



3907 **ROXANNE AVE**
BALDWIN VILLAGE

12-Unit Investment Opportunity in the Baldwin Village
Neighborhood of Los Angeles

In-Place Cash Flow of 4.28% on Current Income with
Additional Rental Upside over 21%

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.

NON-ENDORSEMENT NOTICE

Marcus & Millichap Real Estate Investment Services, Inc. ("M&M") 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 M&M, its affiliates or subsidiaries, or any agent, product, service, or commercial listing of M&M, and is solely included for the purpose of providing tenant lessee information about this listing to prospective customers.

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.

EXCLUSIVELY LISTED BY:

NEEMA AHADIAN

Senior Vice President of Investments

Tel: (310) 909-5444

Fax: (435) 915-3662

nahadian@marcusmillichap.com

License: CA 01346750

Marcus & Millichap



EXECUTIVE SUMMARY

3907 Roxanne Ave is an attractive 12-unit gated apartment community located in Baldwin Village. The property consists of nine spacious one-bedrooms and three two-bedrooms. The living rooms are above average in size with large windows and layouts.

The building has been well-kept throughout the years with recent exterior paint, common area courtyard with seating and community laundry room with two washers and two dryers. The property features nine gated parking spaces with the soft-story retrofit work already completed. As an investment, this property provides strong cash flow with current CAP rate of 4.28% on current income at the asking price. Additionally, there is over 21% in rental upside for a buyer to achieve through further interior renovations when units turn. The property is being offered with advantageous assumable financing in-place (loan must be assumed). The current lender is Ready-Cap with a 20-year loan, fixed at 3.67% interest until 2024.

The property is in the heart of Los Angeles and within minutes of major entertainment and employment hubs in Culver City, LA World Airport, DTLA and Inglewood. There is a significant affordability gap to home ownership in the 90008 zip code as the median home price in the direct area is approximately \$871,913 and a typical monthly mortgage payment is considerably more than the average renovated rents at 3907 Roxanne Ave.

The building benefits from a centralized location in Baldwin Village minutes from Kaiser Permanente, the Baldwin Hills Crenshaw Plaza Development and the Crenshaw Metro Line. Additionally, Los Angeles World Airports (LAWA) is in the midst of a \$14 billion Capital Improvement Program at Los Angeles International Airport (LAX), projected to last through 2023. The LAX modernization program is considered the largest public works program in the history of the City of Los Angeles. Finally, Inglewood's new sports and entertainment complex SOFI Stadium to create 12,000 full- and part-time jobs annually.



PROPERTY SUMMARY

Property Information

Address	3907 Roxanne Ave, Los Angeles, CA 90008
Number of Units	12 units
Approx. Gross SF	10,128 SF
Approx. Lot Size	10,224 SF
Year Built	1957
APN	5030-009-004
Zoning	R3-1XL

Pricing Information

Sales Price	\$2,750,000
Cost per Legal Unit	\$229,167
Cost per Bldg SF	\$272
Current CAP Rate	4.28%
Market CAP Rate	5.76%



3907 ROXANNE AVE

BALDWIN VILLAGE

INVESTMENT HIGHLIGHTS

- 3907 Roxanne Ave is an attractive 12-unit gated apartment community located in Baldwin Village just west of Santa Rosalia Dr and one block from Hillcrest Drive Elementary School.
- This is an ideal opportunity for an investor to acquire a well-maintained asset with strong in-place cash flow and additional rental upside in a rapidly gentrifying rental submarket.
- The property consists of nine spacious one-bedrooms and three two-bedrooms; the living rooms are above average in size with large windows and layouts.
- The property features nine gated parking spaces with the soft-story retrofit work already completed.
- The building has been well-kept throughout the years with recent exterior paint, common area courtyard with seating and community

9	3	9
1 BR	2 BR	Parking Spots

laundry room with two washers and two dryers. Additionally, the building is separately metered for gas and electric.

- As an investment, this property provides strong cash flow with current CAP rate of 4.28% on current income at the asking price. Additionally, there is over 21% in rental upside for a buyer to achieve through further interior renovations when units turn.
- The property is being offered with advantageous assumable financing in-place (loan must be assumed). The current lender is ReadyCap with a 20-year loan, fixed at 3.67% interest until 2024.
- The property is in the heart of Los Angeles and within minutes of major entertainment and employment hubs in Culver City, LA World Airport, DTLA and Inglewood.



