

CALABASAS PROFESSIONAL CENTER

24011 VENTURA BLVD.
&
24013 VENTURA BLVD.
CALABASAS, CALIFORNIA

Marcus & Millichap



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CALABASAS PROFESSIONAL CENTER

24011 VENTURA & 24013 VENTURA BLVD.

CALABASAS

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CALABASAS PROFESSIONAL CENTER
24011 VENTURA & 24013 VENTURA BLVD.
CALABASAS

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OFFERING HIGHLIGHTS

CALABASAS PROFESSIONAL CENTER

OFFERING CAN BE PURCHASED INDIVIDUALLY OR AS PORTFOLIO

24011 VENTURA BLVD, CALABASAS

OFFERING PRICE

\$3,600,000

24013 VENTURA BLVD, CALABASAS

OFFERING PRICE

\$4,450,000

24011 & 24013 VENTURA BLVD, CALABASAS

TOTAL OFFERING PRICE

\$8,050,000



CALABASAS PROFESSIONAL CENTER

Offering Can Be Purchased Individually or as Portfolio

ASKING PRICE: \$8,050,000

TOTAL BUILDING SIZE: 18,999 SF

TOTAL LOT SIZE: 0.77 AC

ZONING: LCM1*

APN: 24011 VENTURA BLVD - PARCELS 2049-021-057 & 2049-021-064

APN: 24013 VENTURA BLVD - PARCELS 2049-021-060 & 2049-021-061

Marcus and Millichap is pleased to present the CALABASAS PROFESSIONAL CENTER, a premier business park in one of Southern California's most prestigious locations. The offering consists of two professional office buildings located at 24011 and 24013 Ventura Blvd, in the City of Calabasas. The properties can be purchased individually, or as a portfolio. Calabasas is a small, affluent, and self-governing city. It is home to many professionals, doctors, attorneys, business owners and celebrities. It is ideally located just north of the city of Los Angeles, with easy access to the prestigious coastal city of Malibu and the high net worth residential community of Hidden Hills.

The CALABASAS PROFESSIONAL CENTER was originally developed in 1987, and has been well maintained. The business park features both medical and professional occupancy and has a total of forty-four private parking spaces. It is located directly off the 101 Freeway opposite the Parkway Calabasas northbound exit.

24011 Ventura Blvd is an approximately 8,484 SF two-story commercial property at the front of the business park, with strong frontage on Ventura Blvd. There is currently an approximately 1,552 SF suite on the first floor that is immediately available for an incoming Owner-User to occupy. Up to 5,949 SF of space can be made available for a Buyer to occupy based on the current month to month leases in place.

24013 Ventura Blvd is an approximately 10,515 SF two-story commercial property that is currently fully leased to five tenants on staggered lease terms, including two medical offices. A new investor can benefit from a strong, stabilized income stream from the long term tenants. If purchasing as an Owner-User, the entire second floor can be vacated early – see broker for details.

Qualifying Owner-Users seeking to occupy at least 52% of the rentable building area can take advantage of S.B.A. financing, with as little as 10% down payment and interest rates as low as 5.25%.



24013 VENTURA BLVD.



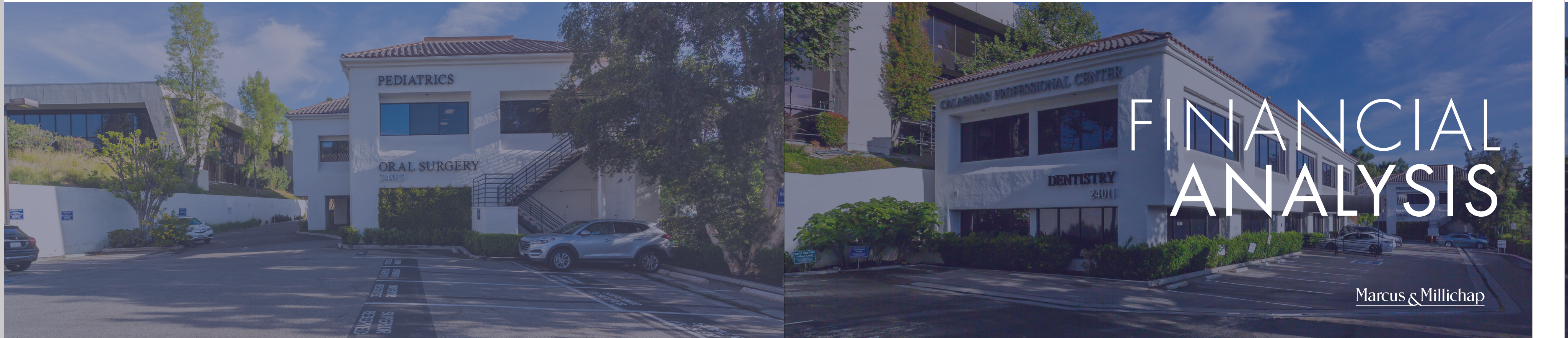
INVESTMENT HIGHLIGHTS

- ▶ Combined 18,999 SF of Commercial Property in Prime Calabasas
- ▶ Long Term Stabilized Leases in Place, Partial Medical Occupancy
- ▶ Multiple Occupancy Scenarios Available for Owner-User
- ▶ Affluent Trade Area with Strong Barriers to Entry
- ▶ Rare Opportunity to Acquire Commercial Investment Property in Prestigious Location

24013 VENTURA BLVD.



24011 VENTURA BLVD.



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PRICING DETAIL - PORTFOLIO PRICE

PRICE		\$8,050,000
Down Payment		\$805,000
Down Payment %		10%
Number of Suites		9
Price Per SqFt		\$423.71
Rentable Built Area (RBA)		18,999 SF
Lot Size		0.77 Acres
Year Built/Renovated		1987
Occupancy		92%
RETURNS		
CAP Rate - Current		4.43%
CAP Rate - Pro Forma		5.02%
FINANCING		1st Loan
Loan Amount		\$7,245,000
Loan Type		New
Interest Type		5.25%
Amortizaion		25 Years
Year Due		2048

Loan information is subject to change.

OWNER USER ANALYSIS

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OWNERSHIP	
Purchase Price	\$8,050,000
Down Payment	\$805,000
Loan Amount	\$7,245,000
Monthly/Yearly Debt Payment	\$40,007 / \$480,084
Principal Reduction	\$102,158
Annual Operating Expenses	\$151,531
Annual Income	\$289,349
Cost of Ownership	\$20,009 per month / \$1.95 per SF
LEASING	
Current market lease rate in Calabasas is approximately \$2.75/SF	
LOAN ASSUMPTIONS	
Interest Rate	5.25%
Amortization	25 Year

This analysis assumes that a new owner occupies suites in both buildings and utilizes S.B.A financing with 10% down payment. The new owner would occupy the entire ground floor of 24011 Ventura Blvd (4,119 SF) and the entire second floor of 24013 Ventura Blvd (6,095 SF) for a total occupancy of 10,214 SF (54% of rentable building area). Analysis assumes that all other existing tenants in the business park are retained at their current rental rates. Additional after-tax benefit can be achieved through depreciation of the property and interest deduction on the loan. Loan information is subject to change.

OPERATING STATEMENT - PORTFOLIO

INCOME	CURRENT	PRO FORMA
Scheduled Base Rental Income	507,516	585,492
Parking Income	\$600	\$600
Potential Gross Revenue	508,116	586,092
Effective Gross Revenue	\$508,116	\$586,092

OPERATING EXPENSES	CURRENT	PRO FORMA
Cleaning	4,956	5,055
Trash Removal	1,642	1,675
Repairs & Maintenance	9,840	10,037
Landscaping	916	934
Utilities	21,768	22,203
Insurance	11,784	12,020
Real Estate Taxes	\$100,625	\$100,625
Total Expenses	\$151,531	\$152,547
Expenses as % of EGR	29.8%	27.4%
Net Operating Income	\$356,585	\$404,268



PRICING DETAIL - 24011 VENTURA BLVD

PRICE	
	\$3,600,000
Down Payment	\$360,000
Down Payment %	10%
Number of Suites	4
Price Per SqFt	\$424.33
Rentable Built Area (RBA)	8,484 SF
Lot Size	0.29 Acres
Year Built/Renovated	1987
Occupancy	81.71%
RETURNS	
CAP Rate - Current	3.36%
CAP Rate - Pro Forma	5.28%
FINANCING	
	1st Loan
Loan Amount	\$3,595,500
Loan Type	New
Interest Type	5%
Amortizaion	25 Years
Year Due	2043

Loan information is subject to change.

OWNER-USER ANALYSIS - 24011 VENTURA BLVD

OWNERSHIP	
Purchase Price	\$3,600,000
Down Payment	\$360,000
Loan Amount	\$3,240,000
Monthly/Yearly Debt Payment	\$19,416 / \$232,988
Principal Reduction	\$64,423
Annual Operating Expenses	\$66,061
Annual Income	\$97,488
Cost of Ownership	\$11,428 per month / \$2.59 per SF
LEASING	
Current market lease rate in Calabasas is approximately \$2.75/SF	
LOAN ASSUMPTIONS	
Interest Rate	5.25%
Amortization	25 Year

This analysis assumes that a new owner occupies suites 100 (2,567 SF) and suite 201 (1,830 SF) for a total occupancy of 4,397 SF (52% of rentable building area) utilizing S.B.A. financing with 10% down payment. Analysis assumes that suite 101 is rented at market rate of \$2.75/SF. Additional after-tax benefit can be achieved through depreciation of the property and interest deduction on the loan. Loan information is subject to change

TENANT SUMMARY - 24011 VENTURA

TENANT NAME	SUITE	SQ. FT.	% BLDG SHARE	LEASE COMM.	LEASE EXP.	MONTHLY RENT PSF	TOTAL RENT PER MONTH	TOTAL RENT PER YR	PRO FORMA RENT PER YEAR	LEASE TYPE	OPTIONS
Dentistry	100	2,567	30.3%	9/15/06	Month to Month	\$3.19	\$8,200	\$98,400	\$98,400	Modified Gross	Did Not Exercise Option, Month To Month Lease.
Vacant	101	1,552	18.3%			\$0.00	\$0	\$0	\$51,216		Pro Forma \$2.75/SF
Financial Services	200	2,535	29.9%	1/1/13	12/31/21	\$1.52	\$3,856	\$46,272	\$46,272	Modified Gross	2% Increase Jan 2021. One 3-Year Option
Law Office	201	1,830	21.6%	2/1/12	Month to Month	\$1.93	\$3,525	\$42,300	\$60,396	Modified Gross	Did Not Exercise Option, Month To Month Lease. Pro Forma \$2.75/SF
TOTAL	8,484					\$1.84	\$15,581	\$186,972	\$249,216		

OPERATING DATA - 24011 VENTURA

INCOME	CURRENT	PRO FORMA
Scheduled Base Rental Income	\$186,972	\$256,284
Potential Gross Revenue	\$186,972	\$256,284
Effective Gross Revenue	\$186,972	\$256,284
Less: Operating Expenses	(\$66,061)	(\$66,061)
Expenses as % of EGR	35.3%	25.8%
Net Operating Income	\$120,911	\$190,223
OPERATING EXPENSES	CURRENT	PRO FORMA
CAM*	\$14,286	\$14,286
Insurance	\$6,775	\$6,775
Real Estate Taxes	\$45,000	\$45,000
Total Expenses	\$66,061	\$66,061
Expenses/Suite	\$16,515	\$16,515
Expenses/SF	\$7,79	\$7,79

*Common area expense detail available upon request.



