

#### NON-ENDORSEMENT & DISCLAIMER NOTICE

#### CONFIDENTIALITY & 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.

#### 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.

#### RENT DISCLAIMER

Any rent or income information in this offering memorandum, with the exception of actual, historical rent collections, represent good faith projections of potential future rent only, and Marcus & Millichap makes no representations as to whether such rent may actually be attainable. Local, state, and federal laws regarding restrictions on rent increases may make these projections impossible, and Buyer and its advisors should conduct their own investigation to determine whether such rent increases are legally permitted and reasonably attainable.

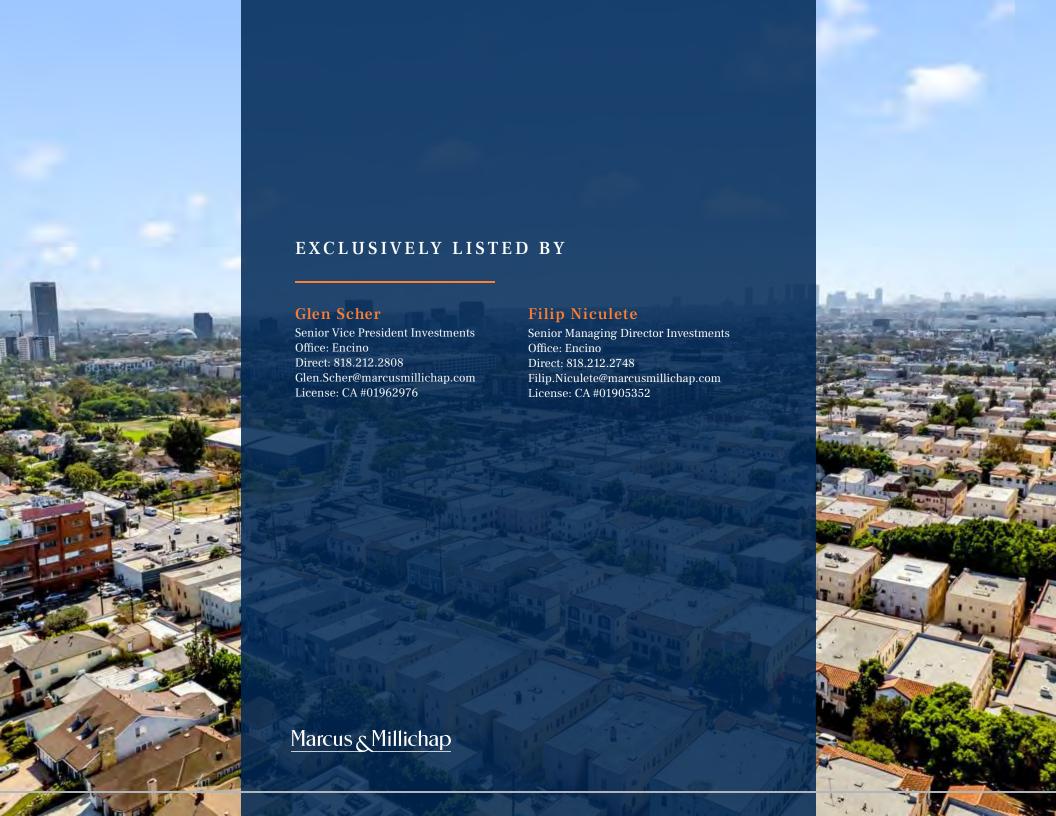
#### SPECIAL COVID-19 NOTICE

All potential buyers are strongly advised to take advantage of their opportunities and obligations to conduct thorough due diligence and seek expert opinions as they may deem necessary, especially given the unpredictable changes resulting from the continuing COVID-19 pandemic. Marcus & Millichap has not been retained to perform, and cannot conduct, due diligence on behalf of any prospective purchaser. Marcus & Millichap's principal expertise is in marketing investment properties and acting as intermediaries between buyers and sellers. Marcus & Millichap and its investment professionals cannot and will not act as lawyers, accountants, contractors, or engineers. All potential buyers are admonished and advised to engage other professionals on legal issues, tax, regulatory, financial, and accounting matters, and for questions involving the property's physical condition or financial outlook. Projections and pro forma financial statements are not guarantees and, given the potential volatility created by COVID-19, all potential buyers should be comfortable with and rely solely on their own projections, analyses, and decision-making.

Activity ID #ZAD0120619

Marcus & Millichap

OFFICES THROUGHOUT THE U.S. AND CANADA marcusmillichap.com





#### DISCLAIMER

Any rent or income information in this offering memorandum, with the exception of actual, historical rent collections, represent good faith projections of potential future rent only, and Marcus & Millichap makes no representations as to whether such rent may actually be attainable. Local, state, and federal laws regarding restrictions on rent increases may make these projections impossible, and Buyer and its advisors should conduct their own investigation to determine whether such rent increases are legally permitted and reasonably attainable.





#### TABLE OF CONTENTS

SECTION 1 Executive Summary	7
SECTION 2 Property Information	14
SECTION 3 Financial Analysis	19
SECTION 4 Sale Comparables	25
SECTION 5 Lease Comparables	34
SECTION 6 Market Overview	42

# SECTION 1 **Executive Summary** OFFERING SUMMARY Marcus & Millichap

#### OFFERING SUMMARY





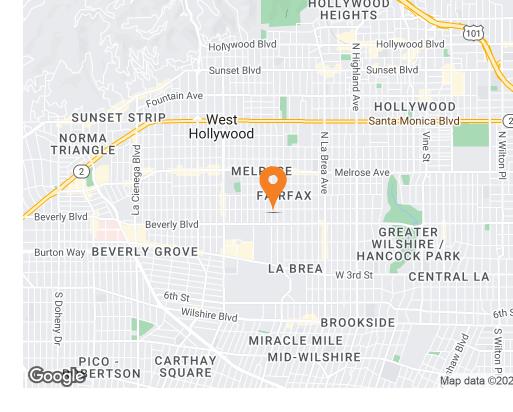


#### **FINANCIAL**

Listing Price	\$2,895,000
NOI	\$130,675
Cap Rate	4.51%
GRM	16.19
Price/SF	\$524.17
Price/Unit	\$723,750

#### **OPERATIONAL**

Gross SF	5,523 SF
# of Units	4
Lot Size	0.14 Acres (6,105 SF)
Year Built / Renovated	1930 / 2022























SECTION 2

## **Property Information**

INVESTMENT HIGHLIGHTS

REGIONAL MAP

LOCAL MAP

AERIAL MAP



#### 346 N GARDNER ST

346 N Gardner St, Los Angeles, CA 90036

#### **INVESTMENT OVERVIEW**

The LAAA Team of Marcus & Millichap is pleased to present this 4 unit multifamily property located at 346 N Gardner St, Los Angeles, CA 90035. The property is in an excellent Fairfax District location, less than half a mile or a short 8 minute walk from The Grove.

