIDA ST
12121 La Maida St, North Hollywood, CA, 91607

		Units	Unit Type
Offering Price:	$3,898,000	11	1+1
Price/Unit:	$243,625	5	2+1
Price/SF:	$286.45		
CAP Rate:	3.81%		
GRM:	15.43		
Total No. of Units:	16		
Year Built:	1954		

Underwriting Criteria			
Income	$245,987	Expenses	$97,446
NOI	$148,540	Vacancy	($7,578)

WOODMAN VILLAS
4427 Woodman Ave, Van Nuys, CA, 91423

1

		Units	Unit Type
Close Of Escrow:	10/18/2017	9	1 Bdr 1 Bath
Sales Price:	$4,300,000	6	2 Bdr 1 Bath
Price/Unit:	$286,667		
Price/SF:	$360.22		
CAP Rate:	3.67%		
GRM:	15.97		
Total No. of Units:	15		
Year Built:	1953		

11908 BURBANK BLVD
11908 Burbank Blvd, Valley Village, CA, 91607

2

		Units	Unit Type
Close Of Escrow:	4/18/2018	23	Bdr Bath
Sales Price:	$6,720,000	4	Bdr Bath
Price/Unit:	$240,000	1	Studio 1 Bath
Price/SF:	$311.28		
CAP Rate:	3.81%		
GRM:	15.11		
Total No. of Units:	28		
Year Built:	1956		

SALES COMPARABLES

5055 LAUREL CANYON BLVD
5055 Laurel Canyon Blvd, Valley Village, CA, 91607

3

		Units	Unit Type
Close Of Escrow:	4/24/2018	5	2 Bdr 1 Bath
Sales Price:	$1,550,000		
Price/Unit:	$310,000		
Price/SF:	$289.50		
CAP Rate:	3.87%		
GRM:	16.31		
Total No. of Units:	5		
Year Built:	1952		

ARIELLE TERRACE
11544 Moorpark St, West Toluca Lake, CA, 91602

4

		Units	Unit Type
Close Of Escrow:	6/29/2018	6	1 Bdr 1 Bath
Sales Price:	$2,825,000	2	2 Bdr 2 Bath
Price/Unit:	$353,125		
Price/SF:	$371.27		
GRM:	16.20		
Total No. of Units:	8		
Year Built:	1956		

4535 MURIETTA AVE
4535 Murietta Ave, Sherman Oaks, CA, 91423

5

		Units	Unit Type
Close Of Escrow:	10/20/2017	3	1 Bdr 1 Bath
Sales Price:	$3,900,000	2	1 Bdr 1 Bath Den
Price/Unit:	$300,000	1	2 Bdr 1 Bath
Price/SF:	$324.95	7	2 Bdr 2 Bath
CAP Rate:	3.87%		
GRM:	16.11		
Total No. of Units:	13		
Year Built:	1965		

SALES COMPARABLES

CHELSEA GARDENS
4824 Satsuma Avenue, North Hollywood, CA, 91601

6

		Units	Unit Type
Close Of Escrow:	9/27/2017	4	1 Bdr 1 Bath
Sales Price:	$3,160,000	2	2 Bdr 1.5 Bath
Price/Unit:	$316,000	3	2 Bdr 1.5 Bath Twnhs
Price/SF:	$278.76	1	2 Bdr 2.5 Bath Twnhs
CAP Rate:	3.91%		
GRM:	15.53		
Total No. of Units:	10		
Year Built:	1963		

4540 HAZELTINE AVENUE
4540 Hazeltine Avenue, Sherman Oaks, CA, 91423

7

		Units	Unit Type
Close Of Escrow:	12/1/2017	6	1 Bdr 1 Bath
Sales Price:	$7,750,000	7	2 Bdr 2 Bath
Price/Unit:	$336,957	10	3 Bdr 2 Bath
Price/SF:	$328.31		
CAP Rate:	4.16%		
GRM:	14.75		
Total No. of Units:	23		
Year Built:	1951		