24011

PRICING DETAIL - 24013 VENTURA BLVD

PRICE	\$4,450,000
Down Payment	\$2,225,000
Down Payment %	50%
Number of Suites	5
Price Per SqFt	\$423.20
Rentable Built Area (RBA)	10,515 SF
Lot Size	0.41 Acres
Year Built/Renovated	1987
Occupancy	100.00%

RETURNS

CAP Rate - Current	5.00%
CAP Rate - Pro Forma	5.11%

FINANCING

FINANCING	1st Loan
Loan Amount	\$2,225,000
Loan Type	New
Interest Type	5.25%
Amortizaion	30 Years
Year Due	2048

Loan information is subject to change.

OWNER USER - 24013 VENTURA BLVD

OWNERSHIP	
Purchase Price	\$4,450,000
Down Payment	\$445,000
Loan Amount	\$4,005,000
Monthly/Yearly Debt Payment	\$23,999 / \$287,998
Principal Reduction	\$79,634
Annual Operating Expenses	\$85,834
Annual Income	\$200,777
Cost of Ownership	\$7,785 per month / \$1.27 per SF

LEASING

Current market lease rate in Calabasas is approximately \$2.75/SF

LOAN ASSUMPTIONS

Interest Rate	5%
Amortization	25 Year

This analysis assumes that a new owner occupies the second floor of 24013 Ventura Blvd, and utilizes S.B.A. financing with 10% down payment. New owner would occupy suites 200, 201, and 202 for a total occupancy of 6,095 SF (58% of rentable building area). Analysis assumes that remaining tenants in the building are retained at current rental rates. Additional after-tax benefit can be achieved through depreciation of the property and interest deduction on the loan. Loan information is subject to change.

TENANT SUMMARY - 24013 VENTURA

TENANT NAME	SUITE	SQ. FT.	% BLDG SHARE	LEASE COMM.	LEASE EXP.	MONTHLY RENT PSF	TOTAL RENT PER MONTH	TOTAL RENT PER YR	PRO FOR-MA RENT PER YEAR	CHANGES	RENT INCREASES	LEASE TYPE	OPTIONS
Oral Surgery	100	2,317	22.0%	3/4/08	1/31/19	\$4.18	\$9,686	\$116,230	\$119,717	Feb-2019	\$9,976	Modified Gross	Two 5-Year Options to Extend. Annual 3% Increases.
Pediatrics	101	2,103	20.0%	9/21/09	1/31/20	\$3.35	\$7,046	\$84,547	\$87,924	Mar-2019	\$7,327	Modified Gross	One 5-Year Option to Extend. Increase at FMV. Annual 3% Increases.
Financial Services	200	3,524	33.5%	6/1/14	5/31/19	\$1.51	\$5,328	\$63,931	\$63,931	Aug-2018	N/A	Modified Gross	One 5-Year Option to Extend. 3% Increases.
Architect	201	2,050	19.5%	1/1/12	5/1/20	\$1.70	\$3,485	\$41,820	\$43,080	Aug-2019	\$3,590	Modified Gross	3% Annual Increases.
Financial Advisor	202	521	5.0%	1/14/10	4/30/20	\$2.24	\$1,168	\$14,015	\$14,567	Mar-2019	\$1,214	Modified Gross	3% Annual Increases.
TOTAL	10,515					\$2.54	\$26,712	\$320,543	\$329,218				

Note: Suites 200, 201, and 202 can be vacated early for Owner User - see Broker for details.

OPERATING DATA - 24013 VENTURA

INCOME	CURRENT	PRO FORMA	OPERATING EXPENSES	CURRENT	PRO FORMA
Scheduled Base Rental Income	\$323,923	\$329,218	CAM*	\$25,200	\$25,200
Parking Income Suite 202	\$600	\$600	Insurance	\$5,009	\$5,009
Potential Gross Revenue	\$324,523	\$329,818	Real Estate Taxes	\$55,625	\$55,625
General Vacancy	5.0%	5.0%	Total Expenses	\$85,834	\$85,834
Effective Gross Revenue	\$308,327	\$313,357	Expenses/Suite	\$17,167	\$17,167
Less: Operating Expenses	27.8%	27.4%	Expenses/SF	\$8.16	\$8.16
Net Operating Income	\$222,493	\$227,523			
Cash Flow	\$222,493	\$227,523			
Debt Service	(\$147,438)	(\$147,438)			
Net Cash Flow After Debt Service	3.37%	3.60%			
Principal Reduction	\$31,374	\$33,061			
Total Return	4.78%	5.09%			

*Common area expense detail available upon request.



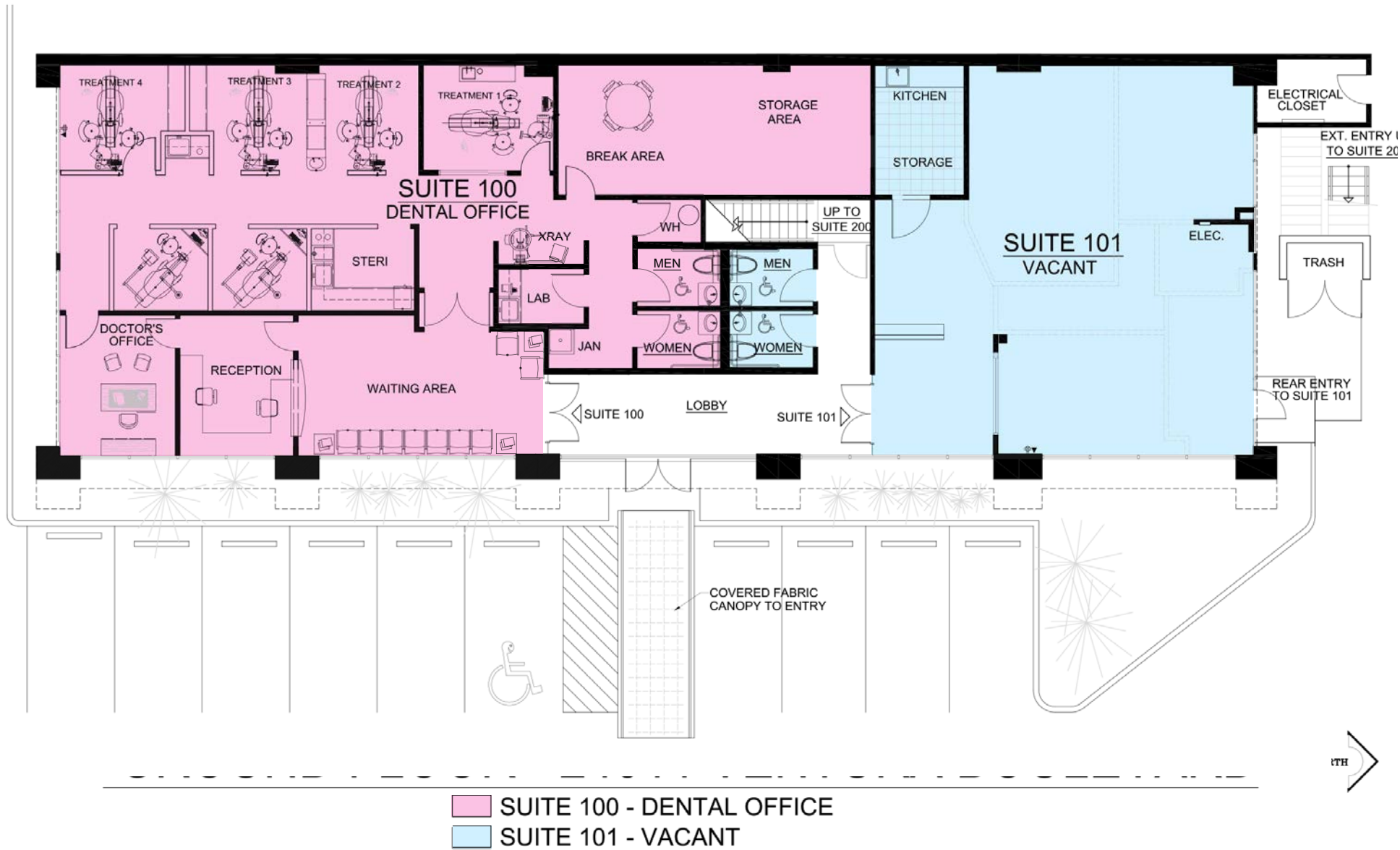
24013 VENTURA BLVD



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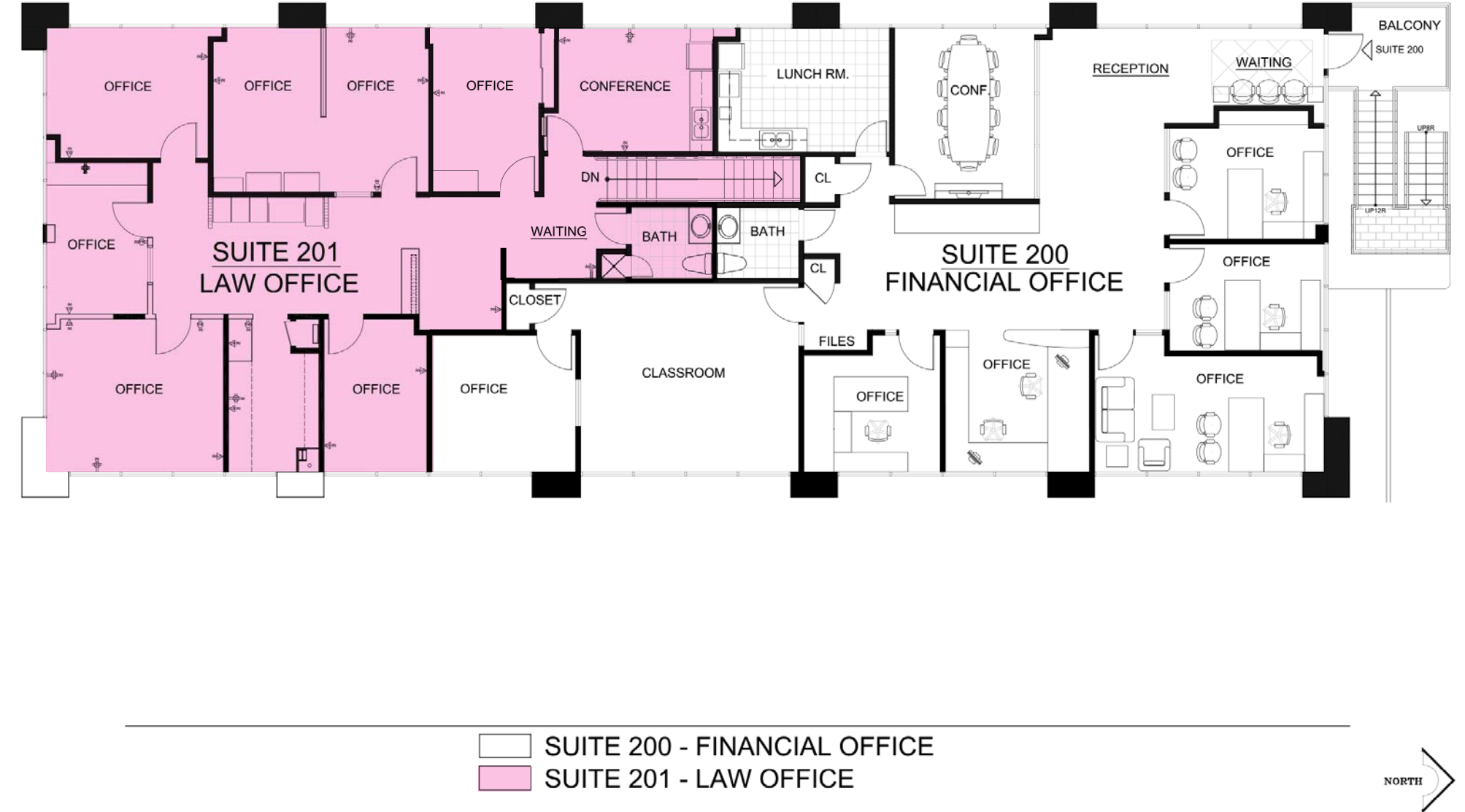
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24011 VENTURA BLVD - GROUND FLOOR