Built in 1930, this historic property has a great unit mix of all 2 bed / 1 bath units of approximately 1,380 square feet each. Three of the units are currently vacant and will be delivered vacant, renovated, and rent ready. Each unit has its own laundry room, beautiful French doors, and a private outdoor balcony or patio. Also, the property offers 4 secure garage parking spots in the back which could be converted to an ADU if the Buyer chooses.

We received a great loan quote for this property. As of early September 2022, a qualified buyer can get a 3.70% interest only loan with a 40% down payment. With this loan, the buyer for this property will enjoy a great 5.73% cash on cash return after renting out the 3 vacant units. However, interest rates are changing quickly so please reach out to listing agent for an updated loan quote.

This property is in an ideal Fairfax District Location. Nestled between West Hollywood and La Brea, Fairfax is best known for its major shopping destination: The Grove. Walk along the famous Melrose Avenue and stop by Pink's Hot Dogs to fully embrace the Los Angeles culture, but make sure to leave plenty of time to explore the other eateries and upscale boutiques that make the neighborhood so iconic. Plan ahead to watch a taping at CBS Television City, stay the night at a chic hotel, and catch the pop-up shops and concerts that frequent The Grove.

#### **INVESTMENT HIGHLIGHTS**

1930s Beverly Fairfax Historic Property | Major Renovation in 2022

All Units are 2 Bed / 1 Bath | About 1,380 Square Feet Each

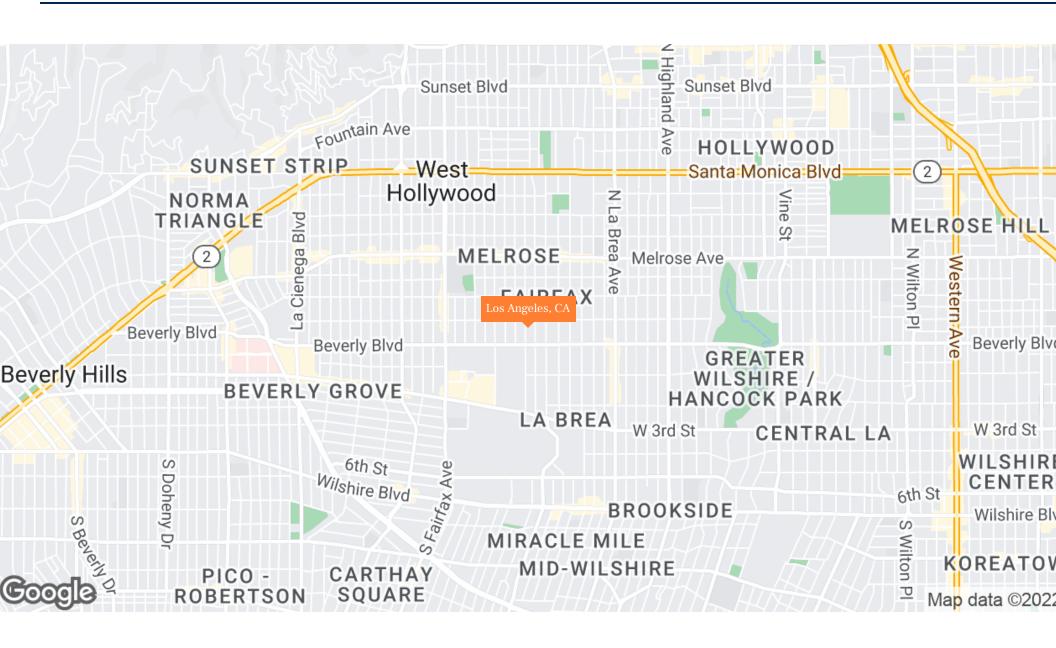
3 of the 4 Units will be Delivered Vacant and Renovated

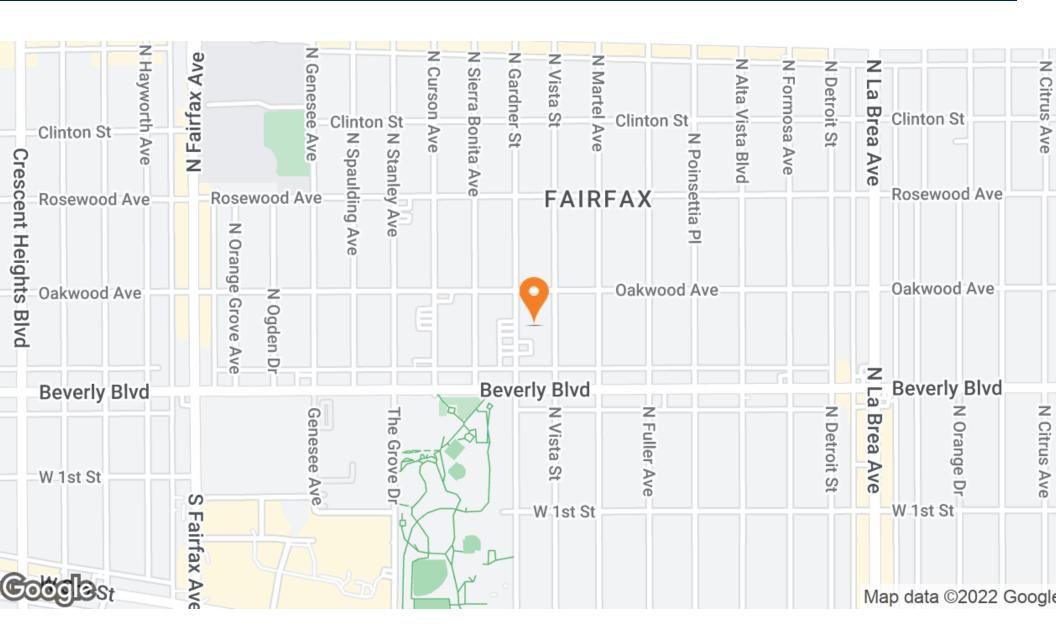
4 Garage Parking Spots in Back of Property | Each Unit has its Own Laundry Room