21%

**Rental
Upside**

4.28%

**Current
CAP Rate**

- There is a significant affordability gap to home ownership in the 90008 zip code as the median home price in the direct area is approximately \$871,913 and a typical monthly mortgage payment is considerably more than the average renovated rents at 3907 Roxanne Ave.
- The building benefits from a centralized location in Baldwin Village minutes from Kaiser Permanente, the Baldwin Hills Crenshaw Plaza Development and the Crenshaw Metro Line.
- Los Angeles World Airports (LAWA) is in the midst of a \$14 billion Capital Improvement Program at Los Angeles International Airport (LAX) (7.5 miles from the subject property), projected to last through 2023. The LAX modernization program is considered the largest public works program in the history of the City of Los Angeles.
- Inglewood's new sports and entertainment complex SOFI Stadium (6 miles from the subject property) has created 12,000 full- and part-time jobs annually.

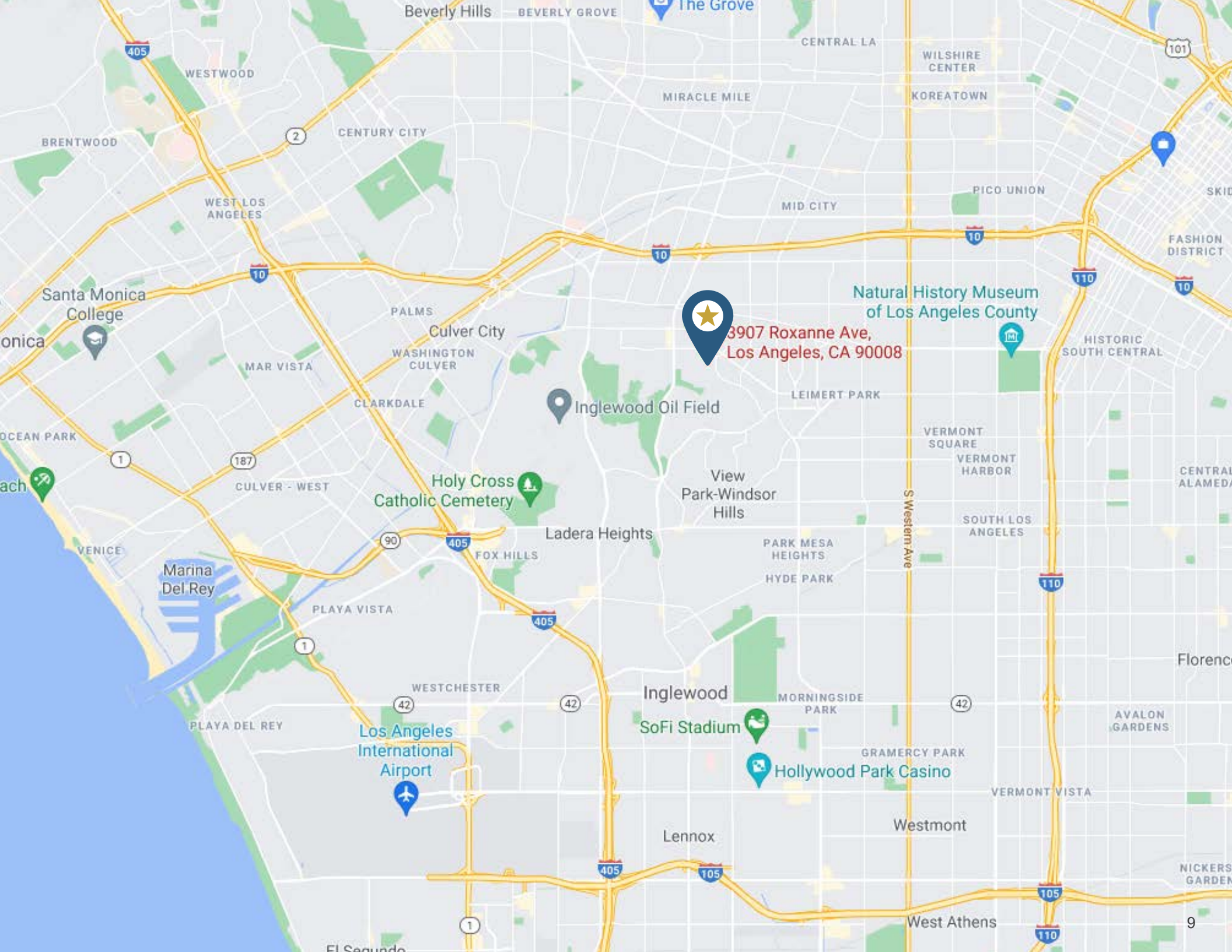
The building benefits from a centralized location in Baldwin Village minutes from Kaiser Permanente, the Baldwin Hills Crenshaw Plaza Development and the Crenshaw Metro Line.