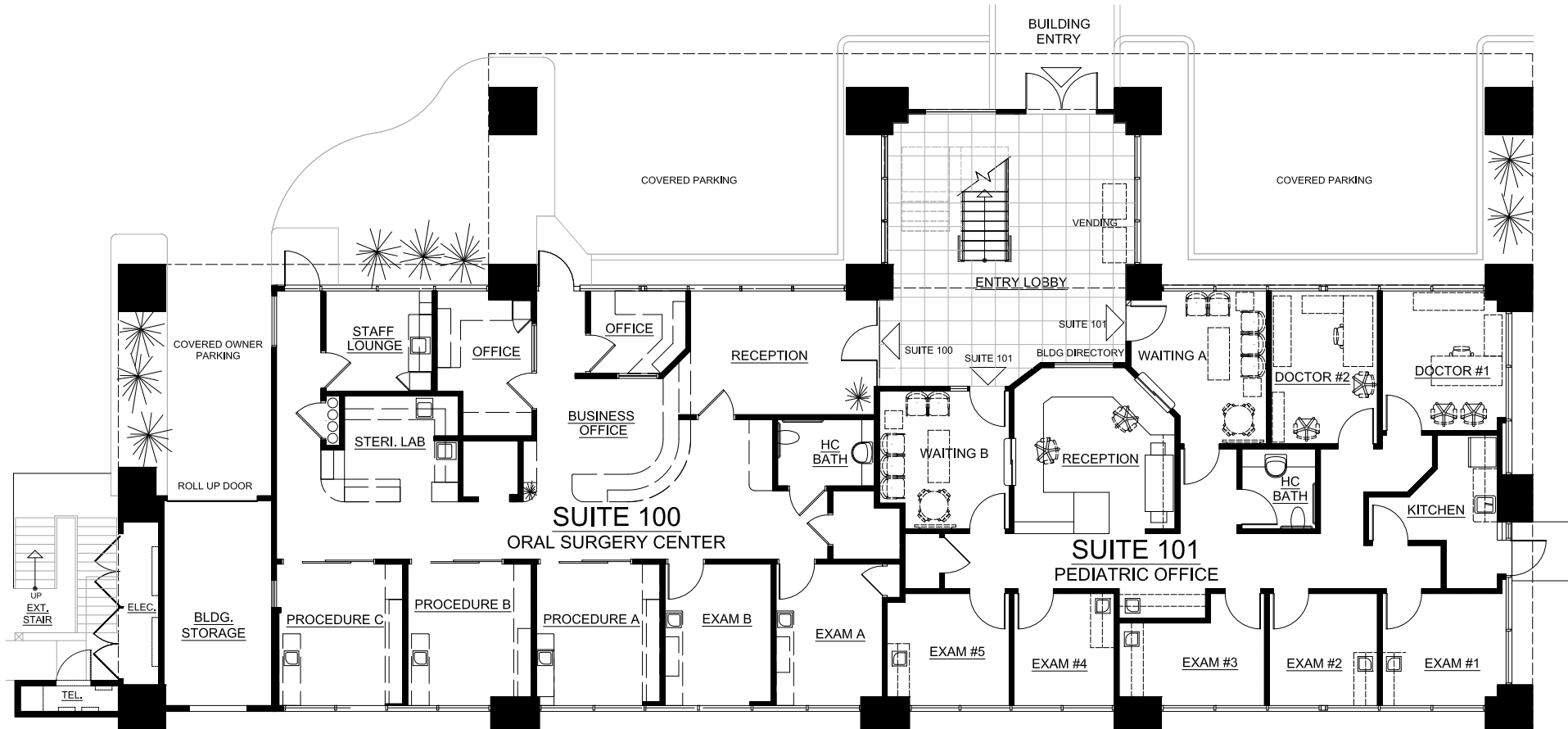
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24011 VENTURA BLVD - SECOND FLOOR