CHANDLER COURT APARTMENTS
12245 Chandler Boulevard, Valley Village, CA, 91607

8

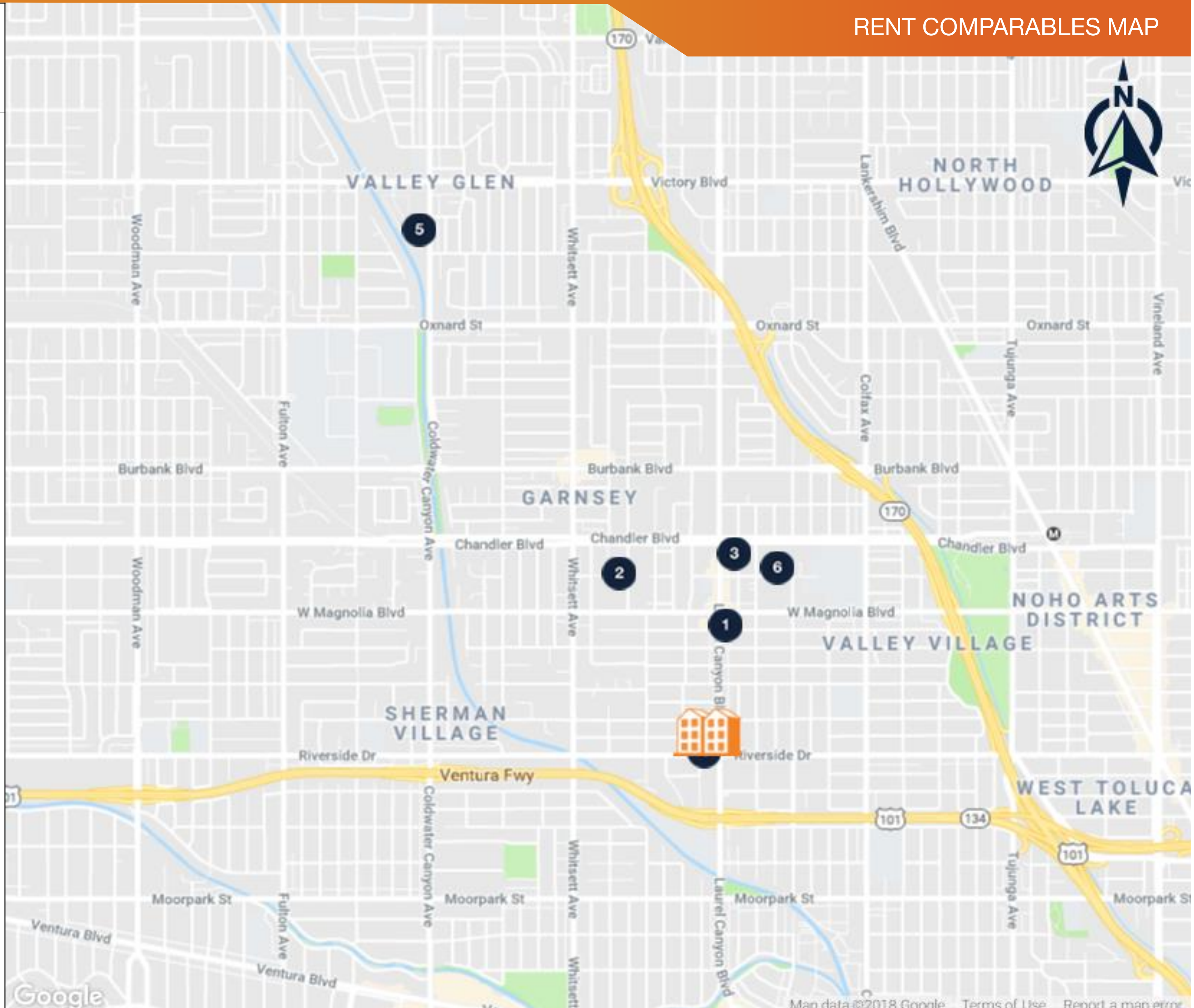
		Units	Unit Type
Close Of Escrow:	9/6/2017	22	1 Bdr 1 Bath
Days On Market:	140	12	2 Bdr 2 Bath
Sales Price:	$10,025,000		
Price/Unit:	$294,853		
Price/SF:	$305.82		
CAP Rate:	3.72%		
GRM:	15.63		
Total No. of Units:	34		
Year Built:	1971		