3907 ROXANNE AVE
BALDWIN VILLAGE

AUGUST STREET

ROXANNE STREET



3907 Roxanne Ave,
Los Angeles, CA 90008

Natural History Museum
of Los Angeles County



Inglewood Oil Field



Holy Cross
Catholic Cemetery



Inglewood
SoFi Stadium



Hollywood Park Casino



Los Angeles
International
Airport





RENT ROLL

UNIT #	UNIT TYPE	ACTUAL RENTS
1	2+2	\$1,800
2	1+1	\$1,167
3	1+1	\$1,257
4	1+1	\$1,434
5	1+1	\$1,500
6	2+1	\$1,123
7	1+1	\$1,500
8	1+1	\$1,472
9	1+1	\$1,242
10	1+1	\$1,181
11	2+1.5	\$1,993
12	1+1	\$1,500
Total		\$17,169

1+1	\$12,253
2+1	\$1,123
2+1.5	\$1,993
2+2	\$1,800
Total	\$17,169

FINANCIALS

ANNUALIZED OPERATING DATA	CURRENT RENTS		MARKET RENTS	
Scheduled Gross Income:	206,844		251,400	
Less Vacancy Rate Reserve:	(10,342)	5.0%	(12,570)	5.0%
Gross Operating Income:	196,502		238,830	
Less Expenses:	(78,771)	38.1%	(80,464)	32.0%
Net Operating Income:	117,731		158,366	
Reserves:	(2,400)		(2,400)	
Less Debt Service:	(94,928)		(94,928)	
Pre-Tax Cash Flow:	20,404	2.0%	61,039	6.0%
Plus Principal Reduction:	32,491		32,491	
Total Return Before Taxes:	52,895	5.2%	93,530	9.1%

# OF UNITS	UNIT TYPE	AVG. MONTHLY RENT/UNIT	MONTHLY INCOME	MONTHLY RENT/UNIT	MONTHLY INCOME
9	1+1	\$1,361	\$12,253	\$1,650	\$14,850
1	2+1	\$1,123	\$1,123	\$1,950	\$1,950
1	2+1.5	\$1,993	\$1,993	\$2,000	\$2,000
1	2+2	\$1,800	\$1,800	\$2,050	\$2,050
Total Scheduled Rent:			\$17,169		\$20,850
Laundry			\$68		\$100
Monthly Scheduled Gross Income:			\$17,237		\$20,950
Annual Scheduled Gross Income:			\$206,844		\$251,400

FINANCIALS

EXPENSES	%	CURRENT	PROFORMA
Taxes: Rate	1.20%	\$33,000	\$33,000
Insurance		\$4,019	\$4,019
Utilities:		\$18,766	\$18,766
Waste Removal		\$3,135	\$3,135
Repairs & Maintenance		\$7,920	\$7,920
Management	4%	\$7,860	\$9,553
Landscaping		\$1,200	\$1,200
Pest Control		\$540	\$540
License & Fees		\$816	\$816
Direct Assessment		\$1,514	\$1,514
Total Expenses:		\$78,771	\$80,464
Per Net Sq. Ft.:		\$7.78	\$7.94
Per Unit:		\$6,564.21	\$6,705.30

ASSUMABLE FINANCING

Lender	ReadyCap
Principal Amount	\$1,725,000
Interest Rate	3.67%
Amortization	30 years
Monthly Payment	\$7,911
DCR	1.24

20-Year Loan Fixed for Five Years Commenced in 11/2019

PRICING		
Price:		\$2,750,000
Down Payment:	37%	\$1,025,000
Number of Units:		12
Cost per Legal Unit:		\$229,167
Current GRM:		13.30
Market GRM:		10.94
Current CAP:		4.28%
Market CAP:		5.76%
Approx. Age:		1957
Approx. Lot Size:		10,224
Approx. Gross SF:		10,128
Cost per Net GSF:		\$271.52

SALES COMPARABLES

Subject Property



ADDRESS	3907 Roxanne St. Los Angeles, CA 90008	PRICE/UNIT	\$229,167
SALES PRICE	\$2,750,000	DATE SOLD	-
BLDG SF	10,128 SF	YEAR BUILT	1957
LOT SIZE	10,224 SF	NO. OF UNITS	12
PRICE/SF	\$272	CAP RATE	4.28%