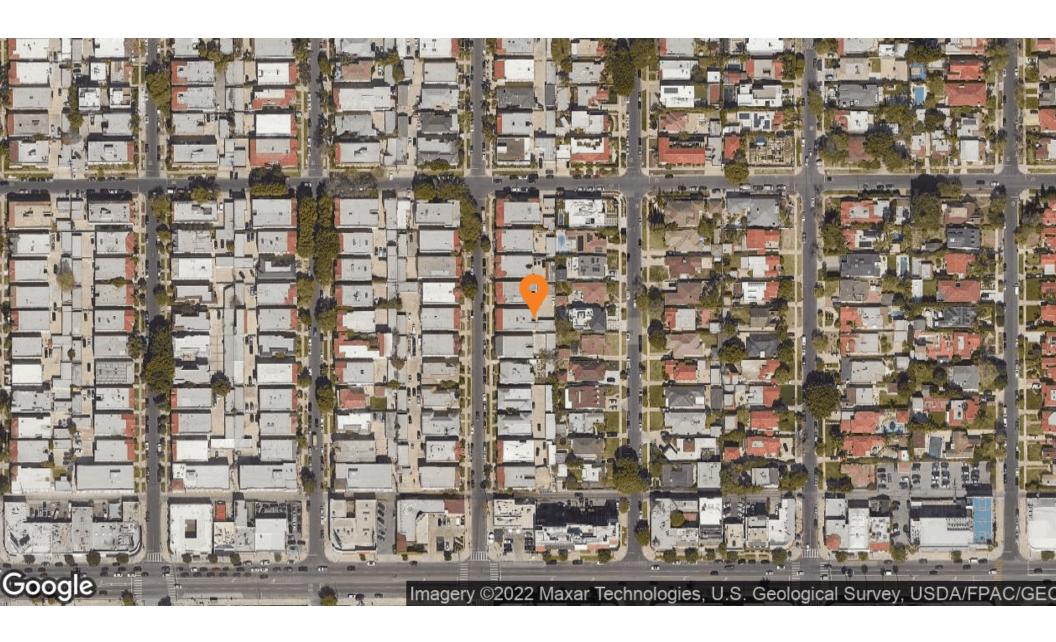
Excellent Fairfax District Location | Short Walk to The Grove and Melrose Avenue

Great Loan Quote: 60% LTV - 3.70% Interest Rate - Interest Only for 5 Years

First Time on the Market in 40+ Years







# SECTION 3 Financial Analysis FINANCIAL DETAILS Marcus & Millichap

#### FINANCIAL DETAILS // 346 N Gardner St

#### As of September,2022

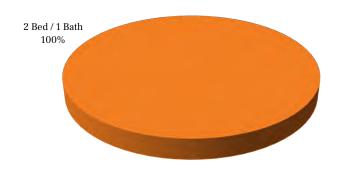
			SCHEDULED	SCHEDULED	POTENTIAL	POTENTIAL
		Square	Rent /	Rent / SF/	Rent /	Rent/ SF/
UNIT	UNIT TYPE	Feet	Month	Month	Month	Month
1	2 Bed / 1 Bath Owner's Unit (Vacant)	1,450	\$4,450	\$3.07	\$4,450	\$3.07
2	2 Bed / 1 Bath Vacant	1,350	\$4,150	\$3.07	\$4,150	\$3.07
3	2 Bed / 1 Bath Vacant	1,350	\$4,150	\$3.07	\$4,150	\$3.07
4	2 Bed / 1 Bath	1,350	\$2,450	\$1.81	\$4,150	\$3.07
Total		Square Feet: 5,523	\$15,200	\$2.75	\$16,900	\$3.06

#### 346 N Gardner St // FINANCIAL DETAILS

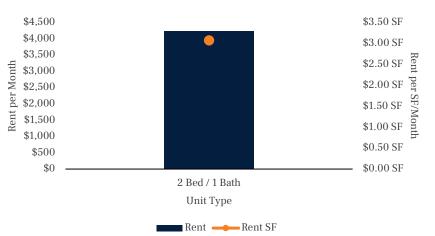
				SCHEDULED			POTENTIAL		
	# OF	AVG SQ	RENTAL	AVERAGE	AVERAGE	MONTHLY	AVERAGE	AVERAGE	MONTHLY
UNIT TYPE	UNITS	FEET	RANGE	RENT	RENT / SF	INCOME	RENT	RENT / SF	INCOME
2 Bed / 1 Bath	1	1,350	\$2,450 - \$2,450	\$2,450	\$1.81	\$2,450	\$4,150	\$3.07	\$4,150
2 Bed / 1 Bath Vacant	2	1,350	\$4,150 - \$4,150	\$4,150	\$3.07	\$8,300	\$4,150	\$3.07	\$8,300
2 Bed / 1 Bath Owner's Unit (Vacant)	1	1,450	\$4,450 - \$4,450	\$4,450	\$3.07	\$4,450	\$4,450	\$3.07	\$4,450
TOTALS/WEIGHTED AVERAGES	4	1,381		\$3,800	\$2.75	\$15,200	\$4,225	\$3.06	\$16,900

GROSS ANNUALIZED RENTS \$182,400 \$202,800

#### **Unit Distribution**



#### **Unit Rent**



#### FINANCIAL DETAILS // 346 N Gardner St

INCOME	Current		Pro Forma		NOTES	PER UNIT	PER SF
Rental Income							
Gross Scheduled Rent	182,400		202,800			50,700	36.72
Physical Vacancy	(5,472)	3.0%	(6,084)	3.0%		(1,521)	(1.10)
TOTAL VACANCY	(\$5,472)	3.0%	(\$6,084)	3.0%		(\$1,521)	(\$1)
EFFECTIVE GROSS INCOME	\$176,928		\$196,716			\$49,179	\$35.62
EXPENSES	Current		Pro Forma		NOTES	PER UNIT	PER SF
Real Estate Taxes	34,022		34,022		[1]	8,506	6.16
Insurance	2,917		2,917		[2]	729	0.53
Utilities	3,840		3,840		[3]	960	0.70
Repairs & Maintenance	2,000		2,000		[4]	500	0.36
Landscaping	1,800		1,800		[5]	450	0.33
General & Administrative	1,000		1,000		[6]	250	0.18
Direct Assesments	674		674		[7]	169	0.12
TOTAL EXPENSES	\$46,253		\$46,253			\$11,563	\$8.37
EXPENSES AS % OF EGI	26.1%		23.5%				
NET OPERATING INCOME	\$130,675		\$150,463			\$37,616	\$27.24

NET OPERATING INCOME \$
Notes and assumptions to the above analysis are on the following page.

#### 346 N Gardner St // FINANCIAL DETAILS

#### NOTES TO OPERATING STATEMENT

- [1] Seller provided property tax bill (1.175% of Price)
- [2] Seller provided insurance statement
- [3] Estimated at \$80 per unit per month
- [4] Estimated at \$500 per unit
- [5] Estimated at \$150 per month
- [6] Estimated at \$250 per unit
- [7] Seller provided property tax bill

#### FINANCIAL DETAILS // 346 N Gardner St

SUMMARY		
Price	\$2,895,000	
Down Payment	\$1,158,000	40%
Number of Units	4	
Price Per Unit	\$723,750	
Price Per SqFt	\$524.17	
Gross SqFt	5,523	
Lot Size	0.14 Acres	
Approx. Year Built	1930	

RETURNS	Current	Pro Forma	
CAP Rate	4.51%	5.20%	
GRM	15.87	14.28	
Cash-on-Cash	5.73%	7.44%	
Debt Coverage Ratio	2.03	2.34	

FINANCING	1st Loan	
Loan Amount	\$1,737,000	
Loan Type	5/1 ARM	
Interest Rate	3.70%	
Amortization	30 Years	
Interest Only Period	5 Years	
		1 0 1 1 0