CALABASAS PROFESSIONAL CENTER

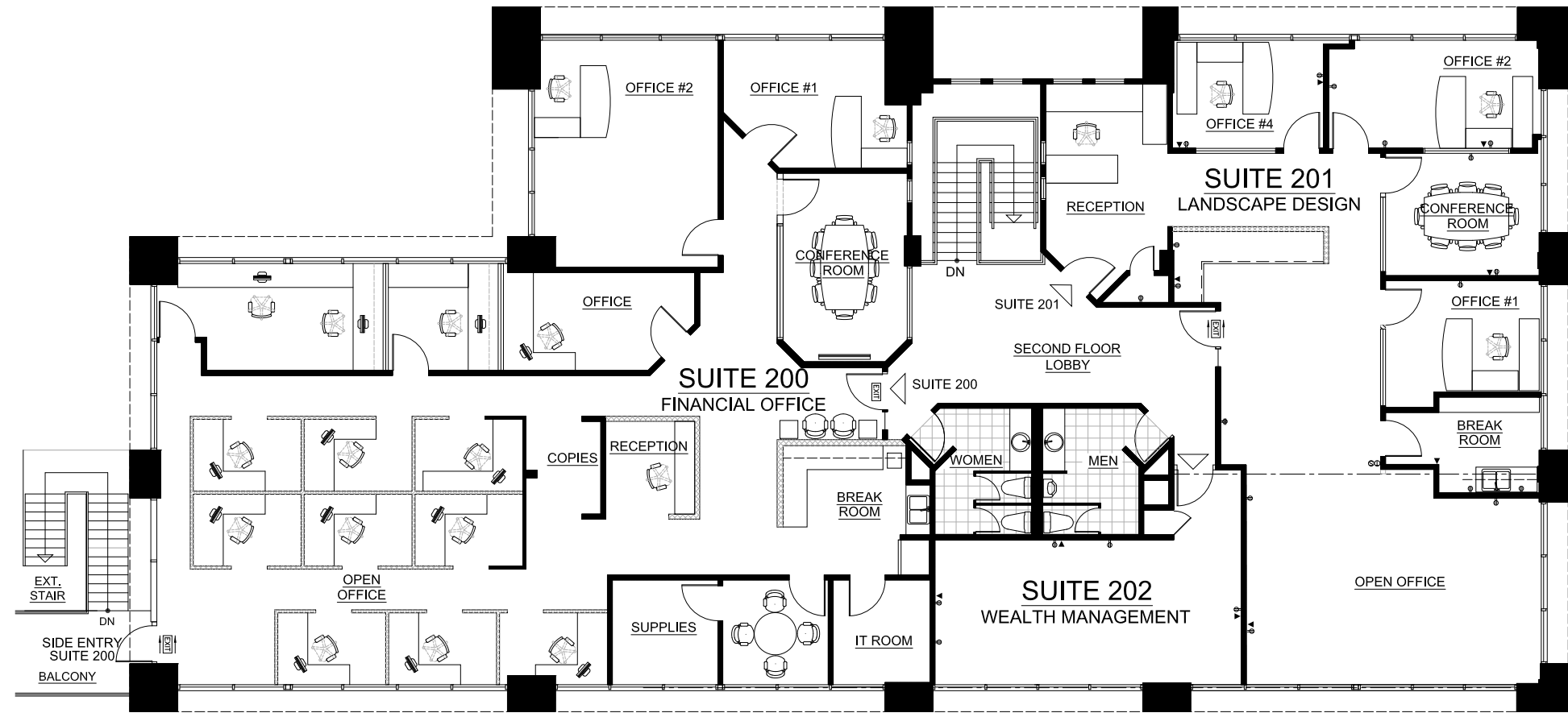
24013 VENTURA BLVD - GROUND FLOOR



SUITE 100 - ORAL SURGERY CENTER
SUITE 101 - PEDIATRIC OFFICE



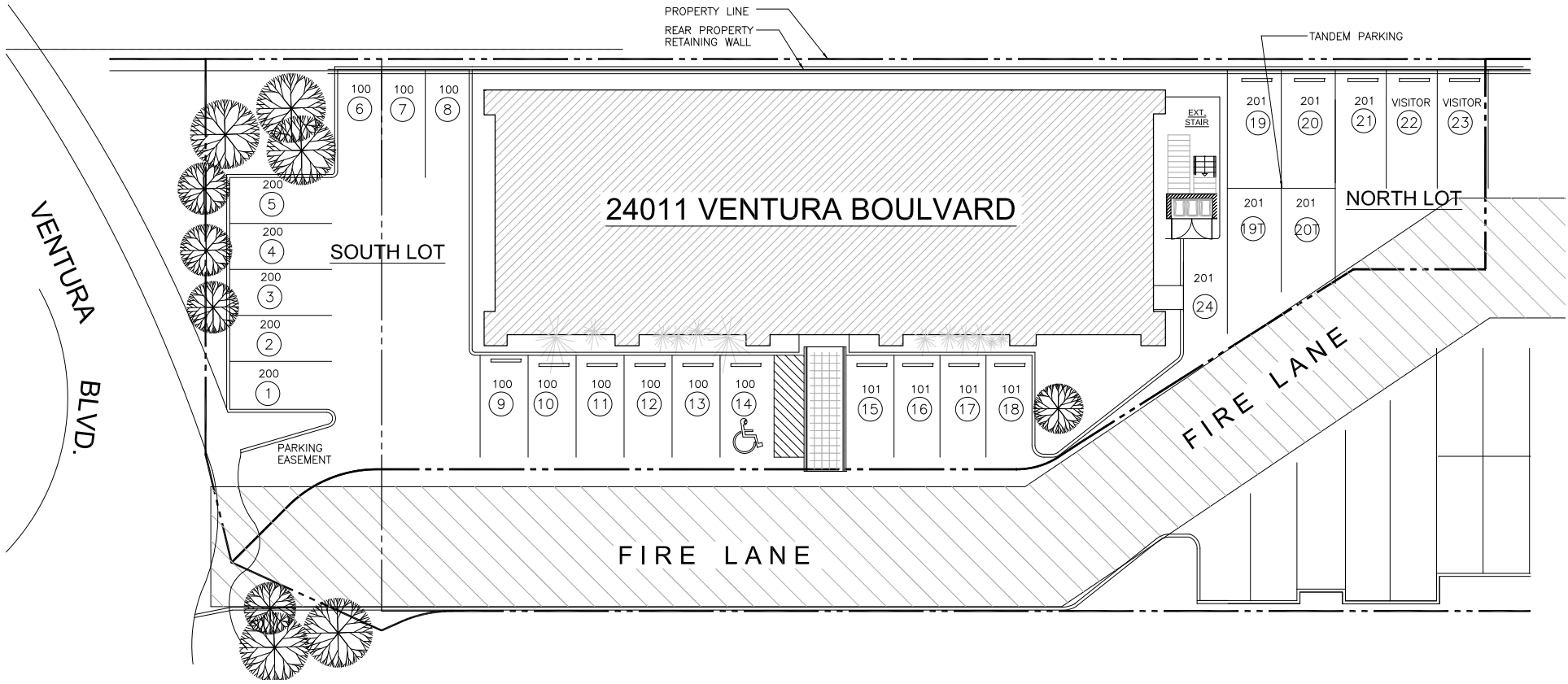
24013 VENTURA BLVD - SECOND FLOOR



SUITE 200 - FINANCIAL OFFICE
SUITE 201 - LANDSCAPE DESIGN
SUITE 202 - WEALTH MANAGEMENT



24011 VENTURA BLVD - PARKING PLAN



PARKING SUMMARY: 24011 VENTURA BOULEVARD

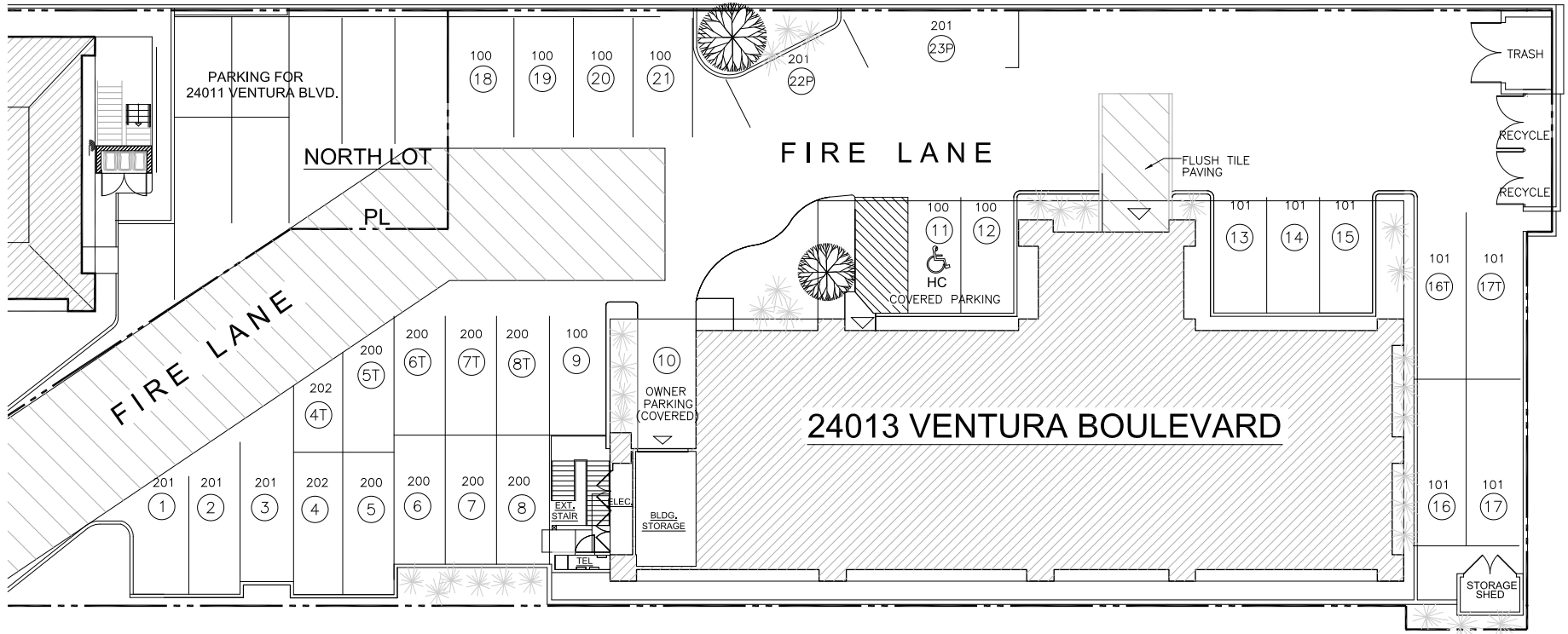
SUITE NO.:	PARKING #	SPACES PER BUILDING DEPARTMENT	HC #	TANDEM	PARALLEL	TOTAL PARKING
100	7,8,9,10,11,12,13	7	1			8
101	15,16,17,18	4				4
200	1,2,3,4,5,6	6				6
201	19,19T*, 20,21,20T*,24	4		2		6
VISITOR	22,23	2				2
TOTAL		23	1	2		26

TOTAL OF 24 SPACES PER BLDG. DEPT.

**T* INDICATES TANDEM PARKING



24013 VENTURA BLVD - PARKING PLAN



PARKING SUMMARY: 24013 VENTURA BOULEVARD

SUITE NO.:	PARKING #	SPACES PER BUILDING DEPARTMENT	HC #	TANDEM	PARALLEL	TOTAL PARKING
100	9,11,12,18,19,20,21	7	1			8
101	13,14,15,16,16T*,17,17T*	5		2		7
200	5,5T*,6,6T*,7,7T*,8,8T*	4		4		8
201	1,2,3,22P**,23P**	3			2	5
202	4,4T*	1		1		2
OWNER	10	1				1
TOTAL		21	1	7	2	31

TOTAL OF 22 SPACES PER BLDG. DEPT.

**T* INDICATES TANDEM PARKING
 ***P* INDICATES PARALLEL PARKING





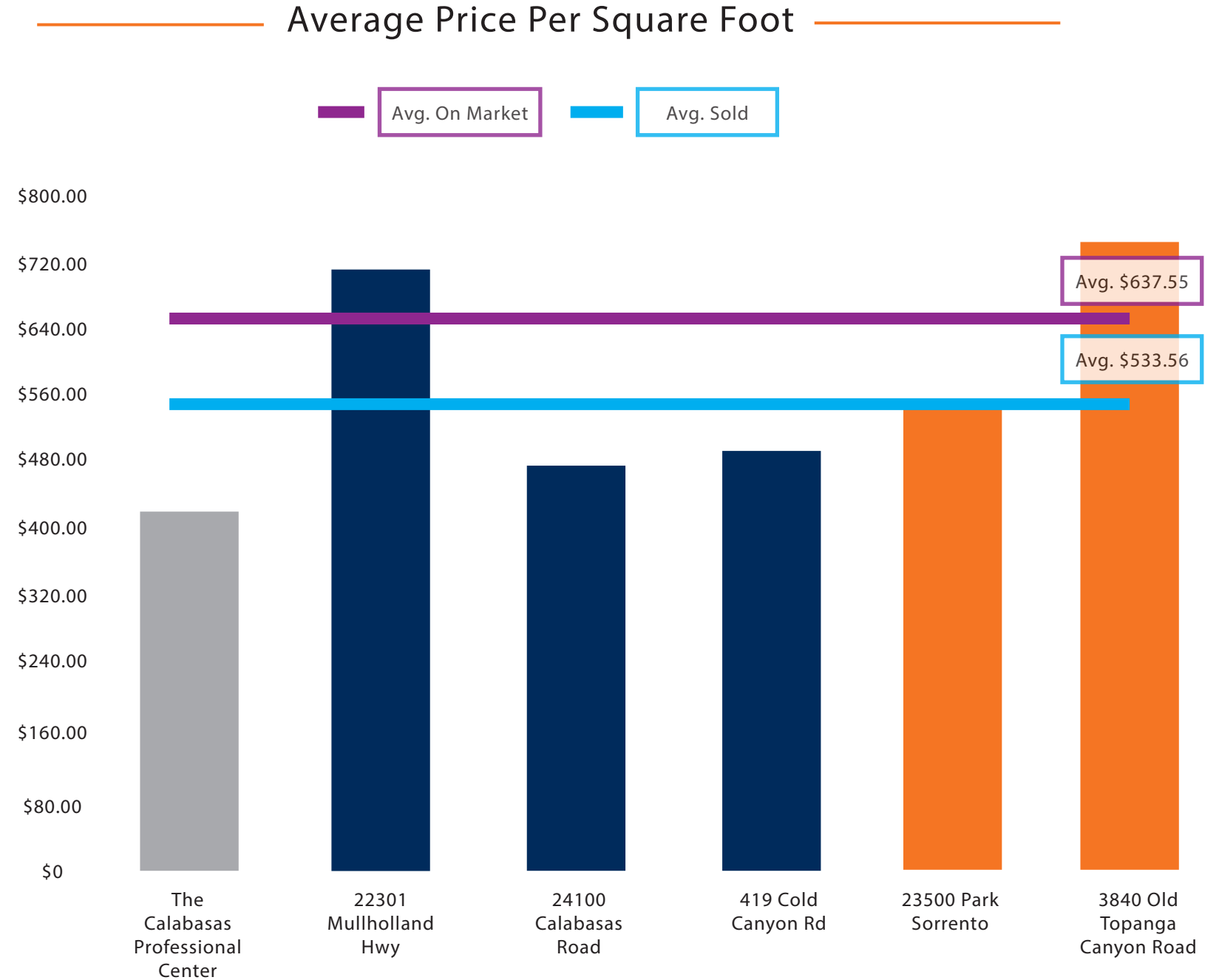
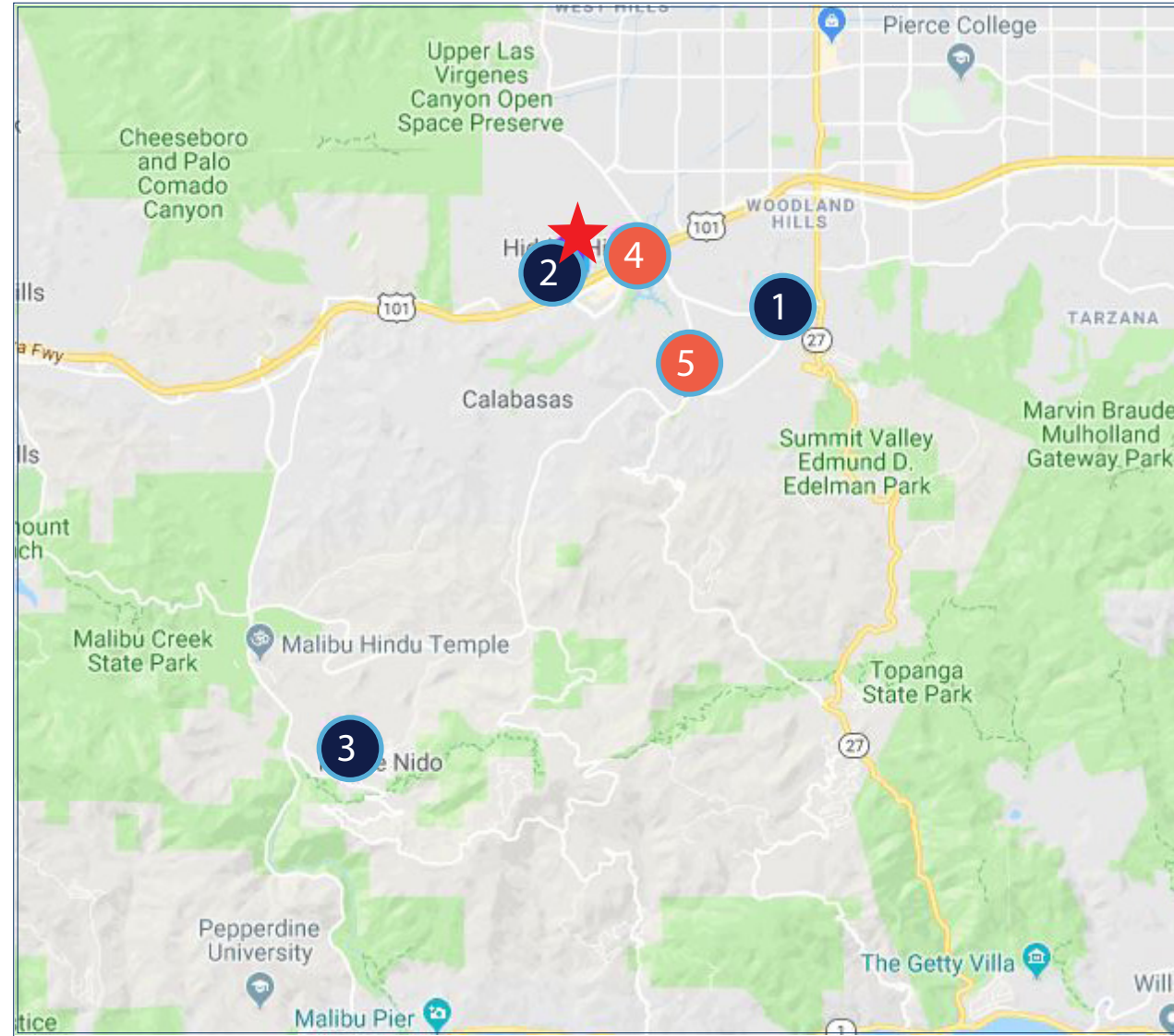
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SALES COMPARABLES MAP