Underwriting Criteria		
	Expenses	$249,053
	Vacancy	$19,084

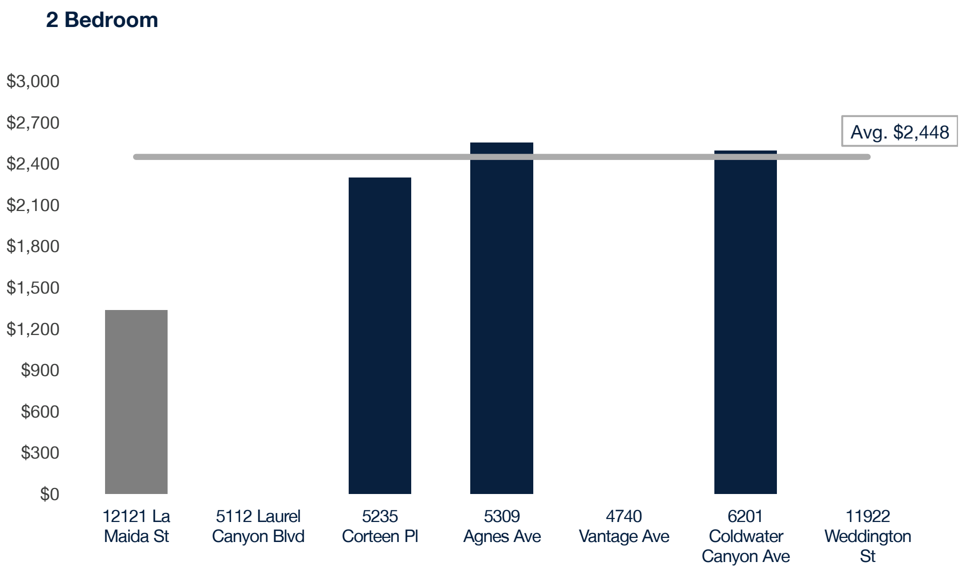
RENT COMPARABLES MAP

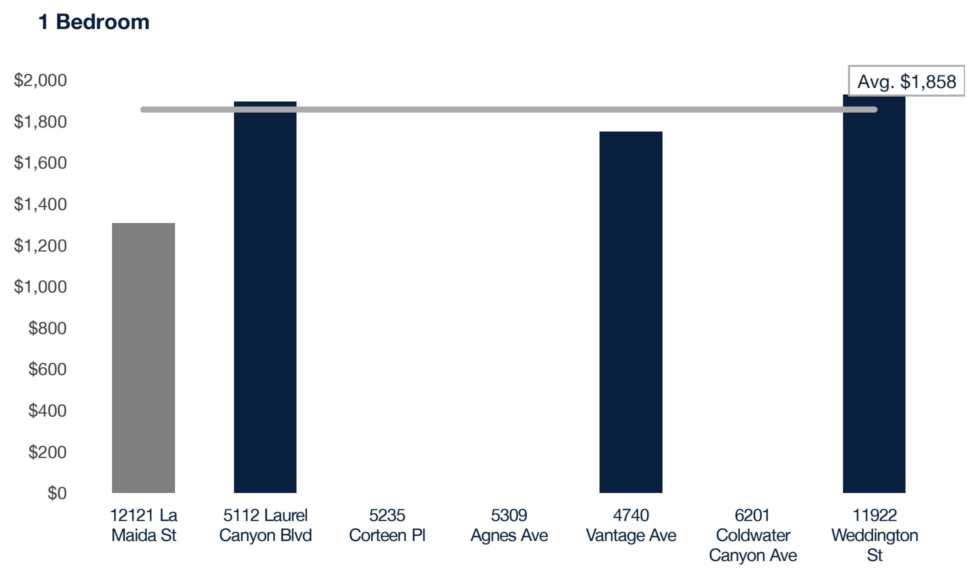
12121 LA MAIDA ST (SUBJECT)