1



ADDRESS	3920 Santa Rosalia Dr, 4107 Buckingham Rd, 3900 W Adams Rd, Los Angeles
SALES PRICE	\$8,640,000
BLDG SF	39,012
LOT SIZE	69,095
PRICE/SF	\$221
PRICE/UNIT	\$216,000
DATE SOLD	For Sale
YEAR BUILT	1948
NO. OF UNITS	40
CAP RATE	3.49%

2



ADDRESS	4808 August Street Los Angeles, CA 90008
SALES PRICE	\$3,950,000
BLDG SF	15,536
LOT SIZE	16,117
PRICE/SF	\$254
PRICE/UNIT	\$246,875
DATE SOLD	2/21/2020
YEAR BUILT	1957
NO. OF UNITS	16
CAP RATE	4.40%

3



ADDRESS	5700 Clemson Street Los Angeles, CA 90016
SALES PRICE	\$2,200,000
BLDG SF	6,604
LOT SIZE	17,995
PRICE/SF	\$333
PRICE/UNIT	\$275,000
DATE SOLD	12/23/2020
YEAR BUILT	1948
NO. OF UNITS	8
CAP RATE	4.24%

4



ADDRESS 3851 Coco Avenue
Los Angeles, CA 90008

SALES PRICE \$5,000,000

BLDG SF 21,768

LOT SIZE 9,801

PRICE/SF \$230

PRICE/UNIT \$217,391

DATE SOLD 8/3/2021

YEAR BUILT 1956

NO. OF UNITS 23

CAP RATE -

5



ADDRESS 4024 Nicolet Avenue
Los Angeles, CA 90008

SALES PRICE \$4,380,000

BLDG SF 17,034

LOT SIZE 15,629

PRICE/SF \$257

PRICE/UNIT \$219,000

DATE SOLD 1/13/2021

YEAR BUILT 1958

NO. OF UNITS 20

CAP RATE 4.64%

6



ADDRESS 4500 Santa Rosalia Drive
Los Angeles, CA 90008

SALES PRICE \$5,250,000

BLDG SF 23,789

LOT SIZE 25,265

PRICE/SF \$221

PRICE/UNIT \$228,261

DATE SOLD 4/9/2021

YEAR BUILT 1956

NO. OF UNITS 23

CAP RATE 4.05%

SALES COMPARABLES

7



ADDRESS 4161 Somerset Drive
Los Angeles, CA 90008

SALES PRICE	\$1,775,000
BLDG SF	6,016
LOT SIZE	8,276
PRICE/SF	\$295
PRICE/UNIT	\$221,875
DATE SOLD	3/5/2020
YEAR BUILT	1950
NO. OF UNITS	8
CAP RATE	4.90%