- 1 22301 MULHOLLAND HIGHWAY
- 2 24100 CALABASAS ROAD
- 3 419 COLD CANYON ROAD
- 4 23500 PARK SORRENTO
- 5 3840 OLD TOPANGA CANYON ROAD
- ★ CURRENT SITE - CALABASAS PROFESSIONAL CENTER



SALES COMPARABLES



ADDRESS	24011 & 24013 VENTURA BLVD, CALABASAS, CA, 91302
Asking Price	\$8,990,000
Price/SF	\$423.71
Year 1 CAP Rate	5.02%
Year Built	1987
Occupancy	92%

ADDRESS	22301 MULHOLLAND HWY, CALABASAS, CA, 91302
Close of Escrow	10/11/2017
Sales Price	\$2,475,000
Rentable SF	3,600
Price/SF	\$687.50
Year Built	1967

On October 11, 2017, the office property located at 22301 Mulholland Hwy, Calabasas, CA was sold. This was an all cash transaction. This was an owner/user sale, and this was the buyer's upleg in a 1031 exchange. There were no other sale conditions reported at this time.

ADDRESS	24100 CALABASAS RD, CALABASAS, CA, 91302
Close of Escrow	1/24/2017
Sales Price	\$8,200,000
Rentable SF	18,279
Price/SF	\$448.60
Year Built	2007

Sold to owner-user. 24100 Calabasas a 13,089-square-foot office building is now going to be used as a Medical Office and 24106 Calabasas is a 3,885-square-foot multi-family building.

ADDRESS	419 COLD CANYON RD, CALABASAS, CA, 91302
Close of Escrow	10/25/2016
Sales Price	\$3,750,000
Rentable SF	8,072
Price/SF	\$464.57
Year Built	1948

Property sold as investment. The property and restaurant will remain unchanged. The Saddle Peak Lodge will remain out at this location.

ADDRESS	23500 PARK SORRENTO, CALABASAS, CA, 91302
ON MARKET	
List Price	\$8,000,000
Rentable SF	14,886
Price/SF	\$537.42
CAP Rate	3.54%
Year Built	2016

Fully leased investment opportunity, prime Calabasas.

ADDRESS	3840 OLD TOPANGA CANYON RD, CALABASAS, CA, 91302
ON MARKET	
List Price	\$7,500,000
Rentable SF	10,167
Price/SF	\$737.68
CAP Rate	5.66%
Year Built	1984

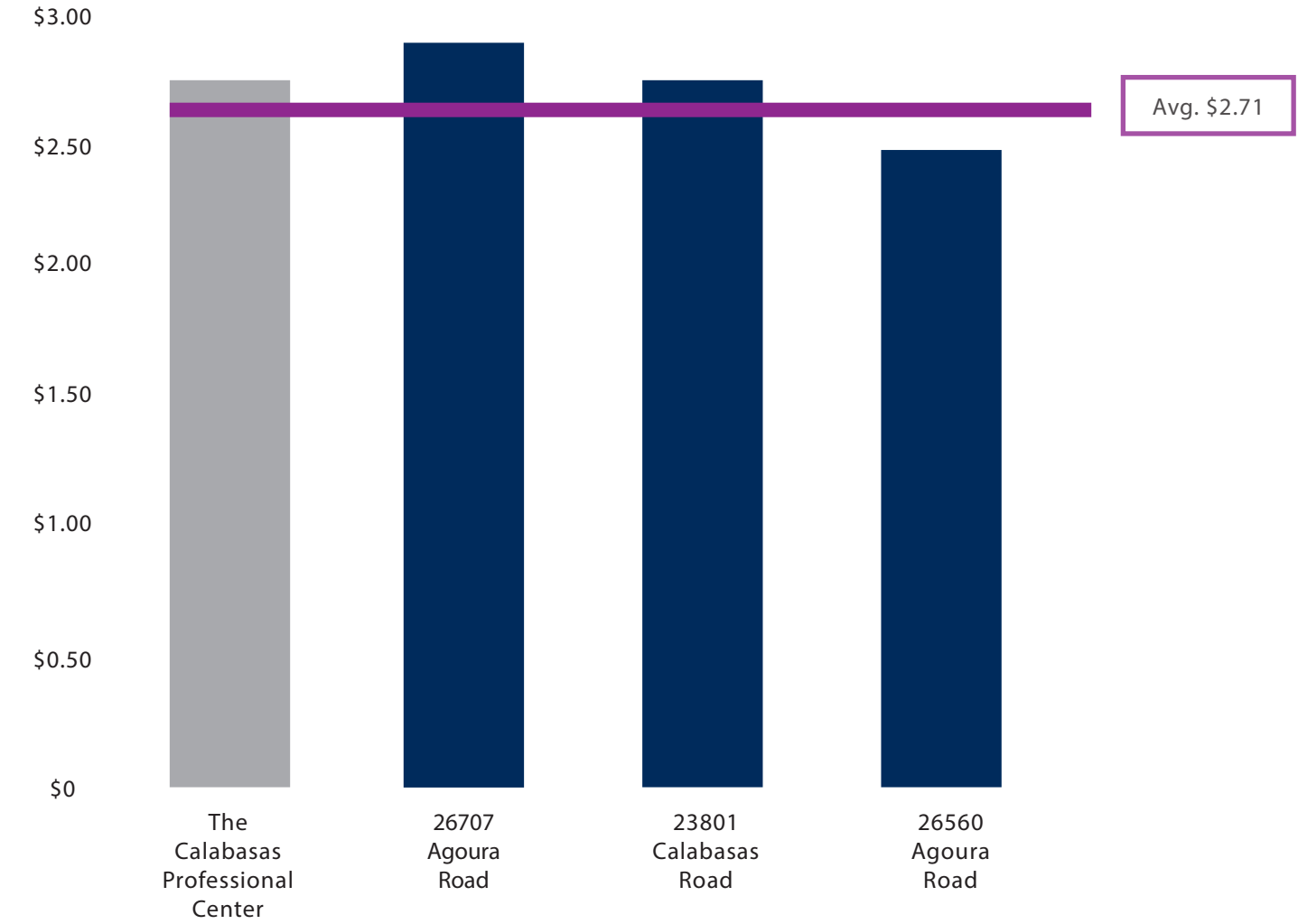
Triple net leased retail strip center with a well-diversified tenant mix.

LEASE COMPARABLES MAP

- 1 26707 AGOURA ROAD
- 2 23801 CALABASAS ROAD
- 3 26560 AGOURA ROAD
- ★ CURRENT SITE - CALABASAS PROFESSIONAL CENTER



Average Price Per Square Foot



LEASE COMPARABLES



ADDRESS	24011 & 24013 VENTURA BLVD, CALABASAS, CA, 91302
Asking Rent/SF	\$2.75
Year Built	1987
Occupancy	92%
Lease Type	Modified Gross
Lot Size	0.34 acre(s)

ADDRESS	26707 AGOURA RD, CALABASAS, CA, 91302
Survey Date	8/1/2018
Rentable SF	15,088
Available SF	10,532
Asking Rent/SF	\$2.85
Year Built	1990
Lease Type	Modified Gross

On site cafe, gym and property management. Medical space for lease. Additional square footage can be made available. Owner to provide move-in ready medical office suites.

