THE JAMES GROUP | LYON STAHL

OFFERING MEMORANDUM

1937 17th St

Santa Monica, CA 90404 • 6 Unit Apartment Building

LYONSTAHL
INVESTMENT REAL ESTATE

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EXCLUSIVELY LISTED BY

THE *JAMES* GROUP

— LOS ANGELES MULTIFAMILY —

LYON STAHL

INVESTMENT REAL ESTATE

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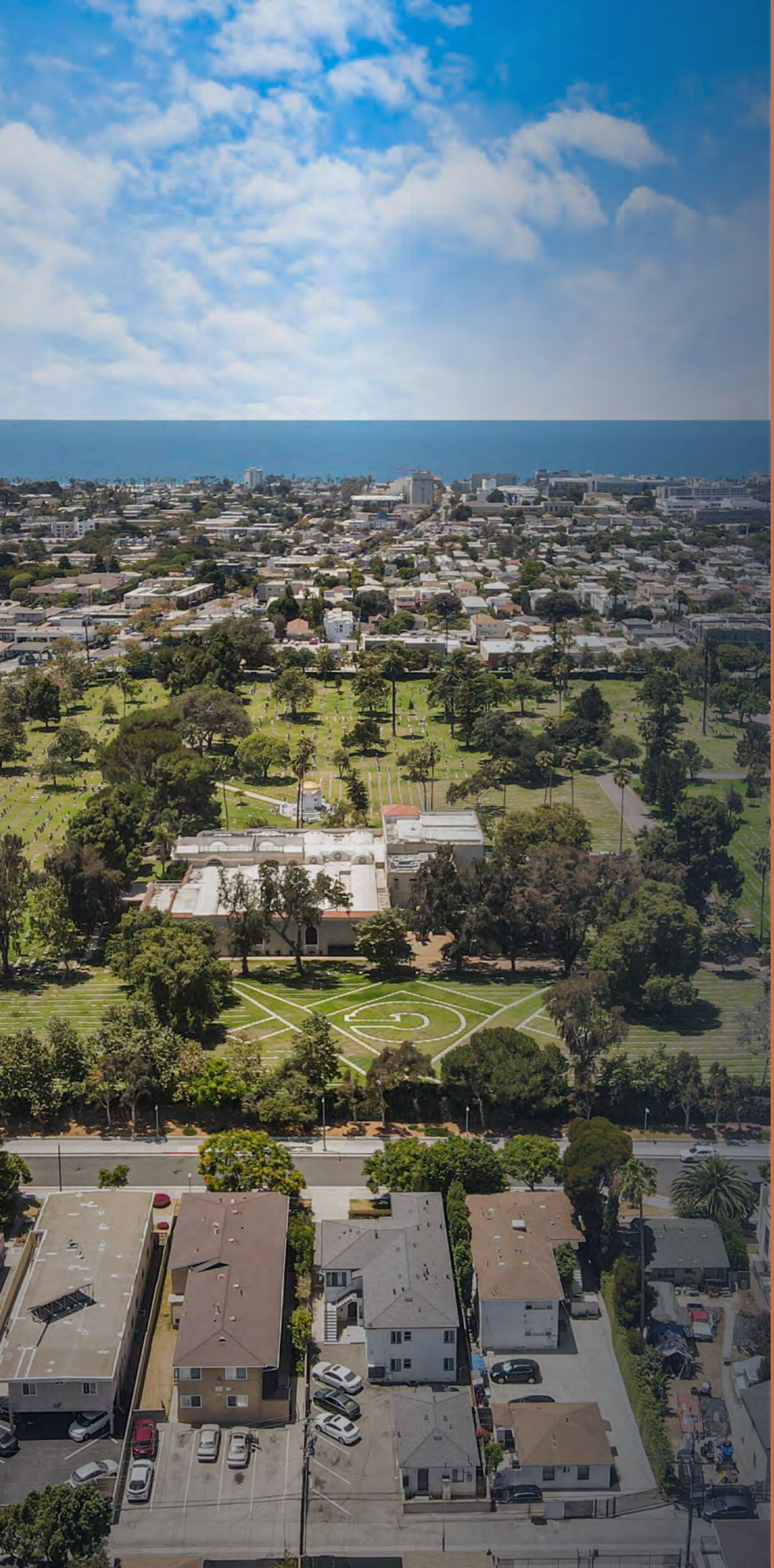