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

# OF UNITS	UNIT TYPE	SQFT/UNIT	SCHEDULED RENTS	MARKET RENTS
4	2 Bed / 1 Bath	1,375	\$3,800	\$4,225

#### OPERATING DATA

INCOME		Current		Pro Forma
Gross Scheduled Rent		\$182,400		\$202,800
Less: Vacancy/Deductions	3.0%	\$5,472	3.0%	\$6,084
Total Effective Rental Income		\$176,928		\$196,716
Other Income		\$0		\$0
Effective Gross Income		\$176,928		\$196,716
Less: Expenses	26.1%	\$46,253	23.5%	\$46,253
Net Operating Income		\$130,675		\$150,463
Cash Flow		\$130,675		\$150,463
Debt Service		\$64,269		\$64,269
Net Cash Flow After Debt Service	5.73%	\$66,406	7.44%	\$86,194
Principal Reduction		\$0		\$0
TOTAL RETURN	5.73%	\$66,406	7.44%	\$86,194

EXPENSES	Current	Pro Forma
Real Estate Taxes	\$34,022	\$34,022
Insurance	\$2,917	\$2,917
Utilities	\$3,840	\$3,840
Repairs & Maintenance	\$2,000	\$2,000
Landscaping	\$1,800	\$1,800
o General & Administrative	\$1,000	\$1,000
Direct Assesments	\$674	\$674
TOTAL EXPENSES	\$46,253	\$46,253
Expenses/Unit	\$11,563	\$11,563
Expenses/SF	\$8.37	\$8.37