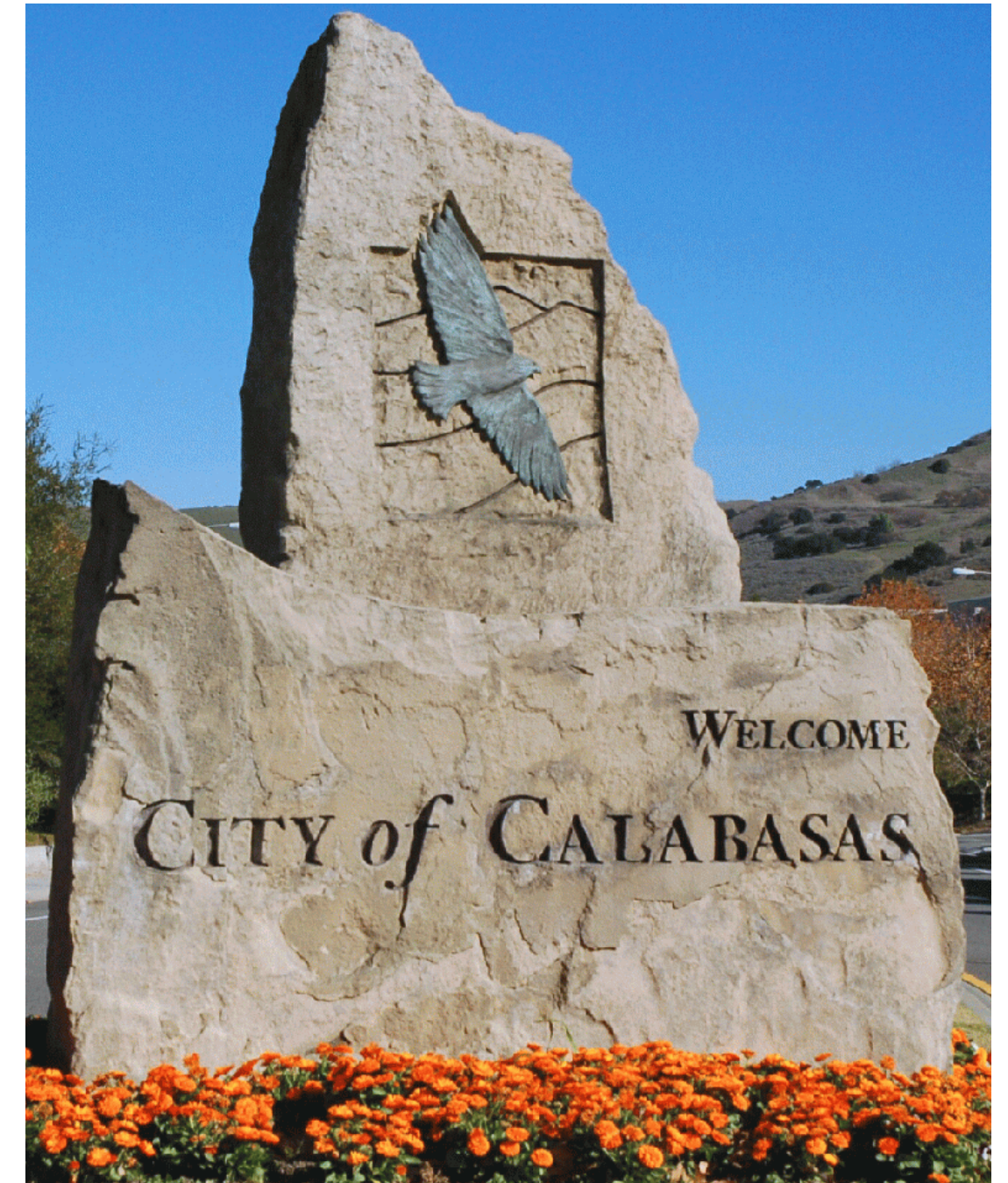
ADDRESS	23801 CALABASAS RD, CALABASAS, CA, 91302
Survey Date	8/1/2018
Rentable SF	101,601
Available SF	811
Asking Rent/SF	\$2.75
Year Built	1983
Lease Type	Gross

2nd Floor general office space available for rent. Building features food service, on site management, and building signage.

ADDRESS	26560 AGOURA RD, CALABASAS, CA, 91302
Survey Date	8/24/2018
Rentable SF	24,420
Available SF	1,000
Asking Rent/SF	\$2.50
Year Built	1979
Lease Type	Modified Gross

Parking: 3/1,000 RSF Ratio Free surface parking
 - Good natural light
 - No Gross Receipts Tax
 - Open creative office space
 - Lots of natural light
 - Exposed truss ceiling
 - Direct access through two private entrances
 - Concrete floors

LEASE COMPARABLES





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INVESTMENT HIGHLIGHTS



AFFLUENT TRADE AREA

Located near Caruso Affiliated's The Commons at Calabasas, a 215,000 SF community center anchored by Ralphs, Rite Aid, Edward's Grand Palace Stadium Theater, Barnes & Noble, Lululemon, Sephora and Williams-Sonoma, providing a strong local and regional draw to this immediate trade area.

RARE OWNER USER OPPORTUNITY

Take advantage of historically low interest rate SBA financing, the after tax benefits of ownership, and equity appreciation.

SUPPLY CONSTRAINED MARKET

Affluent and mature trade area with limited sites available for future development, creating a high barrier to entry for future competition and ensuring the business park's long term growth and success.

IRREPLACEABLE LOCATION

The City of Calabasas has only twenty eight office buildings under 20,000 SF, with only five sales in the last five years.

*AVERAGE HOUSEHOLD INCOMES





24013 VENTURA BLVD.

DEMOGRAPHICS

UNIT TYPE	1 MILE	3 MILES	5 MILES
2022 Projection Total Population	4,693	71,407	187,010
2017 Estimate Total Population	4,615	69,669	181,773
2010 Census Total Population	4,508	67,179	173,010
2000 Census Total Population	4,607	65,033	162,381
Daytime Populations Total Population	7,054	80,247	241,685

HOUSEHOLDS	1 MILE	3 MILES	5 MILES
2022 Projection Total Households	1,928	26,495	70,431
2017 Estimate Total Households	1,875	25,752	67,817
Average (Mean) Household Size	2.69	2.7	2.66
2010 Census Total Households	1,809	24,659	63,866
2000 Census Total Households	1,763	24,523	59,948

HOUSEHOLDS BY INCOME	1 MILE	3 MILES	5 MILES
2017 Estimate			
\$200,000 or More	36.66%	21.66%	15.19%
\$150,000 - \$199,000	13.60%	13.09%	10.54%
\$100,000 - \$149,000	15.75%	20.31%	18.00%
\$75,000 - \$99,999	8.48%	11.99%	11.89%
\$50,000 - \$74,999	9.28%	12.47%	15.54%
\$35,000 - \$49,999	6.07%	6.55%	8.93%
\$25,000 - \$34,999	3.15%	4.80%	6.80%
\$15,000 - \$24,999	3.63%	3.86%	5.81%
Under \$15,000	5.38%	6.91%	8.06%

Average Household Income	\$223,329	\$160,629	\$130,493
Median Household Income	\$151,022	\$110,118	\$85,982
Per Capita Income	\$90,846	\$59,477	\$48,800

HOUSEHOLDS BY INCOME	1 MILE	3 MILES	5 MILES
Population 25+ by Education Level			
2017 Estimate Population Age 25+	3,427	50,610	130,923
Elementary (0-8)	1.41%	1.21%	3.71%
Some High School (9-11)	2.20%	2.59%	4.42%
High School Graduate (12)	11.22%	15.10%	17.17%
Some College (13-15)	19.14%	19.60%	19.84%
Associate Degree Only	6.46%	7.66%	7.15%
Bachelors Degree Only	31.92%	31.30%	28.36%
Graduate Degree	27.51%	22.03%	17.82%



\$200K +
HOUSEHOLD INCOME WITHIN 1 MILE



\$223,329
AVERAGE HOUSEHOLD INCOME



181,773
2017 POPULATION ESTIMATE



DEMOGRAPHICS HIGHLIGHTS



POPULATION

In 2017, the population in your selected geography is 4,615. The population has changed by 0.17% since 2000. It is estimated that the population in your area will be 4,693.00 five years from now, which represents a change of 1.69% from the current year. The current population is 48.75% male and 51.25% female. The median age of the population in your area is 51.87, compare this to the US average which is 37.83. The population density in your area is 1,468.70 people per square mile



HOUSEHOLDS

There are currently 1,875 households in your selected geography. The number of households has changed by 6.35% since 2000. It is estimated that the number of households in your area will be 1,928 five years from now, which represents a change of 2.83% from the current year. The average household size in your area is 2.69 persons.



INCOME

In 2017, the median household income for your selected geography is \$151,022, compare this to the US average which is currently \$56,286. The median household income for your area has changed by 19.50% since 2000. It is estimated that the median household income in your area will be \$165,116 five years from now, which represents a change of 9.33% from the current year.

The current year per capita income in your area is \$90,846, compare this to the US average, which is \$30,982. The current year average household income in your area is \$223,329, compare this to the US average which is \$81,217.



RACE & ETHNICITY

The current year racial makeup of your selected area is as follows: 85.38% White, 1.50% Black, 0.01% Native American and 7.25% Asian/Pacific Islander. Compare these to US averages which are: 70.42% White, 12.85% Black, 0.19% Native American and 5.53% Asian/Pacific Islander. People of Hispanic origin are counted independently of race.

People of Hispanic origin make up 6.07% of the current year population in your selected area. Compare this to the US average of 17.88%.



HOUSING

The median housing value in your area was \$1,000,000 in 2017, compare this to the US average of \$193,953. In 2000, there were 1,595 owner occupied housing units in your area and there were 168 renter occupied housing units in your area. The median rent at the time was \$1,147



EMPLOYMENT

In 2017, there are 7,622 employees in your selected area, this is also known as the daytime population. The 2000 Census revealed that 89.75% of employees are employed in white-collar occupations in this geography, and 10.20% are employed in blue-collar occupations. In 2017, unemployment in this area is 4.18%. In 2000, the average time traveled to work was 36.00 minutes.

ECONOMY

- ▶ Known for its entertainment industry, the Valley boasts more than 100 soundstages. Entertainment giants calling the Valley home include Walt Disney Co., Universal Studios, Warner Brothers, DreamWorks and Paramount Ranch.
- ▶ Aerospace giants Boeing and Northrop Grumman as well as 21st Century Insurance generate numerous well-paying jobs.
- ▶ Healthcare is also a major source of employment with providers that include Kaiser Permanente and Providence Health & Services. As a result of its large concentration of high salaries and successful companies, household incomes are above the national average



METRO HIGHLIGHTS



DIVERSE ECONOMY

Population and household growth will increase faster than other large metros in Southern California, generating a demand for housing, and goods and services.



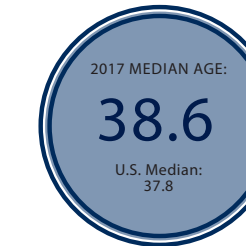
EDUCATED WORKFORCE

While the entertainment industry underpins the economy, other economic drivers include aerospace, insurance and healthcare



GROWTH

Roughly 23 percent of San Fernando Valley residents who are age 25 and older hold a bachelor's degree and 13 percent also obtained a graduate or professional degree.



OVERVIEW

Approximately 2.5 million people reside in the San Fernando Valley, which includes the submarkets of Northridge-Northwest San Fernando Valley, Van Nuys-Northeast San Fernando Valley, Woodland Hills, Burbank-Glendale-Pasadena and Sherman Oaks-North Hollywood-Ewncino. The area's population is expected to increase by 33,000 residents through 2022. Many people are attracted by the region's more affordable home prices.

DEVELOPMENT REPORT

RAZNICK MIXED USE BUILDING

- ▶ 23480 Park Sorrento, Calabasas, CA 91302
42 apartment units and 2,128 SF commercial retail/restaurant space

CAMBRIA CALABASAS HOTEL

- ▶ 26300 Rondell Street, Calabasas, CA 91301
3-story hotel, 127 rooms commercial center.