Section 01

Executive *Summary*

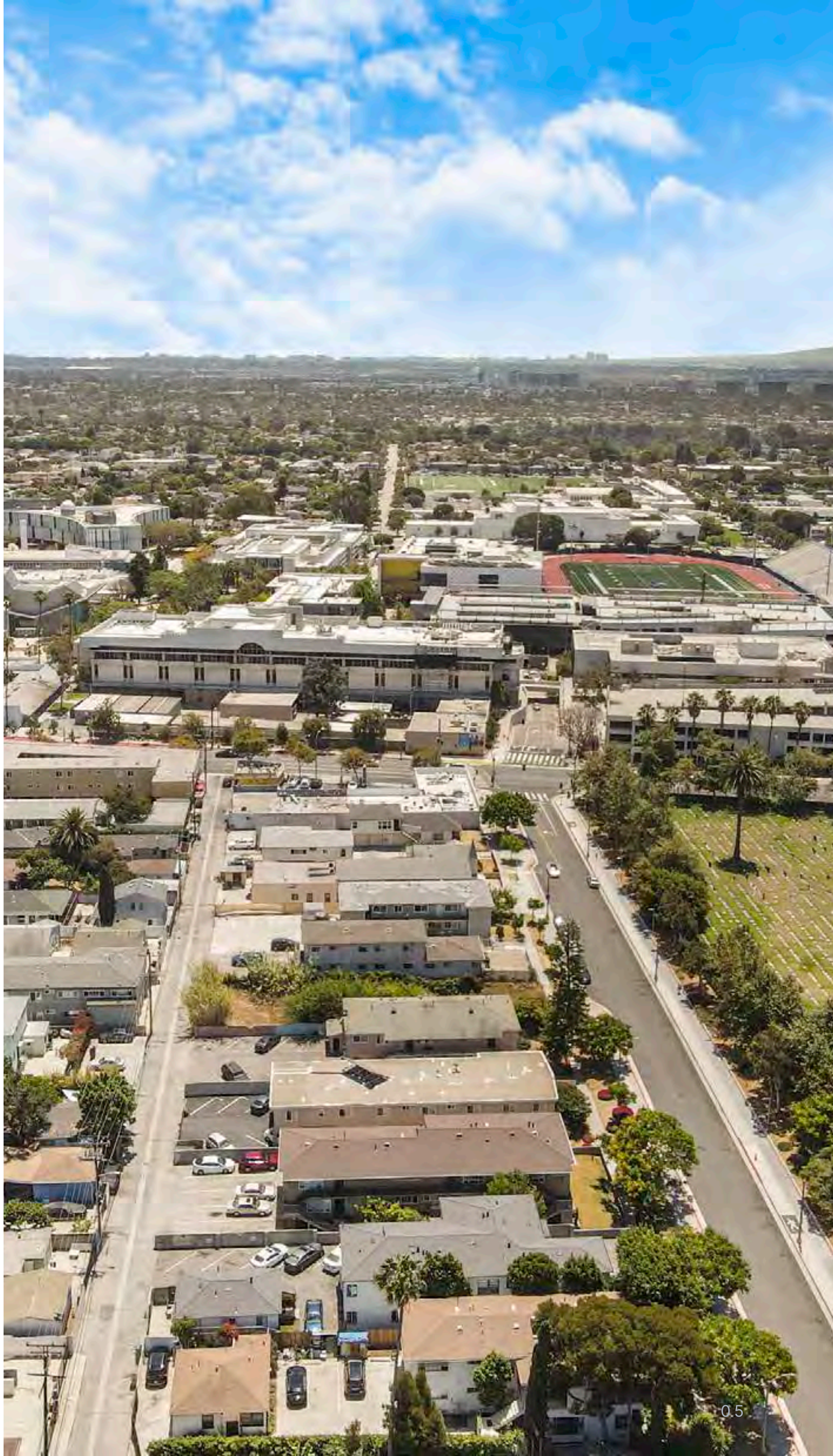
EXECUTIVE SUMMARY

> *1937 17th Street is a 6-unit apartment building located in Prime Mid-City Santa Monica, offering significant rental upside and long-term coastal investment appeal.*

The subject property is a six-unit apartment offering located at 1937 17th Street in Santa Monica. Built in 1948 and zoned SMR2, the asset consists of (1) 3-Bedroom / 1.5-Bath unit and (5) 2-Bedroom / 1-Bath units, including a detached 2-Bedroom / 1-Bath single-family dwelling, totaling 4,840 rentable square feet on a 7,746 SF lot. Four of the six units have been renovated. The property has been well maintained and improved with new roofs across its two structures and updated electrical, reducing near-term capital needs for a new owner. Parking is a standout feature, with a 2-car garage plus 8 uncovered spaces for 10 total spaces, and the 2-car garage offers ADU potential to further boost income.