SECTION 4

### Sale Comparables

SALE COMPS MAP

SALE COMPS SUMMARY

CAP RATE CHART

GRM CHART

PRICE PER SF CHART

PRICE PER UNIT CHART

SALE COMPS

#### SALE COMPS MAP

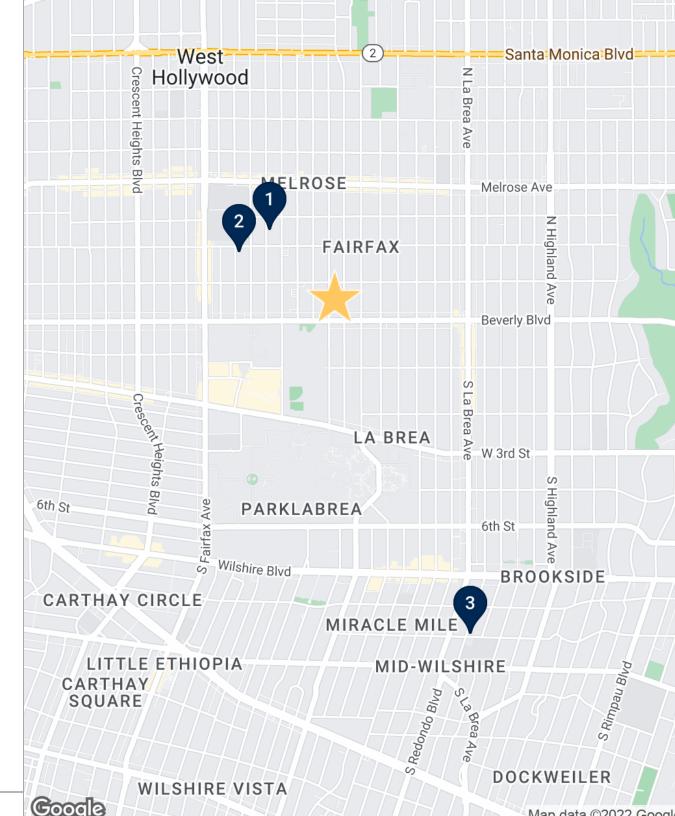


346 N Gardner St



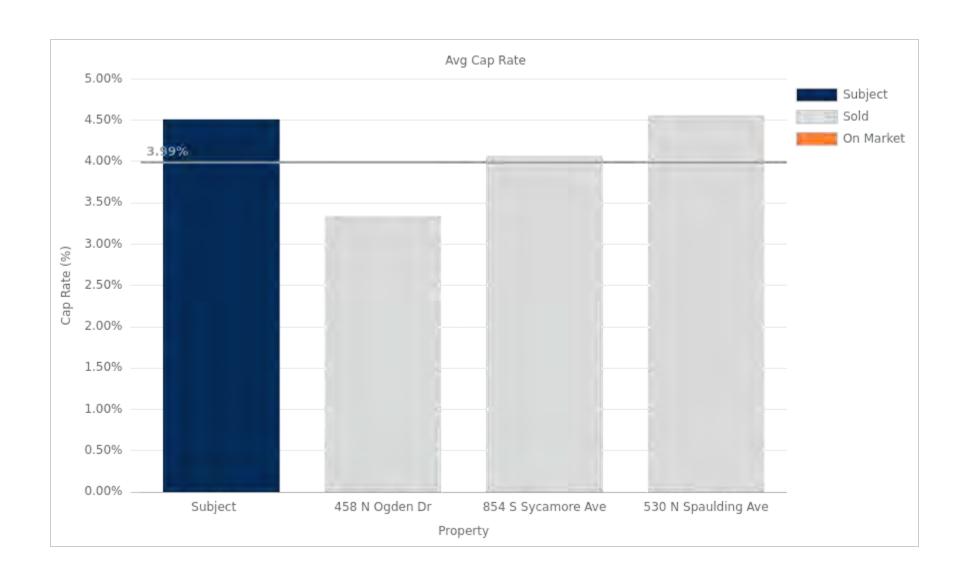
2 458 N Ogden Dr

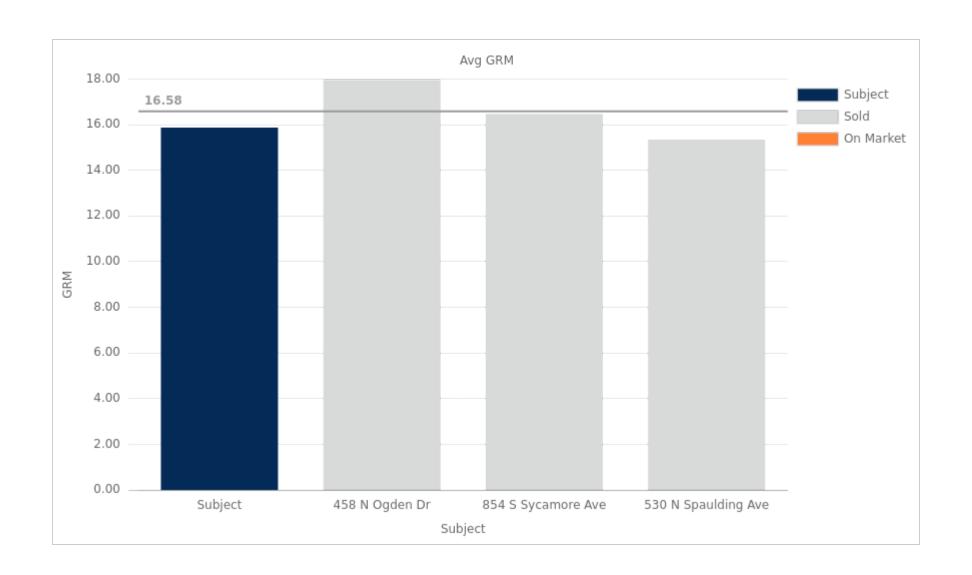
3 854 S Sycamore Ave

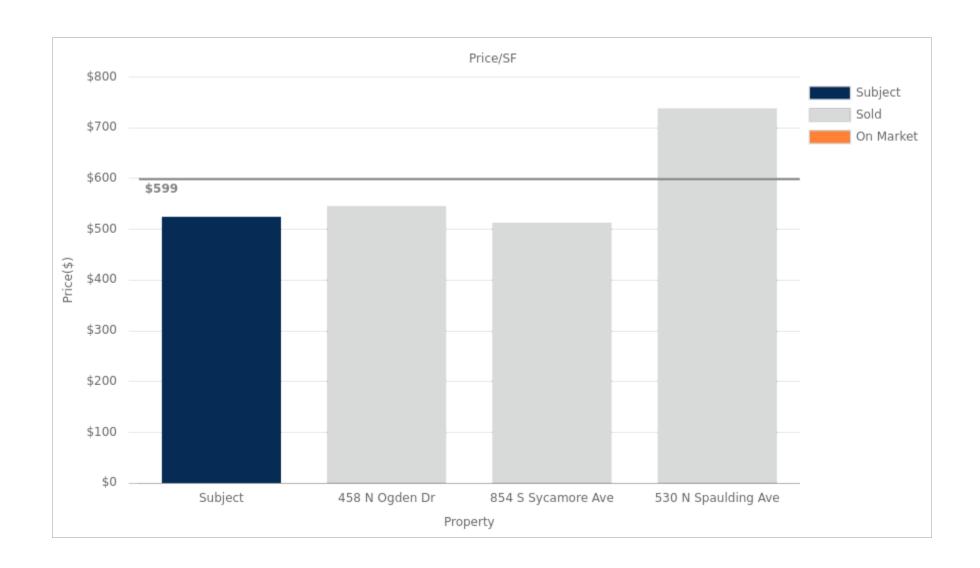


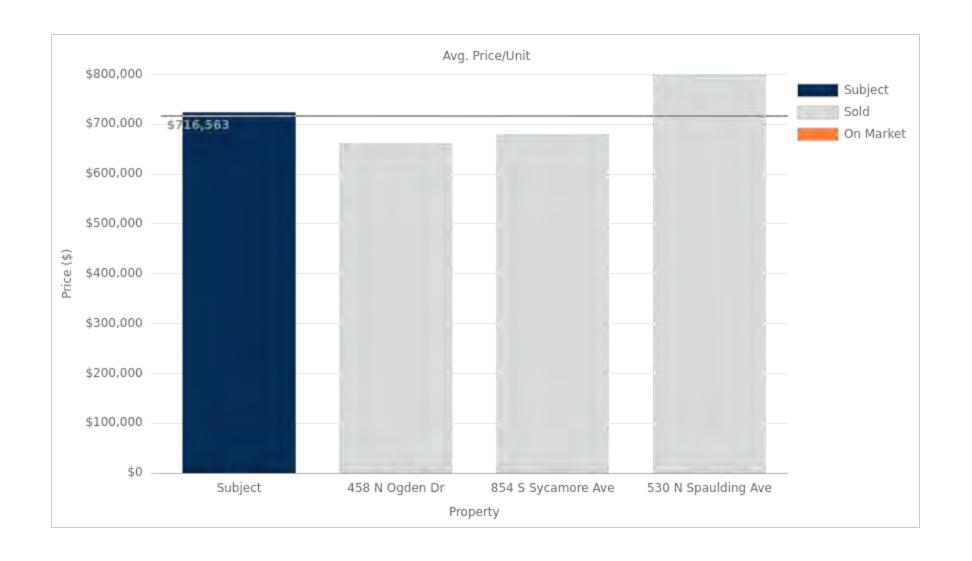
#### 346 N Gardner St // SALE COMPS SUMMARY

	SUBJECT PROPERTY	PRICE	BLDG SF	PRICE/SF	LOT SIZE	PRICE/UNIT	CAP RATE	# OF UNITS	CLOSE
*	<b>346 N Gardner St</b> 346 N Gardner St Los Angeles, CA 90036	\$2,895,000	5,523 SF	\$524.17	0.14 AC	\$723,750	4.51%	4	On Market
	SALE COMPARABLES	PRICE	BLDG SF	PRICE/SF	LOT SIZE	PRICE/UNIT	CAP RATE	# OF UNITS	CLOSE
1	<b>530 N Spaulding Ave</b> 530 N Spaulding Ave Los Angeles, CA 90036	\$3,200,000	4,336 SF	\$738.01	0.15 AC	\$800,000	4.56%	4	07/21/2022
2	<b>458 N Ogden Dr</b> 458 N Ogden Dr Los Angeles, CA 90036	\$2,650,000	4,858 SF	\$545.49	0.15 AC	\$662,500	3.34%	4	01/11/2022
3	854 S Sycamore Ave 854 S Sycamore Ave Los Angeles, CA 90036	\$2,720,000	5,302 SF	\$513.01	0.15 AC	\$680,000	4.07%	4	06/17/2022
	AVERAGES	\$2,856,667	4,832 SF	\$598.84	0.15 AC	\$714,166	3.99%	4	-









#### SALE COMPS // 346 N Gardner St





346 N Gardner St 346 N Gardner St, Los Angeles, CA 90036

Listing Price:	\$	2,895,000	Price/SF:		\$524.17
Property Type:	M	ultifamily	GRM:		15.87
NOI:		\$130,675	Cap Rate:	4.51%	
Occupancy: -			Year Built:	1930	
COE:	(	On Market	Number Of Uni	4	
Lot Size:	0.14 Acres		Price/Unit:	\$723,750	
Total SF:		5,523 SF			
UNIT TYPE	# UNITS	% OF	SIZE SF	RENT	RENT/SF
2 Bed / 1 Bath	4	100.0	1,375	\$3,800	\$2.76
TOTAL/AVG	4	100%	1,375	\$3,800	\$2.76



530 N Spaulding Ave 530 N Spaulding Ave Los Angeles, CA 90036

Sale Price:	\$3	3,200,000	Price/SF:		\$738.01	
Property Type:	M	ultifamily	GRM:		15.34	
NOI:	\$145,992		Cap Rate:	4.56%		
Occupancy:		-	Year Built:	1924		
COE:	: 07/21/2022		Number Of Uni	4		
Lot Size:	(	0.15 Acres		Price/Unit:		
Total SF:		4,336 SF				
UNIT TYPE	# UNITS	% OF	SIZE SF	RENT	RENT/SF	
3 Bed / 2 Bath	4	100	1,050	\$4,345	\$4.14	
TOTAL/AVG	4	100%	1,050	\$4,345	\$4.14	

