

Marcus & Millichap

THE NEEMA GROUP

MULTIFAMILY INVESTMENT ADVISORY

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



Leonardo Laterza

SENIOR DIRECTOR, INVESTMENTS

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TheNeemaGroup.com

18+

YEARS LICENSED IN CALIFORNIA

400+

UNITS SOLD, FEATURED CLOSINGS

\$100M+

TRANSACTION VOLUME, FEATURED CLOSINGS

2016

NATIONAL MULTI HOUSING GROUP MEMBER SINCE

EDUCATION

B.A. in Business Marketing — California Baptist University, Riverside

PROFESSIONAL BIO

Leonardo Laterza specializes in the sale and acquisition of multifamily buildings across Los Angeles. Equipped with years of real estate and property management experience, Leonardo's ability to assess and implement a plan to operate a property at peak management performance allows him to best advise clients through every stage of a transaction.

A member of the National Multi Housing Group since 2016, Leonardo maintains a primary focus on multifamily buildings and NNN assets, and has been a licensed real estate agent in California since 2008. He holds a B.A. in Business Marketing from California Baptist University in Riverside.

Throughout the marketing process, Leonardo takes a hands-on approach to buyer engagement and deal execution. He is known for proactively sourcing qualified buyers, creating direct outreach around each opportunity, and coordinating property tours to generate meaningful interest. By staying closely engaged with buyers throughout the process, Leonardo works to convert market exposure and property tours into competitive offer activity and ultimately successful sale results for the clients.

CORE COMPETENCIES

- Sales Comparables & Market Rent Analysis
- Custom Property Marketing & Maximum Exposure Strategy
- National Buyer Network & Highest Price Execution
- Proactive Escrow Management & Client Communication
- Asset Positioning & Street-Level Valuation
- 1031 Exchange & Refinance Advisory

NOTABLE TRANSACTIONS

SELECTED CLOSINGS

5837 Sunset Blvd — 79 Units	\$27,300,000	372 Loma Dr — 23 Units	\$5,075,000
Orange County Portfolio — Tustin & Los Alamitos	\$25,715,000	4959 Romaine St — 20 Units	\$3,825,000
Asbury Apartments — 97 Units	\$12,750,000	733 S Coronado St — 24 Units	\$4,000,000
1420 Mansfield Ave — 30 Units	\$11,800,000	2816–2820 Sunset Pl — 30 Units	\$5,000,000
13605 S Vermont Ave, Gardena — 66 Units	\$11,100,000	440 S Bonnie Brae St — 29 Units	\$3,925,000
10121 Samoa Ave, Tujunga — 32 Units	\$5,000,000	512 S Bonnie Brae St — 30 Units	\$4,050,000
400 Witmer St — 24 Units	\$3,200,000	1435 Alvarado Terrace — 30 Units	\$3,285,000
5525 Harold Way — 20 Units	\$3,000,000	Walgreens, Lima, OH (NNN)	\$4,400,000

Selected multifamily and NNN closings across Los Angeles and Orange County.