Positioned in a great Santa Monica location, the property sits within easy reach of Santa Monica College, Whole Foods, the Pico corridor retail, and the Bergamot Expo Line station, giving tenants a direct rail link to Downtown Santa Monica, Century City, and Downtown Los Angeles. The Santa Monica beach and pier are minutes to the west. Santa Monica remains a supply-constrained, high-demand rental market with deep renter demand from the Silicon Beach tech corridor and the long-term durability that defines Westside multifamily.

- **Prime Santa Monica Location**
- **Immediate Upside**
- **Steps from Santa Monica College**
- **Desirable Large Unit Mix**
- **New Roof and Upgraded Electrical**



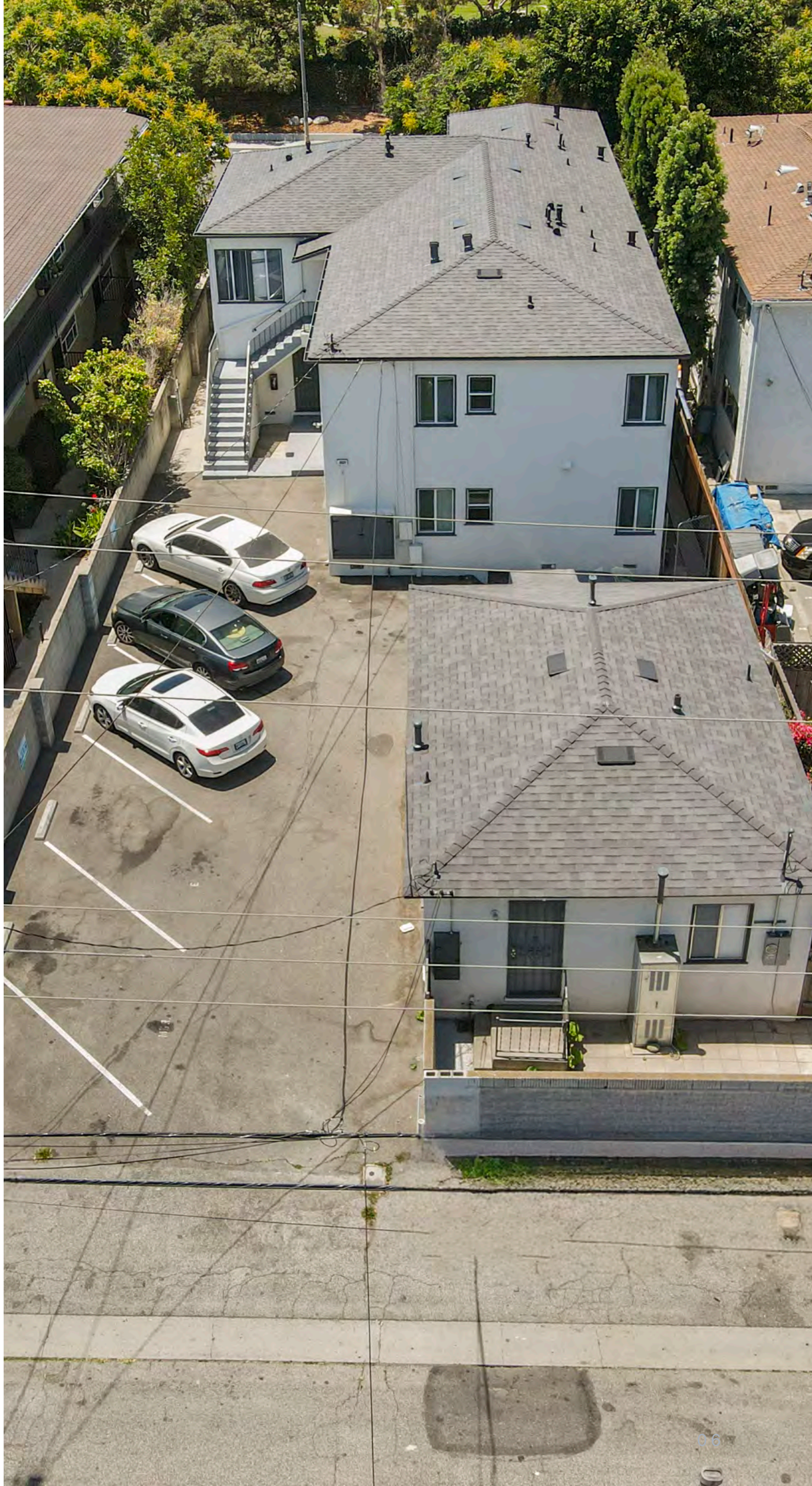
INVESTMENT SUMMARY

PRICING SUMMARY

PRICE	$2,250,000
PRICE / UNIT	$375,000
PRICE / SF	$464.88
CAP RATE	5.10%
MARKET CAP RATE	6.82%
GRM	11.92
MARKET GRM	9.82

PROPERTY SUMMARY

ADDRESS	1937 17th St
APN	4274-014-019
YEAR BUILT	1948
NO. OF UNITS	6
SQUARE FEET	4,840
AVERAGE UNIT SF	807
LOT SIZE	7,746
PARKING	10
ZONING	SMR2
UTILITIES	Individually Metered