1. 5112 Laurel Canyon Blvd
2. 5235 Corteen Pl
3. 5309 Agnes Ave
4. 4740 Vantage Ave
5. 6201 Coldwater Canyon Ave
6. 11922 Weddington St



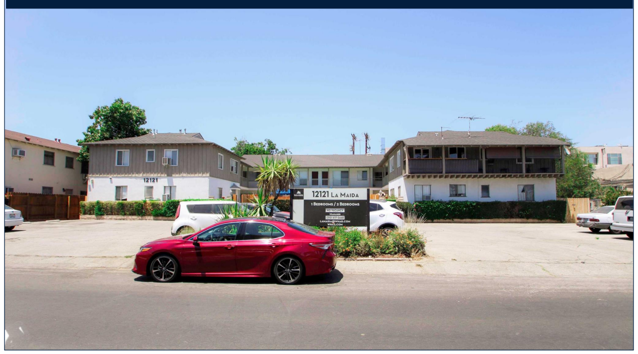
AVERAGE RENT - MULTIFAMILY





12121 LA MAIDA ST

12121 La Maida St, North Hollywood, CA, 91607



Unit Type	Units	SF	Rent	Rent/SF
1+1	11		$1,307	$0.00
2+1	5		$1,335	$0.00
Total/Avg.	16		$1,316	

YEAR BUILT: 1954

5112 LAUREL CANYON BLVD

5112 Laurel Canyon Blvd, Valley Village, CA, 91607

1

Unit Type	Units	SF	Rent	Rent/SF
1 Bdr 1 Bath	1		$1,895	
Total/Avg.	1		$1,895	

YEAR BUILT: 1964

5235 CORTEEN PL

5235 Corteen Pl, Valley Village, CA, 91607

2

Unit Type	Units	SF	Rent	Rent/SF
2 Bdr 2 Bath	1		$2,300	
1 Bdr 1.5 Bath	6			
2 Bdr 2 Bath	16			
Total/Avg.	23		$2,300	

YEAR BUILT: 1963

5309 AGNES AVE
5309 Agnes Ave, North Hollywood, CA, 91607

3

Unit Type	Units	SF	Rent	Rent/SF
2 Bdr 2 Bath	1		$2,550	
Total/Avg.	1		$2,550	

YEAR BUILT: 1960

4740 VANTAGE AVE
4740 Vantage Ave, Valley Village, CA, 91607

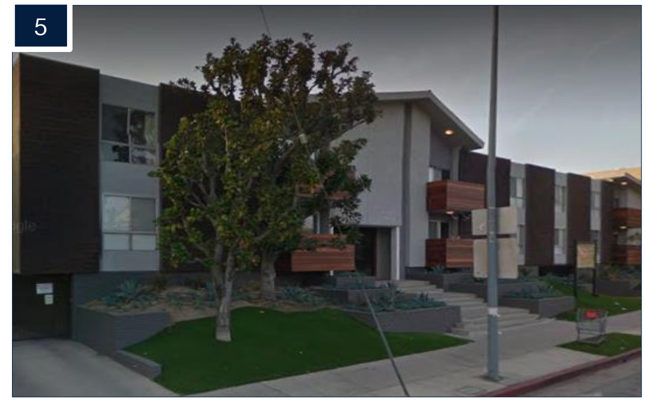
4

Unit Type	Units	SF	Rent	Rent/SF
1 Bdr 1 Bath	1		$1,750	
Total/Avg.	1		$1,750	

YEAR BUILT: 1954

6201 COLDWATER CANYON AVE
6201 Coldwater Canyon Ave, North Hollywood, CA, 91606

5



Unit Type	Units	SF	Rent	Rent/SF
2 Bdr 2 Bath	1		$2,495	
Total/Avg.	1		$2,495	

YEAR BUILT: 1971

11922 WEDDINGTON ST

11922 Weddington St, Valley Village, CA, 91607

6

Unit Type	Units	SF	Rent	Rent/SF
1 Bdr 1 Bath	1		$1,930	
Total/Avg.	1		$1,930	

YEAR BUILT: 1964