WEST VILLAGE AT CALABASAS

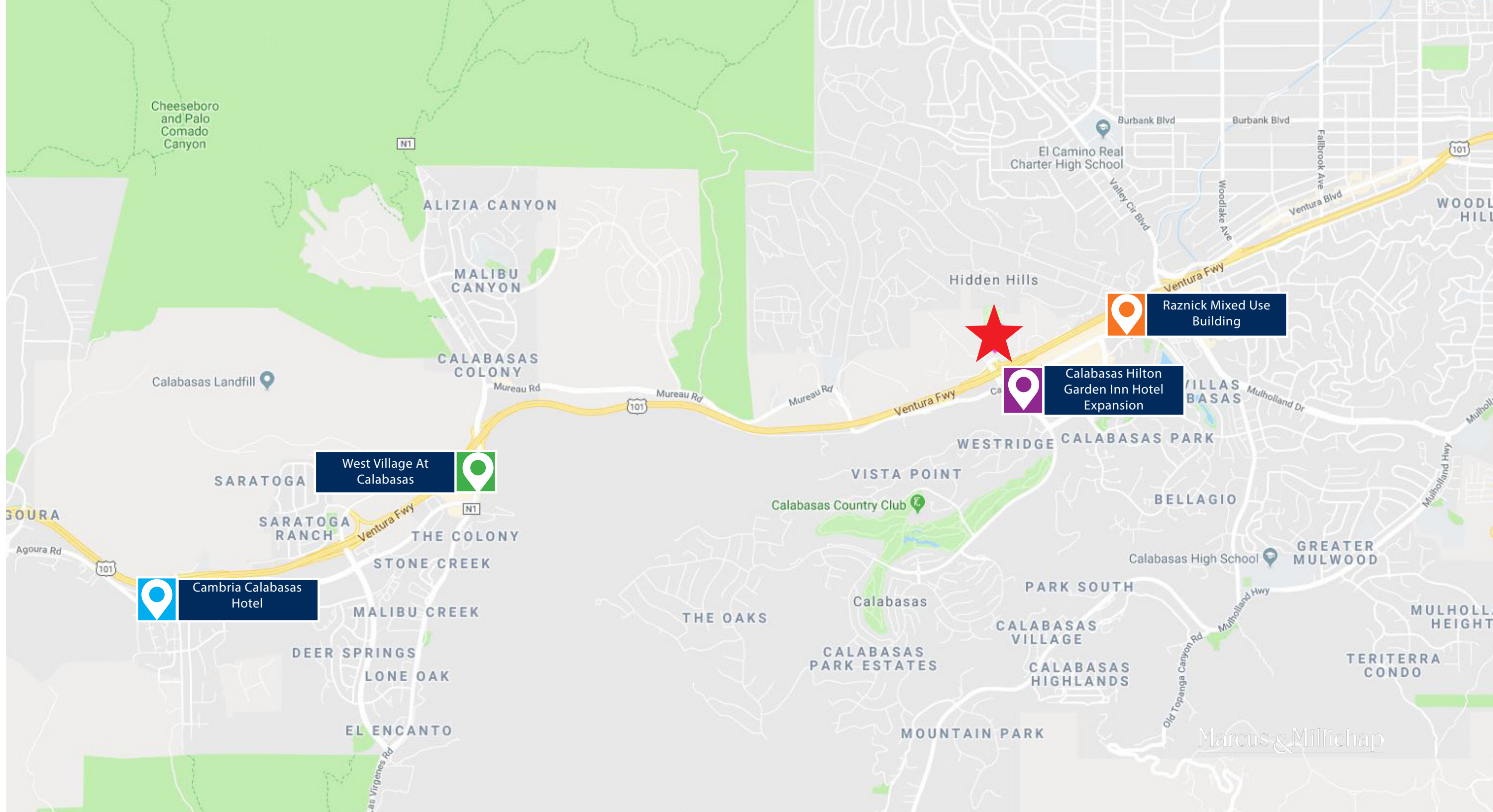
- ▶ 4790 Las Virgenes Road, Calabasas, CA 91302
Thirteen (13) acre development , with 180 residential units and 5,705 square-foot, two-building retail commercial center.

CALABASAS HILTON GARDEN INN HOTEL EXPANSION

- ▶ 24150 Park Sorrento, Calabasas, CA 91302
3-story hotel, 51 room structure.

★ CURRENT SITE - CALABASAS PROFESSIONAL CENTER

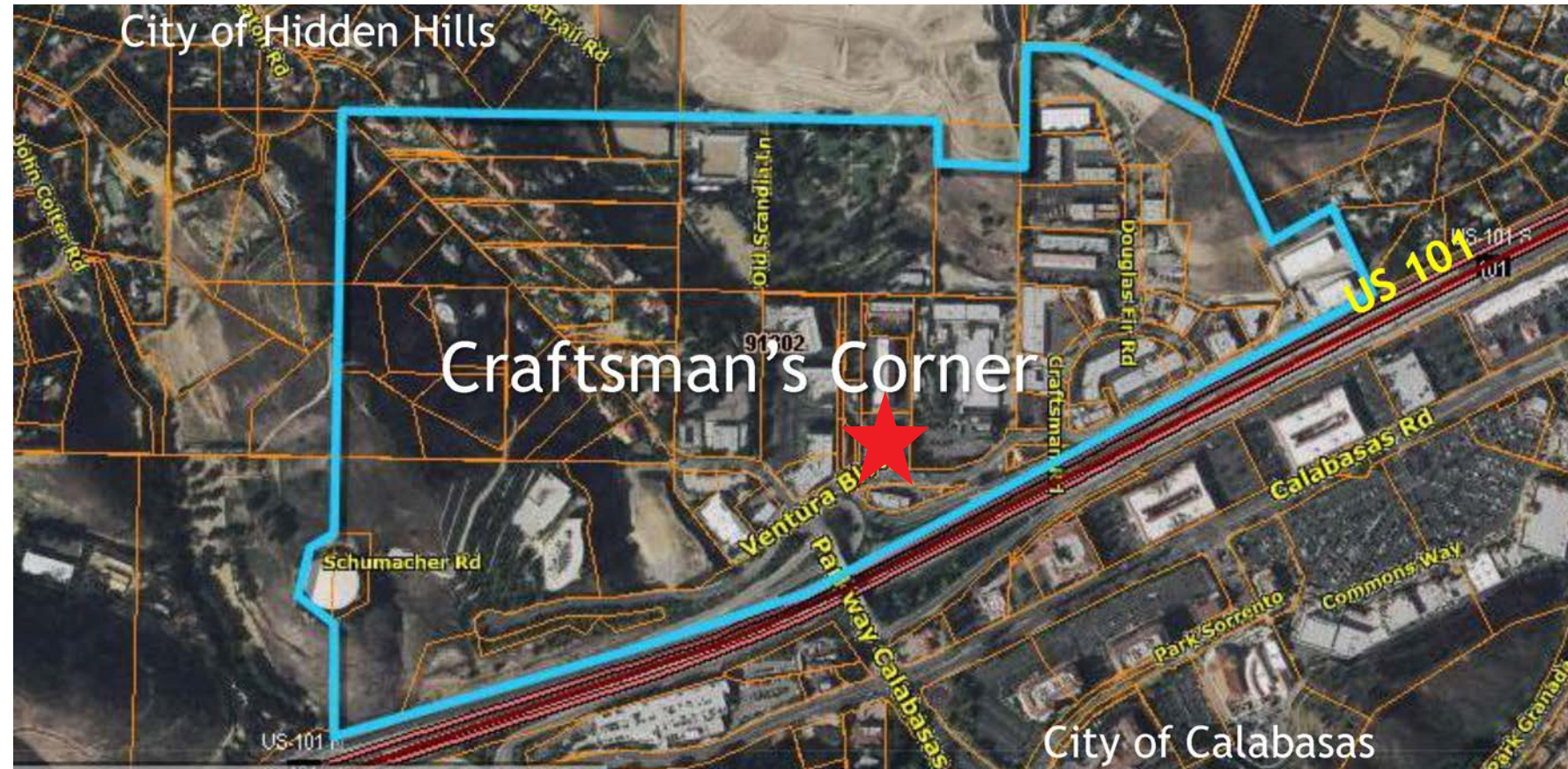
- ▶ 24011 & 24013 Ventura Blvd, Calabasas, CA 91302



PROPOSED ANNEXATION OF CRAFTSMAN CORNER

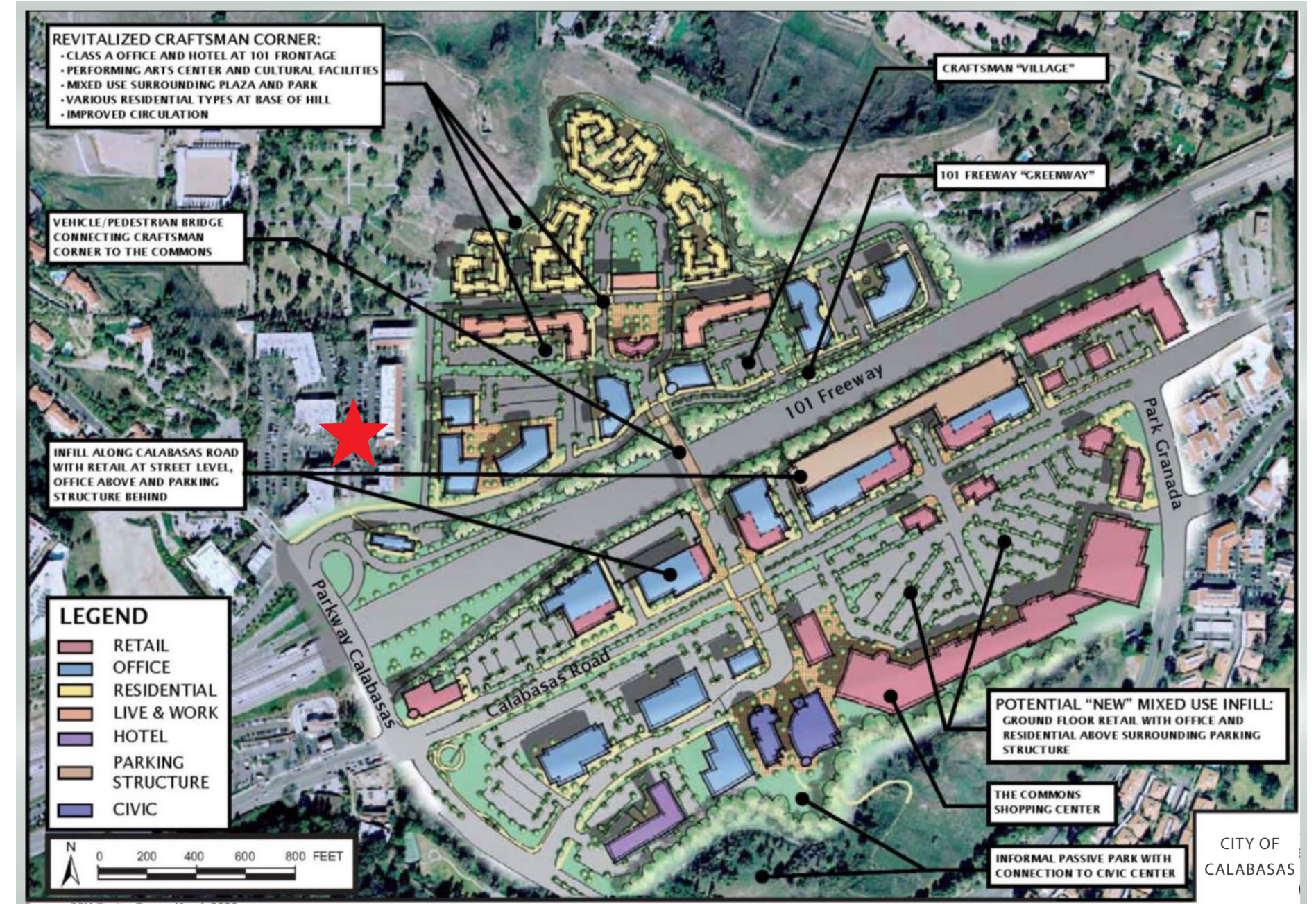
"EAST VILLAGE" CONCEPT FROM 2030 GENERAL PLAN