CONSTRUCTION	Wood-Frame Stucco



INVESTMENT HIGHLIGHTS

Prime Santa Monica Location

Located in central Santa Monica, walkable to Santa Monica College, Whole Foods, the Pico corridor, and the Bergamot Expo Line station, with the beach minutes to the west.

Immediate Upside

The leased units provide a dependable operating base while two units are currently vacant, with a third scheduled to vacate in August, giving a new owner immediate opportunity to lease the vacancies at market and drive income toward proforma.

Steps from Santa Monica College

Located within walking distance of Santa Monica College, one of the nation's largest community colleges with roughly 25,000 students. SMC's enrollment drives deep, year-round rental demand for well-located units like these, keeping the building highly desirable to a steady renter pool and supporting durable occupancy.

Desirable Large Unit Mix

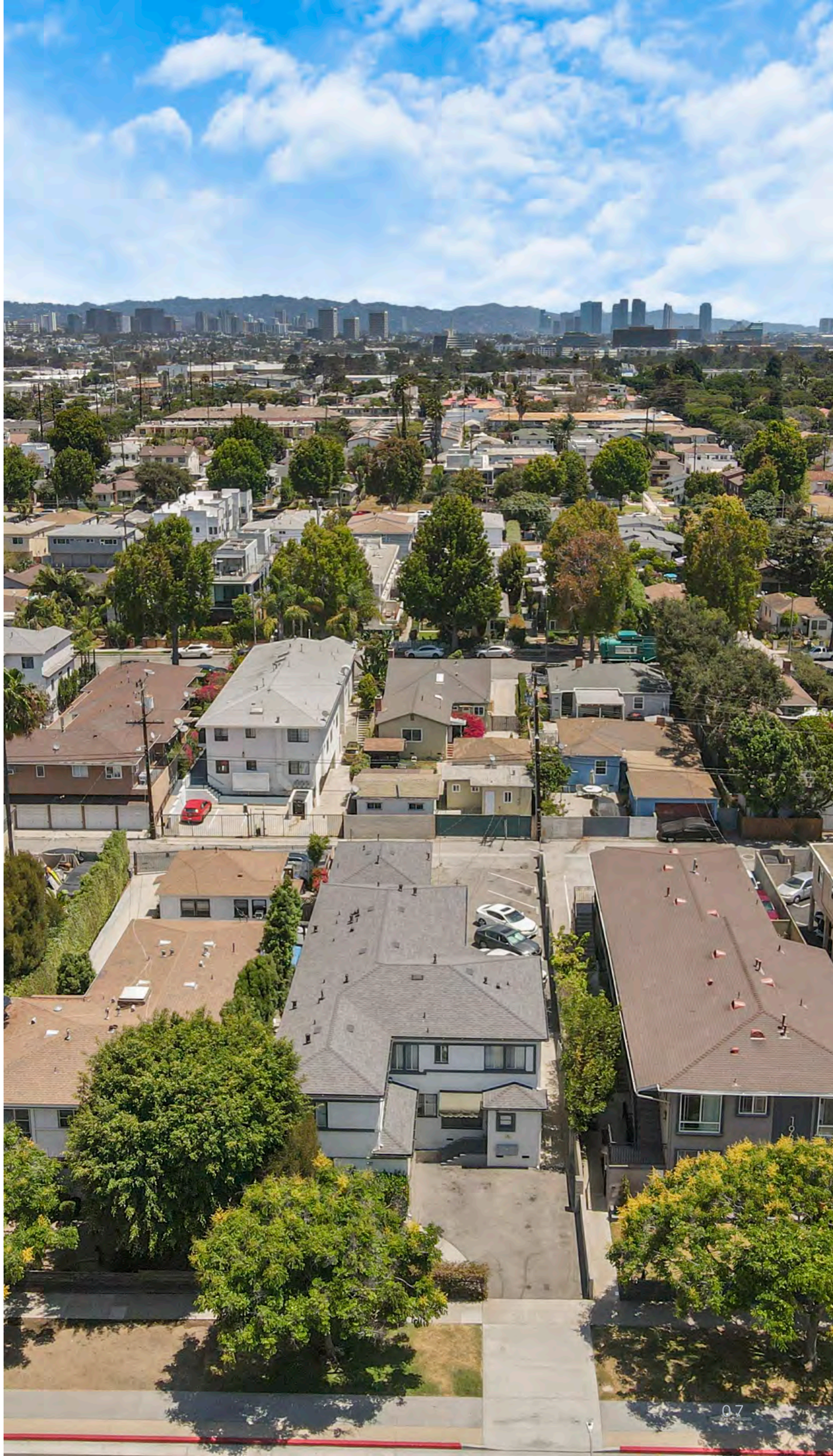
A rare all-large-unit configuration, one 3-Bedroom and five 2-Bedroom units, formats that attract long-term tenants and command premium rents in Santa Monica.