8



ADDRESS 3905 Stevely Avenue
Los Angeles, CA 90008

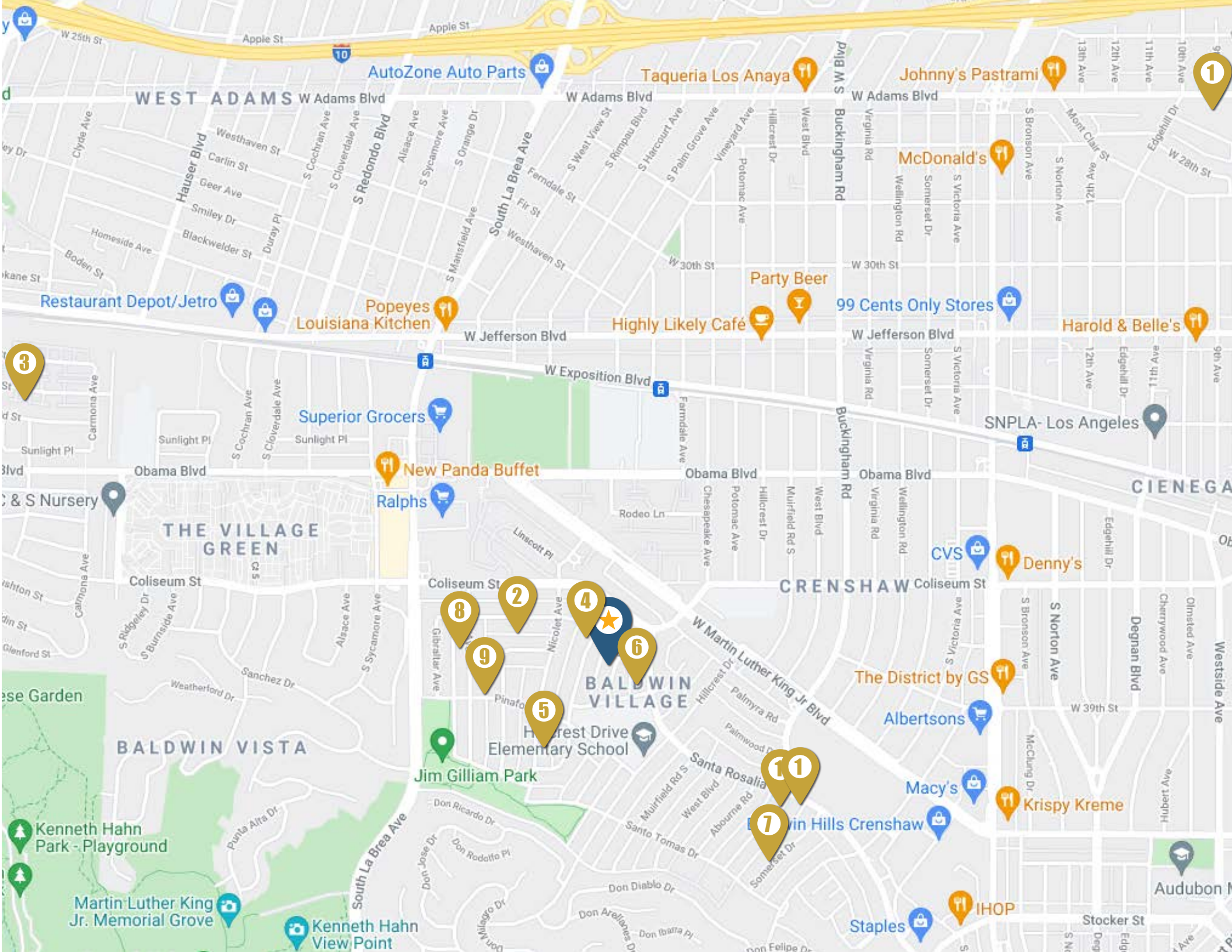
SALES PRICE	\$4,300,000
BLDG SF	18,770
LOT SIZE	16,466
PRICE/SF	\$229
PRICE/UNIT	\$215,000
DATE SOLD	3/6/2020
YEAR BUILT	1957
NO. OF UNITS	20
CAP RATE	4.59%

9




ADDRESS 3956 Stevely Avenue
Los Angeles, CA 90008

SALES PRICE	\$4,130,000
BLDG SF	19,301
LOT SIZE	16,971
PRICE/SF	\$214
PRICE/UNIT	\$206,500
DATE SOLD	12/30/2020
YEAR BUILT	1958
NO. OF UNITS	20
CAP RATE	4.71%



RENT COMPARABLES

	ADDRESS	UNIT TYPE	SF	RENT	\$/SF
	3930 Roxanne Ave, Los Angeles, CA 90008	1+1	800	\$1,550	\$1.94
	4314 Santa Rosalia Dr, Los Angeles, CA 90008	1+1	635	\$1,750	\$2.76
	4019 S Muirfield Rd, Los Angeles, CA 90008	1+1	750	\$1,995	\$2.66
	3923 Stevely Ave, Los Angeles, CA 90008	1+1	650	\$1,650	\$2.54
	4066 Coco Ave, Los Angeles, CA 90008	1+1	800	\$1,700	\$2.13

	ADDRESS	UNIT TYPE	SF	RENT	\$/SF
	3923 Stevely Ave, Los Angeles, CA 90008	2+2	900	\$2,100	\$2.33
	3907-3909 Gibraltar Ave, Los Angeles, CA 90008	2+2	900	\$2,060	\$2.29
	4816 August St, Los Angeles, CA 90008	2+2	1100	\$2,350	\$2.14
	3940 Nicolet Ave, Los Angeles, CA 90008	2+1.5	964	\$2,050	\$2.13
	4525 August St, Los Angeles, CA 90008	2+2	1068	\$2,095	\$1.96
	4515 August St, Los Angeles, CA 90008	2+1.5	750	\$2,095	\$2.79

AREA OVERVIEW

Baldwin Village

In 1988, Baldwin Village became a distinct community in the city's General Plan. It is known by locals because of the tropical trees and foliage such as palms, banana trees and begonias that once thrived among the area's tropical-style postwar apartment buildings. Baldwin Village sits below the affluent Baldwin Hills, a hillside neighborhood with million dollar homes and stunning views of Los Angeles. Baldwin Hills is also home to the Kenneth Hahn State Recreation Area, a state park unit of California in the Baldwin Hills Mountains of Los Angeles. As one of the largest urban parks and regional open spaces in the Greater Los Angeles Area, many have called it "L.A.'s Central Park".