Fully Renovated Property with all 3 Bed Units

#### 346 N Gardner St // SALE COMPS





#### 458 N Ogden Dr 458 N Ogden Dr Los Angeles, CA 90036

Sale Price:	\$2	2,650,000	Price/SF:		\$545.49
Property Type: Multifamily		GRM:	17.95		
NOI:		\$88,560	Cap Rate:	3.34%	
Occupancy:		-	Year Built:		1928
COE:	0	1/11/2022	Number Of Uni	ts:	4
Lot Size:	0.15 Acres		Price/Unit:		\$662,500
Total SF:		4,858 SF			
UNIT TYPE	# UNITS	% OF	SIZE SF	RENT	RENT/SF
2 Bed / 1 Bath	4	100	1,200	\$3,075	\$2.56
TOTAL/AVG	4	100%	1,200	\$3,075	\$2.56



854 S Sycamore Ave 854 S Sycamore Ave Los Angeles, CA 90036

Sale Price:	\$	2,720,000	Price/SF:		\$513.01
Property Type:	N	Iultifamily	GRM:	16.46	
NOI:		\$110,597	Cap Rate:	4.07%	
Occupancy: -		Year Built:	1931		
COE:	06/17/2022		Number Of Uni	4	
Lot Size:	0.15 Acres		Price/Unit:	\$680,000	
Total SF:		5,302 SF			
UNIT TYPE	# UNITS	% OF	SIZE SF	RENT	RENT/SF
2 Bed / 1 Bath	4	100	1,325	\$3,379	\$2.55
TOTAL/AVG	4	100%	1,325	\$3,379	\$2.55

LAAA Team Listing

SECTION 5

### **Lease Comparables**

RENT COMPS MAP

RENT COMPS SUMMARY

RENT BY BED CHART

RENT COMPS

#### RENT COMPS MAP

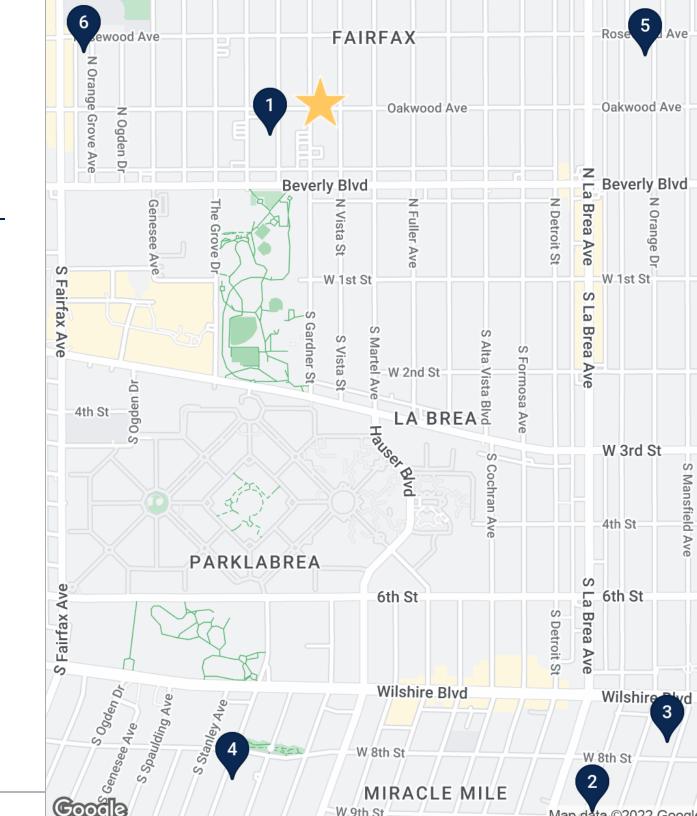


346 N Gardner St

- 1 347 N
  - 347 N Sierra Bonita Ave
- 2 85

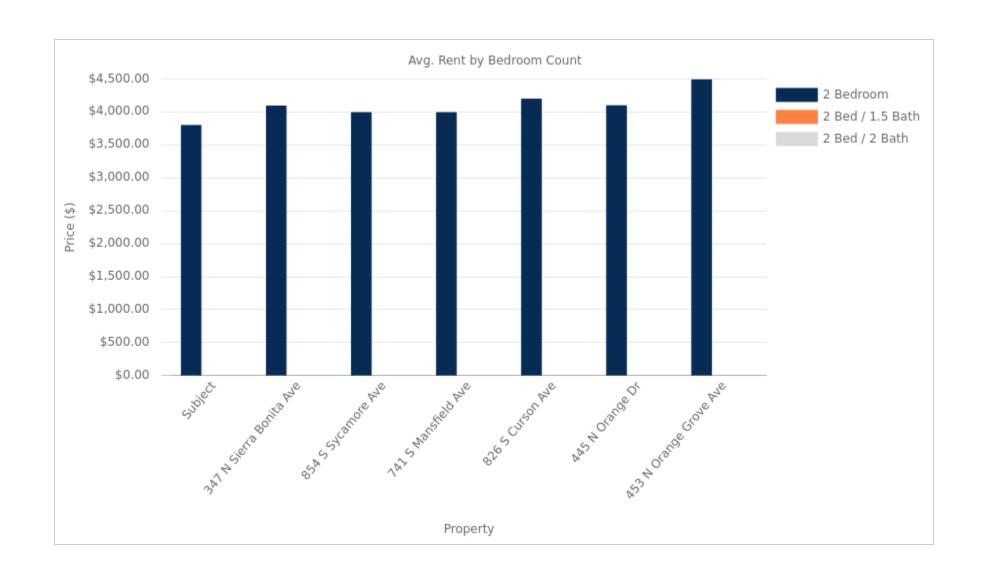
854 S Sycamore Ave

- 3
- 741 S Mansfield Ave
- 4 826 S Curson Ave
- 5 445 N Orange Dr
- **6** 453 N Orange Grove Ave



#### RENT COMPS SUMMARY // 346 N Gardner St

	SUBJECT PROPERTY	RENT/SF	AVG SIZE	AVG RENT/UNIT	AVAILABLE SF	LOT SIZE	# OF UNITS
*	<b>346 N Gardner St</b> 346 N Gardner St Los Angeles, CA 90036	\$2.75	1,375 SF	\$3,800	5,523 SF	0.14 AC	4
	RENT COMPARABLES	RENT/SF	AVG SIZE	AVG RENT/UNIT	AVAILABLE SF	LOT SIZE	# OF UNITS
•	<b>347 N Sierra Bonita Ave</b> 347 N Sierra Bonita Ave Los Angeles, CA 90036	\$3.15	1,300 SF	\$4,095	6,736 SF	0.15 AC	5
2	<b>854 S Sycamore Ave</b> 854 S Sycamore Ave Los Angeles, CA 90036	\$3.07	1,300 SF	\$3,995	5,302 SF	0.15 AC	4
3	<b>741 S Mansfield Ave</b> 741 S Mansfield Ave Los Angeles, CA 90036	\$2.76	1,450 SF	\$3,995	5,832 SF	0.18 AC	4
4	826 S Curson Ave 826 S Curson Ave Los Angeles, CA 90036	\$3.23	1,300 SF	\$4,200	2,635 SF	0.16 AC	2
5	<b>445 N Orange Dr</b> 445 N Orange Dr Los Angeles, CA 90036	\$2.93	1,400 SF	\$4,100	2,996 SF	0.17 AC	2
6	<b>453 N Orange Grove Ave</b> 453 N Orange Grove Ave Los Angeles, CA 90036	\$3.75	1,200 SF	\$4,495	4,857 SF	0.15 AC	4
	AVERAGES	\$3.15	1,325 SF	\$4,146	4,726 SF	0.16 AC	4