New Roof and Upgraded Electrical

Zoned SMR2 (Santa Monica multi-family residential) on a generous 7,746 SF lot, more than the building footprint, offering tenant outdoor space and long-term flexibility.

ADU Potential

The 2-car garage presents a strong ADU conversion opportunity, offering a new owner an additional income stream and value creation beyond the existing rent upside.



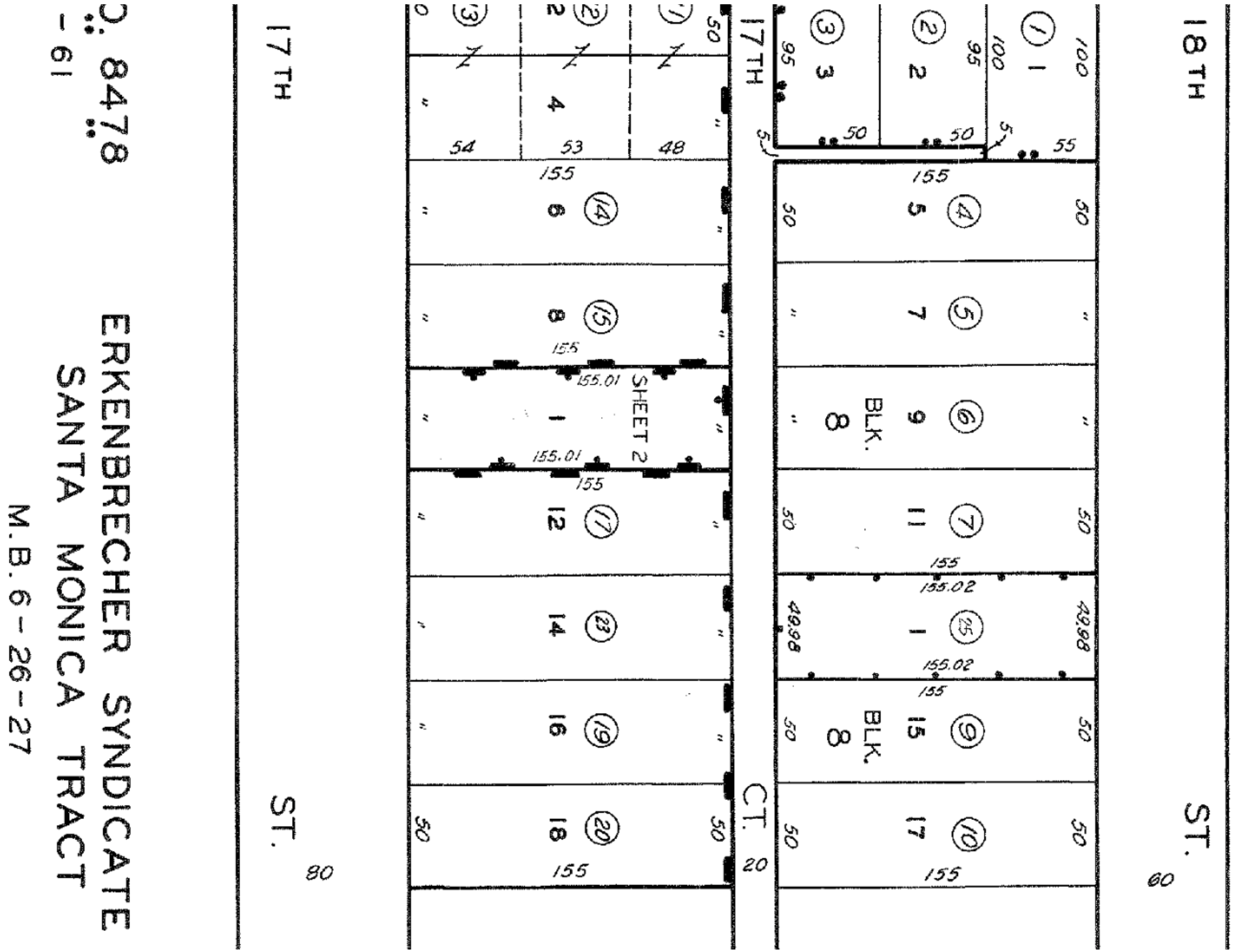
Section 02

Property *Description*

The subject property is a six-unit residential income asset located at 1937 17th Street in Santa Monica. Built in 1948 and zoned SMR2, the property spans two structures and consists of (1) 3-Bedroom / 1.5-Bath unit and (5) 2-Bedroom / 1-Bath units, totaling 4,840 rentable square feet on a 7,746 SF lot. Four of the six units have been renovated, and recent upgrades include new roofs on both structures and updated electrical. Parking consists of a 2-car garage and 8 uncovered spaces for 10 total spaces. The garage presents ADU conversion potential.

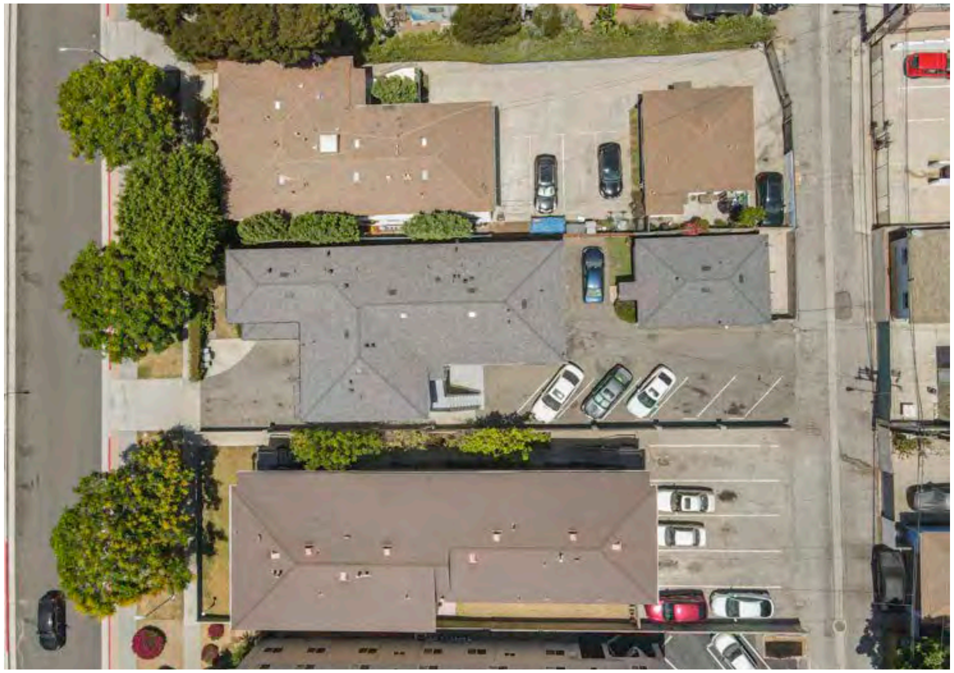
PROPERTY DETAILS

ADDRESS	1937 17th St
CITY / STATE	Santa Monica, CA 90404
NO. OF UNITS	6
BUILDING SF	4,840
LOT SIZE	7,746
YEAR BUILT	1948
ZONING	SMR2
APN	4274-014-019
CONSTRUCTION	Wood-Frame Stucco
UTILITIES	Individually Metered
OCCUPANCY	67%
PARKING	10
UNIT MIX	(1) 3 Bed, 1.5 Bath (5) 2 Bed, 1 Bath