MARKET OVERVIEW

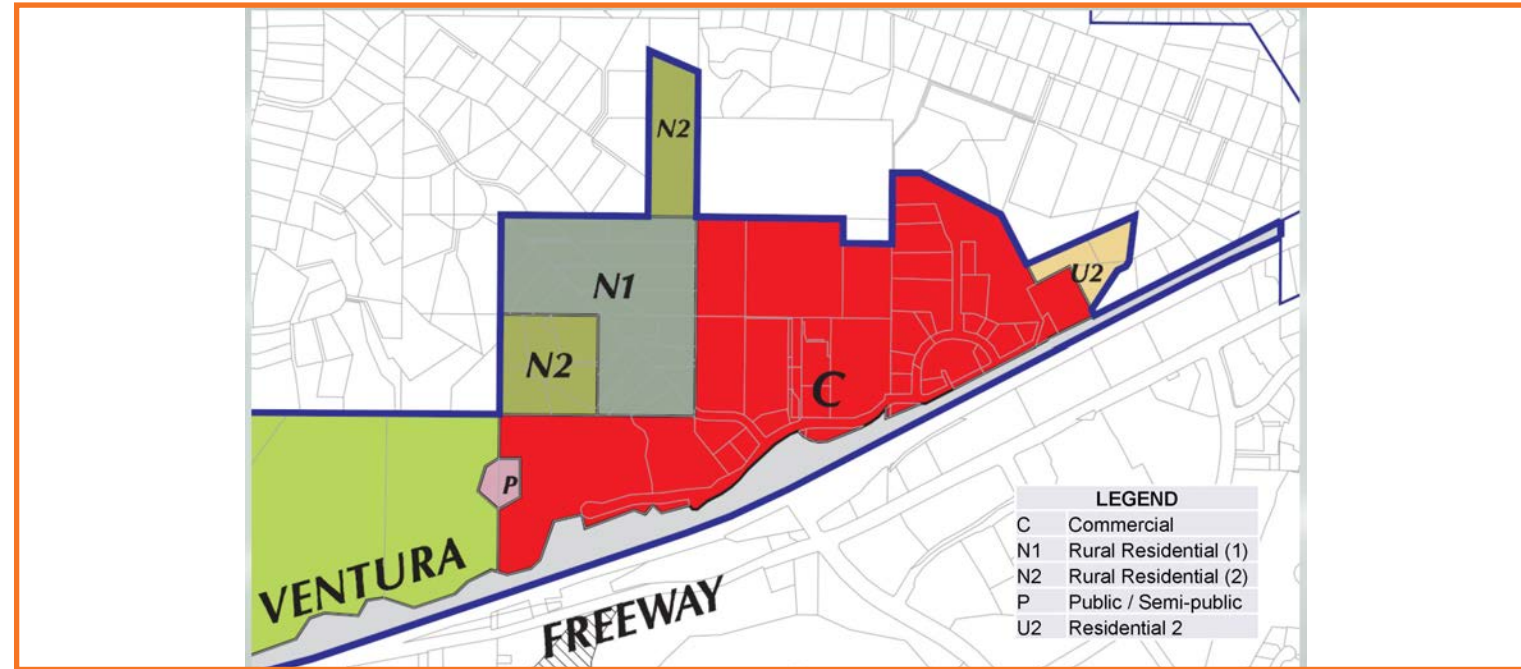


The City of Calabasas has proposed to annex Craftsman's Corner, a previously unincorporated area of Los Angeles County. The annexation has been in negotiation since 2013, and is scheduled to go into effect in 2019. Although not formally agreed upon, both the City of Calabasas and the County of Los Angeles have stated that they intend to move forward with the upcoming annexation. The plan was created with the intention to revitalize Craftsman's Corner by redeveloping the area with a mix of uses, improving circulation, and raising the quality of building design.

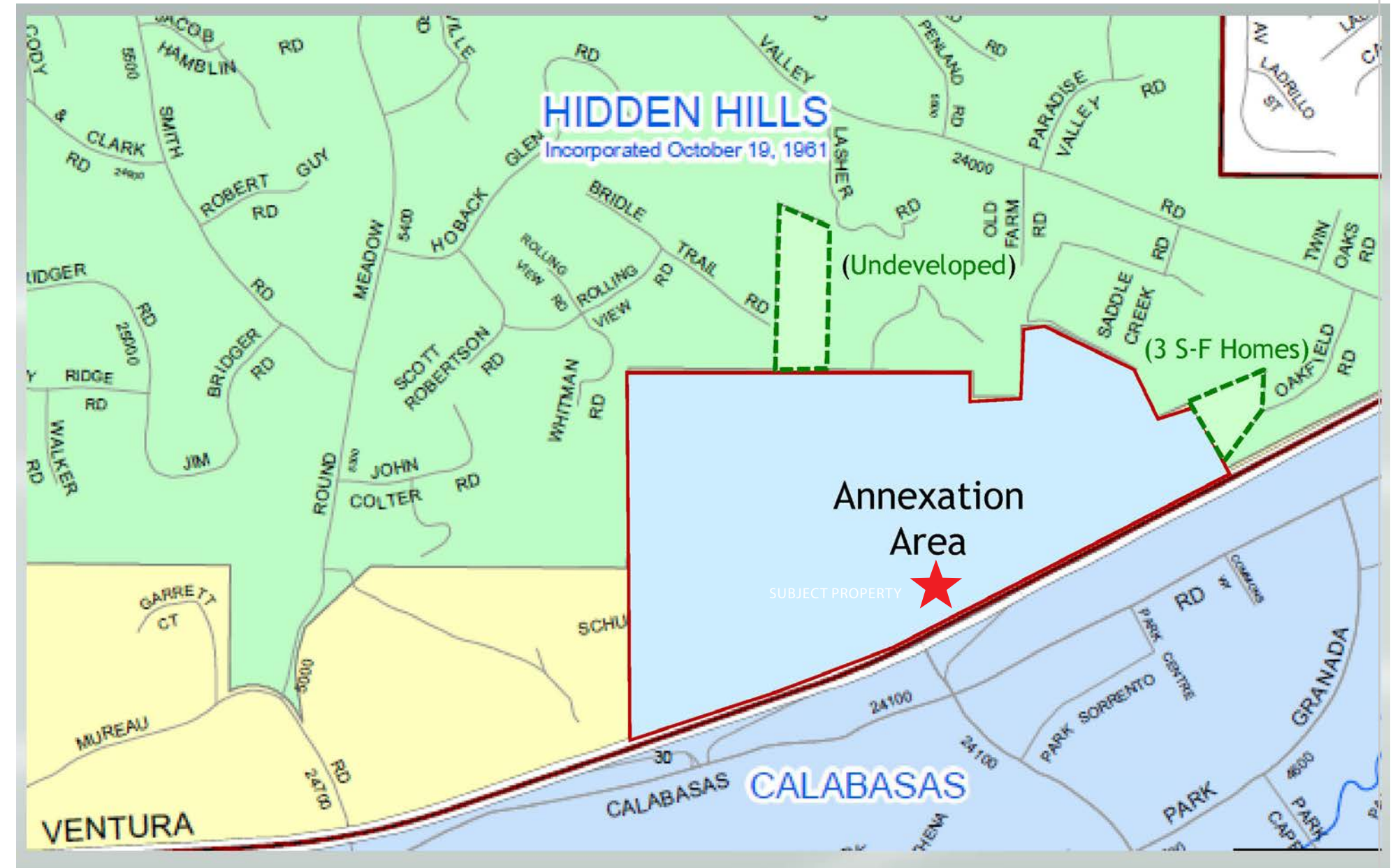
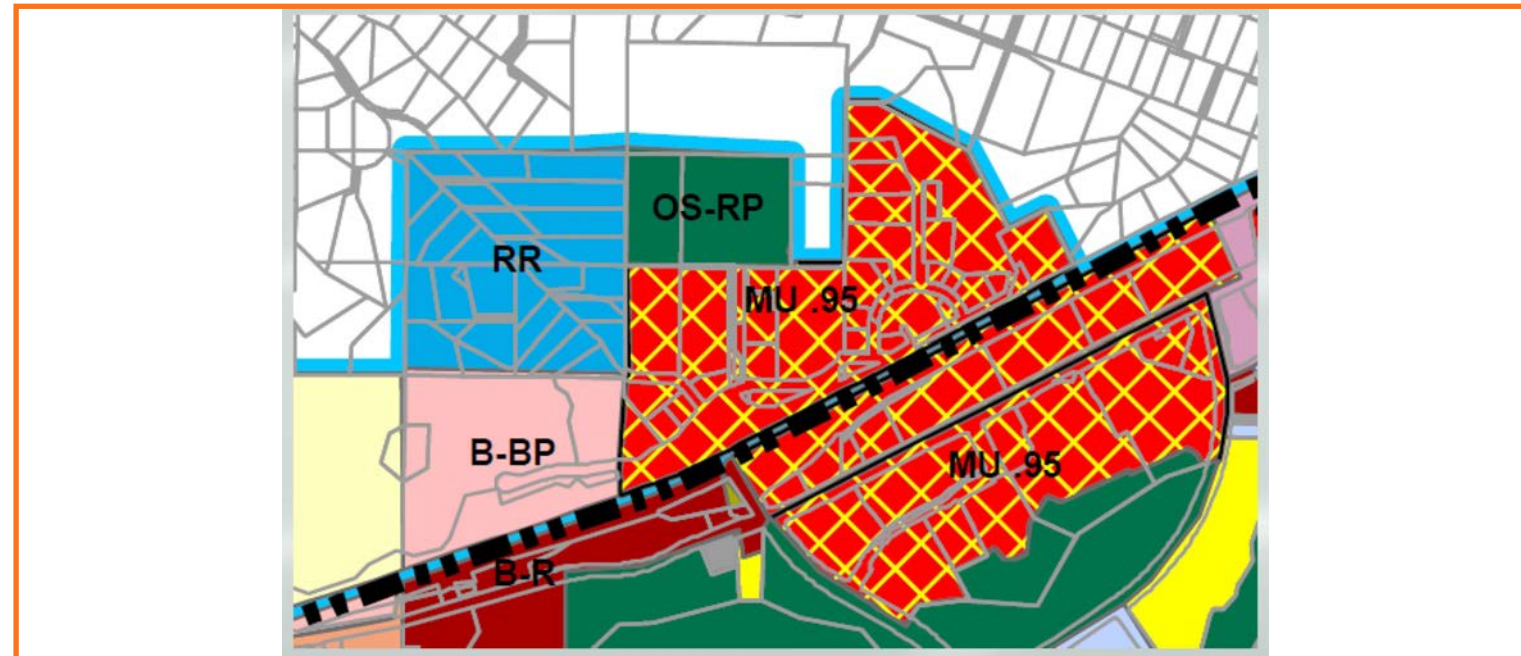
- ▶ Property taxes will not change.
- ▶ Police & fire protection will remain with LA County Sheriff and LA County Fire Department (No Change)
- ▶ Address &/or post office will not change
- ▶ Trash & curbside recycling will transition to City of Calabasas administration (but same provider)
- ▶ No cost to area residents and property owners.



MARKET OVERVIEW



2030 GENERAL PLAN LAND USE





24011 VENTURA BLVD.

CALABASAS PROFESSIONAL CENTER 24011 VENTURA & 24013 VENTURA

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