# RENT COMPS // 346 N Gardner St

346 N Gardner St 346 N Gardner St, Los Angeles, CA 90036





Year Built 1930



UNIT TYPE	# UNITS	% OF	SIZE SF	RENT	RENT/SF
2 Bed / 1 Bath	4	100.0	1,375	\$3,800	\$2.76
TOTAL/AVG	4	100%	1,375	\$3,800	\$2.76



347 N Sierra Bonita Ave 347 N Sierra Bonita Ave, Los Angeles, CA 90036





fraction 5 Units Year Built 1930



UNIT TYPE	# UNITS	% OF	SIZE SF	RENT	RENT/SF
2 Bed / 1 Bath	1	100	1,300	\$4,095	\$3.15
TOTAL/AVG	1	100%	1,300	\$4,095	\$3.15

# 346 N Gardner St // RENT COMPS

854 S Sycamore Ave 854 S Sycamore Ave, Los Angeles, CA 90036







UNIT TYPE	# UNITS	% OF	SIZE SF	RENT	RENT/SF
2 Bed / 1 Bath	1	100	1,300	\$3,995	\$3.07
TOTAL/AVG	1	100%	1,300	\$3,995	\$3.07



741 S Mansfield Ave 741 S Mansfield Ave, Los Angeles, CA 90036







UNIT TYPE	# UNITS	% OF	SIZE SF	RENT	RENT/SF
2 Bed / 1 Bath	1	100	1,450	\$3,995	\$2.76
TOTAL/AVG	1	100%	1,450	\$3,995	\$2.76

# RENT COMPS // 346 N Gardner St



826 S Curson Ave 826 S Curson Ave, Los Angeles, CA 90036



2 Units





UNIT TYPE	# UNITS	% OF	SIZE SF	RENT	RENT/SF
2 Bed / 2 Bath	1	100	1,300	\$4,200	\$3.23
TOTAL/AVG	1	100%	1,300	\$4,200	\$3.23



445 N Orange Dr 445 N Orange Dr, Los Angeles, CA 90036







UNIT TYPE	# UNITS	% OF	SIZE SF	RENT	RENT/SF
2 Bed / 1.5 Bath	1	100	1,400	\$4,100	\$2.93
TOTAL/AVG	1	100%	1,400	\$4,100	\$2.93

# 346 N Gardner St // RENT COMPS



**453 N Orange Grove Ave** 453 N Orange Grove Ave, Los Angeles, CA 90036







UNIT TYPE	# UNITS	% OF	SIZE SF	RENT	RENT/SF
2 Bed / 2 Bath	1	100	1,200	\$4,495	\$3.75
TOTAL/AVG	1	100%	1,200	\$4,495	\$3.75



SECTION 6

# **Market Overview**

MARKET OVERVIEW

DEMOGRAPHICS

Marcus & Millichap

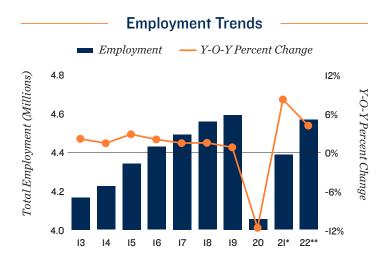
## **LOS ANGELES**

## **Lowest Vacancy in Two Decades, Pipeline Moderation Propel Investor Activity Throughout Los Angeles**

Robust leasing velocity widespread for a second consecutive year. Los Angeles County renters absorbed more than 30,000 units last year, slashing apartment vacancy to a 20-year low. Conditions that supported stout multifamily demand will extend through 2022, further compressing unit availability. Organizations are expected to push the metro's total job count to a tally slightly below the pre-pandemic mark this year, supporting the formation of more than 30,000 new households. For many of these residents, dwelling options will be limited as the county's median home price surpasses \$800,000. Suburban submarkets, neighborhoods south of Downtown Los Angeles and Silicon Beach should all benefit as more households seek areas of regionally lower rent or proximity to tech hubs. Additionally, demand for rentals in the San Fernando Valley, South Bay and Westside Cities will coincide with a moderation in each regions' construction pipeline. Year -over-year declines in delivery volumes will direct more renters to existing properties, enabling regional vacancies to hold at historically low levels this year.

#### Long-term outlook for lower- and mid-tier assets bolsters buyers' confidence.

Tight Class C vacancy is attracting more investors to the property tier, including those seeking to reduce risk exposure via 1031 exchanges. These buyers and other private investors from California are competing for sub-30-unit complexes. Those targeting returns in the 5 percent range pursue listings in Southeast Los Angeles, Greater Inglewood and Korea town. In these locales, Class C pricing remains largely below \$300,000 per unit. Similar pricing is available in Long Beach, a top target among out-of-state investors seeking areas of double-digit rent growth. Investors focused on mid-tier assets are competing for similar-sized Class B complexes in higher priced Westside and San Fernando Valley cities. Competition for rentals in Santa Monica, Glendale and Studio City-North Hollywood has lowered local cap rates into the 2 percent to 3 percent band for many properties.





Sources: CoStar Group, Inc.; Real Capital Analytics; RealPage, Inc.

## MARKET OVERVIEW // 346 N Gardner St

## 2022 MARKET FORECAST

**Employment** up 4.1%

Hiring velocity exceeds the national rate of increase for a second straight year as employers add 180,000 positions in 2022.

Construction 6.700 units After completing more than 10,000 apartments in each of the prior two years, developers increase the metro's rental inventory by just 0.6 percent in 2022.

Vacancy down 40 bps

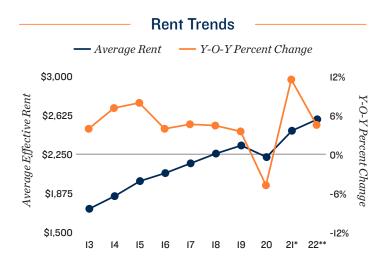
Net absorption exceeds delivery volume by more than 4,000 units in 2022, lowering vacancy to 2.3 percent. This compression follows last year's 180-basis-point decrease.