Leimert Park

Leimert Park is a neighborhood in the South Los Angeles region of Los Angeles, CA. Developed in the 1920s as a mainly residential community, it features Spanish Colonial Revival homes and tree-lined streets. Leimert Park was named the 2016 Neighborhood of the Year by CurbedLA. com. The district's main street is Leimert Boulevard, which bisects the neighborhood from northeast to southwest. Leimert Park was one of the first planned communities in Southern California designed for low- and middle-income families, and was considered a model of urban planning for its time.



AREA OVERVIEW

Retailers

- Macy's
- Baldwin Hills Plaza
- Mid-Town Shopping Center
- The Westside Center
- Culver Center
- One Westside Shopping Center
- Ralphs
- Albertsons
- Superior Grocers
- Staples
- Smart and Final

Restaurants

- Harold & Belle
- Post and Beam
- The Kickin' Crab
- Taco Bell
- Buffalo Wild Wings
- Mels Fish Shack
- Backstage Bar and Grill
- IHOP

Schools

- University of Southern California
- Saint Bernadette School
- ISANA Nascent Academy
- McAlister High School
- Hillcrest Drive Elementary School
- Baldwin Hills Elementary School
- Martin Luther King Elementary School

Notable Landmarks

- Leimert Park Plaza
- California Jazz and Blues Museum
- World Stage Performance Gallery
- Fernando Pullum Community Art Center
- Cinemark Baldwin Hills

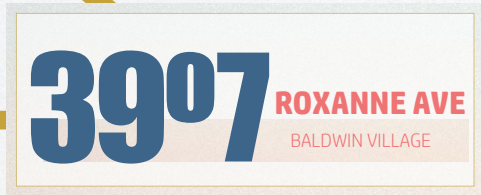
Recreation

- Cine Mark
- Natural History Museum
- Los Angeles County Museum of Art
- YMCA
- Kenneth Hahn State Park
- Baldwin Hills Overlook
- Rancho Cienega Recreation Center
- Jim Gilliam Park

Hospitals and Banks

- Kaiser Permanente
- Bank of America
- Chase Bank
- Wells Fargo Bank

Baldwin Village is just minutes from Kaiser Permanente, the Baldwin Hills Crenshaw Plaza Development and the new Crenshaw Metro Line.



Baldwin Village



Hillcrest Drive Elementary School

Marlton Square Development (22 acre mixed-use development)

Baldwin Hills Crenshaw Plaza Development

Expo/ Crenshaw Station

District Square Development (300,000 SF mixed-use development)

Crenshaw Metro Line (2021)

Baldwin Hills Metro Station (2021)

Leimert Park Metro Station (2021)

W. Martin Luther King Jr. Blvd

Crenshaw

Leimert Park

AREA OVERVIEW

Crenshaw Orange Metro Line

Two new metro stops are currently under construction and planned to open in 2021. One located at Crenshaw & MLK Blvd and the other at Crenshaw & Leimert Park Blvd. Both stops will serve the Leimert Park community. The Metro Crenshaw/LAX Line will extend from the existing Metro Exposition Line at Crenshaw and Exposition Boulevards. The Line will travel 8.5 miles to the Metro Green Line and will serve the cities of Los Angeles, Inglewood and El Segundo; and portions of unincorporated Los Angeles County.

The new Metro Rail extension will offer an alternative transportation option to congested roadways and provide significant environmental benefits, economic development and employment opportunities throughout Los Angeles County. Riders will be able to make easy connections within the entire Metro Rail system, municipal bus lines and other regional transportation services. In addition to the alternative transportation option to congested roadways, the project will also provide significant environmental benefits, economic development and employment opportunities throughout Los Angeles County. The project began construction in 2014 and anticipates completion in 2021. The Crenshaw/LAX Project is one of 12 transit projects funded by Measure R, the half-cent sales tax approved by Los Angeles County voters in 2008.





Marcus & Millichap

EXCLUSIVELY LISTED BY:

NEEMA AHADIAN

Senior Vice President of Investments

Tel: (310) 909-5444

Fax: (435) 915-3662

nahadian@marcusmillichap.com

License: CA 01346750