

Marcus & Millichap **THE NEEMA GROUP**

MULTIFAMILY INVESTMENT ADVISORY

Trusted advisors helping Los Angeles apartment owners navigate complex decisions, transitions, and opportunities.



Jeffrey Estrada

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THE NEEMA GROUP

500+
SUCCESSFUL TRANSACTIONS

5,000+
MULTIFAMILY UNITS SOLD

\$370M+
1031 EXCHANGE PROCEEDS FACILITATED

\$2.25B+
TRANSACTION VOLUME

PROFESSIONAL BIO

Jeffrey Estrada is an Associate Director with The Neema Group at Marcus & Millichap, advising apartment owners across Central and West Los Angeles. Since entering brokerage in 2021, he has closed more than \$100 million in transactions, including the \$43.3 million Roman Portfolio and the \$25.25 million Harper Management Portfolio.

Owners come to him for different reasons. Some are ready to step back after decades of ownership. Some are heirs deciding what to do with a building they never planned to own. Others are investors exiting a stabilized asset or consolidating a portfolio. And some are dealing with a building that's become a problem: litigation, deferred maintenance, insurance trouble, or tenants far behind on rent.

Whatever the situation, he gives owners a clear read on what their building is worth and what each option means for them. For heirs and trusts, he works alongside the family's CPA and attorney on stepped-up basis and the decision to hold, refinance, or sell.

CORE COMPETENCIES

- Distressed & Complex Asset Disposition
- Portfolio Strategy & Multi-Asset Disposition
- Underwriting & Valuation Modeling
- Rent-Controlled (RSO) & Non-RSO Inventory
- Inherited & Trust-Owned Property Transition
- Litigation & Habitability Risk Resolution
- 1031 Exchange Planning & Execution
- Buyer Qualification & Offer Structuring

NOTABLE TRANSACTIONS PORTFOLIO & LARGE-SCALE

Roman Portfolio	\$43,300,000
Harper Management Portfolio	\$25,250,000

SELECTED CLOSINGS

1633 N Laurel Ave — 30 Units <i>In escrow</i>	\$9,400,000	1301 S Beverly Glen Blvd — 5 Units	\$2,910,000
738 S Ogden Dr — 12 Units	\$7,600,000	1212 N Fuller Ave — 10 Units	\$2,900,000
117 S Avenue 64 — 24 Units	\$6,215,000	926 N Spaulding Ave — 8 Units	\$2,315,000
1100 S Corning St — 7 Units	\$4,450,000	1031 N Laurel Ave — 7 Units	\$2,300,000
526 Union Dr — 51 Units	\$3,650,000	505 S Serrano Ave — 14 Units	\$2,150,000

Plus several additional multifamily closings across Los Angeles.