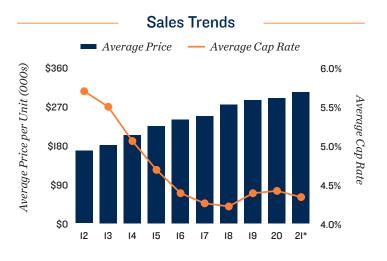
Rent up 4.5%

The average effective rent in Los Angeles rises at a pace consistent with increases registered from 2016 through 2019. This gain elevates the mean monthly rate to \$2,580.

**Investment** 

Rent control in Los Angeles, Santa Monica and West Hollywood may lift investor demand for post-1980built assets in these cities as complexes of this vintage are not subject to restrictions.





Sources: CoStar Group, Inc.; Real Capital Analytics; RealPage, Inc.

POPULATION	1 Mile	3 Miles	5 Miles
2026 Projection	'		
Total Population	47,570	412,234	1,011,667
2021 Estimate			
Total Population	46,652	403,567	995,221
2010 Census			
Total Population	44,898	384,568	960,899
2000 Census			
Total Population	42,731	395,481	986,898
Daytime Population			
2021 Estimate	58,310	473,493	1,036,667
HOUSEHOLDS	1 Mile	3 Miles	5 Miles
2026 Projection			
Total Households	24,442	198,015	434,070
2021 Estimate			
Total Households	23,892	192,085	423,204
Average (Mean) Household Size	1.9	2.1	2.3
2010 Census			
Total Households	22,828	180,559	402,808
2000 Census			
Total Households	22,049	180,753	402,146
Growth 2021-2026	2.3%	3.1%	2.6%
HOUSING UNITS	1 Mile	3 Miles	5 Miles
Occupied Units			
2026 Projection	26,162	217,174	473,716
2021 Estimate	25,505	209,575	460,085
Owner Occupied	3,882	43,198	100,037
Renter Occupied	20,009	148,887	323,166
Vacant	1,613	17,491	36,882
Persons in Units			
2021 Estimate Total Occupied Units	23,892	192,085	423,204
1 Person Units	46.4%	44.0%	38.5%
2 Person Units	33.7%	30.4%	29.2%
3 Person Units	10.5%	11.5%	13.1%
4 Person Units	5.7%	7.8%	9.8%
5 Person Units	2.0%	3.5%	4.9%
6+ Person Units	1.8%	2.8%	4.4%

HOUSEHOLDS BY INCOME	1 Mile	3 Miles	5 Miles
2021 Estimate	1 Mile	O MINES	O MINES
\$200,000 or More	15.3%	12.5%	11.6%
\$150,000-\$199,999	9.2%	6.9%	6.1%
\$100,000-\$149,999	18.8%	15.6%	14.1%
\$75,000-\$99,999	12.4%	11.9%	11.3%
\$50,000-\$74,999	15.2%	15.5%	15.4%
\$35,000-\$49,999	7.7%	10.0%	10.9%
\$25,000-\$34,999	5.4%	7.5%	8.4%
\$15,000-\$24,999	6.0%	8.1%	9.3%
Under \$15,000	10.0%	11.9%	12.9%
Average Household Income	\$131,907	\$114,542	\$107,576
Median Household Income	\$85,797	\$69,860	\$63,383
Per Capita Income	\$67,819	\$54,797	\$46,033
POPULATION PROFILE	1 Mile	3 Miles	5 Miles
Population By Age			
2021 Estimate Total Population	46,652	403,567	995,221
Under 20	15.4%	15.9%	19.0%
20 to 34 Years	31.0%	27.4%	26.6%
35 to 39 Years	11.5%	9.6%	8.8%
40 to 49 Years	15.3%	15.2%	14.3%
50 to 64 Years	13.9%	17.7%	17.6%
Age 65+	12.9%	14.0%	13.7%
Median Age	36.5	38.4	37.4
Population 25+ by Education Level			
2021 Estimate Population Age 25+	37,203	317,464	746,456
Elementary (0-8)	1.8%	6.9%	11.4%
Some High School (9-11)	2.3%	5.1%	7.1%
High School Graduate (12)	10.4%	14.8%	16.5%
Some College (13-15)	15.7%	16.6%	16.1%
Associate Degree Only	6.1%	5.6%	5.5%
Bachelor's Degree Only	42.0%	34.4%	28.8%
Graduate Degree	21.7%	16.7%	14.6%
Population by Gender			
2021 Estimate Total Population	46,652	403,567	995,221
Male Population	48.5%	50.4%	50.1%
Female Population	51.5%	49.6%	49.9%

## DEMOGRAPHICS // 346 N Gardner St



### **POPULATION**

In 2021, the population in your selected geography is 995,221. The population has changed by 0.8 percent since 2000. It is estimated that the population in your area will be 1,011,667 five years from now, which represents a change of 1.7 percent from the current year. The current population is 50.1 percent male and 49.9 percent female. The median age of the population in your area is 37.4, compared with the U.S. average, which is 38.4. The population density in your area is 12,670 people per square mile.



#### **EMPLOYMENT**

In 2021, 489,749 people in your selected area were employed. The 2000 Census revealed that 65.7 percent of employees are in white-collar occupations in this geography, and 34.3 percent are in blue-collar occupations. In 2021, unemployment in this area was 11.0 percent. In 2000, the average time traveled to work was 27.3 minutes.



#### **HOUSEHOLDS**

There are currently 423,204 households in your selected geography. The number of households has changed by 5.2 percent since 2000. It is estimated that the number of households in your area will be 434,070 five years from now, which represents a change of 2.6 percent from the current year. The average household size in your area is 2.3 people.



#### HOUSING

The median housing value in your area was \$867,428 in 2021, compared with the U.S. median of \$227,827. In 2000, there were 97,832 owner-occupied housing units and 304,314 renter-occupied housing units in your area. The median rent at the time was \$615.



### **INCOME**

In 2021, the median household income for your selected geography is \$63,383, compared with the U.S. average, which is currently \$65,694. The median household income for your area has changed by 95.5 percent since 2000. It is estimated that the median household income in your area will be \$67,000 five years from now, which represents a change of 5.7 percent from the current year.

The current year per capita income in your area is \$46,033, compared with the U.S. average, which is \$36,445. The current year's average household income in your area is \$107,576, compared with the U.S. average, which is \$94,822.



#### **EDUCATION**

The selected area in 2021 had a lower level of educational attainment when compared with the U.S averages. 14.6 percent of the selected area's residents had earned a graduate degree compared with the national average of only 12.0 percent, and 28.8 percent completed a bachelor's degree, compared with the national average of 19.5 percent.

The number of area residents with an associate degree was lower than the nation's at 5.5 percent vs. 8.3 percent, respectively.

The area had fewer high-school graduates, 16.5 percent vs. 27.2 percent for the nation. The percentage of residents who completed some college is also lower than the average for the nation, at 16.1 percent in the selected area compared with the 20.5 percent in the U.S.

## 346 N Gardner St // DEMOGRAPHICS



# DEMOGRAPHICS // 346 N Gardner St