18TH ST.
17TH CT.
17TH ST.
BLK. 8
SHEET 2
ERKENBRECHER SYNDICATE
SANTA MONICA TRACT
M.B. 6-26-27

PROPERTY PHOTOS

PROPERTY PHOTOS




Expo/Bergamot Station
Whole Foods
Virginia Park
1937
17th St

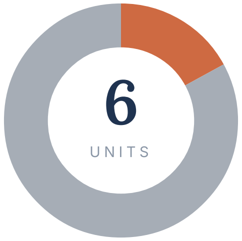

Santa Monica College
1937
17th St

Section 03

Financial *Summary*

RENT ROLL

UNIT	UNIT TYPE	UNIT SF	CURRENT RENT	RENT / SF	PROFORMA RENT	PF RENT / SF	COMMENT
A	3 Bed, 1.5 Bath	1,050	**$2,709**	$2.58	$3,750	$3.57	
B	2 Bed, 1 Bath	750	**$1,013**	$1.35	$3,000	$4.00	
C	2 Bed, 1 Bath	800	**$2,756**	$3.45	$3,100	$3.88	
D	2 Bed, 1 Bath	865	**$3,200**	$3.70	$3,200	$3.70	
E	2 Bed, 1 Bath	750	**$3,100**	$4.13	$3,100	$4.13	Vacant
F	2 Bed, 1 Bath	625	**$2,950**	$4.72	$2,950	$4.72	Vacant
Totals		**4,840**	**$15,728**		**$19,100**		



UNIT MIX

3 Bed, 1.5 Bath 17%

2 Bed, 1 Bath 83%

NOTE Two units currently vacant; a third is scheduled to vacate in August.

INCOME & EXPENSE

Income	Current	Per Unit	Pro-Forma	Per Unit
Scheduled Rent Income	$188,736	$31,456	$229,200	$38,200
GROSS POTENTIAL INCOME	**$188,736**	**$31,456**	**$229,200**	**$38,200**
Vacancy/Collection Allowance (GPR)	5.0% / $9,437	$1,573	5.0% / $11,460	$1,910
EFFECTIVE GROSS INCOME	**$179,299**	**$29,883**	**$217,740**	**$36,290**

Expenses				
Taxes (1.20%)	$27,085	$4,514	$27,085	$4,514
Insurance	$6,647	$1,108	$6,647	$1,108
Utilities	$11,180	$1,863	$11,180	$1,863
Repairs & Maintenance ($750/unit)	$4,500	$750	$4,500	$750
Management Fee (5.0% of EGI)	$8,965	$1,494	$8,710	$1,452
Landscaping	$3,075	$513	$3,075	$513
Reserves ($200/unit)	$1,200	$200	$1,200	$200
Direct Assessments	$1,941	$324	$1,941	$324
TOTAL EXPENSES	**$64,592**		**$64,337**	
Expenses Per SF	$13.35		$13.29	
Expenses Per Unit	$10,765		$10,723	
% Of EGI	36.0%		29.5%	
NET OPERATING INCOME	**$114,707**		**$153,403**	

UNDERWRITING NOTES

Income Proforma market rents are based on a comparable rental analysis of the submarket.

Taxes Estimated at 1.20% of purchase price.

Utilities Based on actuals provided by ownership.

Management Fee 5.0% of effective gross income (4.0% at proforma).

Vacancy Underwritten at 5.0% of gross potential income.

Insurance Based on actuals provided by ownership.

Repairs & Maintenance Estimated at $750 per unit annually.

Landscaping Based on actuals provided by ownership.

Income

	SCHEDULED	POTENTIAL	PER UNIT	PER SF
Base Rental Income	$188,736	$229,200	$31,456	$39.00
Other Income	$0	$0	$0	$0.00
Gross Potential Income	$188,736	$229,200	$31,456	$39.00
Less Vacancy	5.0% (9,437)	5.0% (11,460)	(1,573)	—
EFFECTIVE GROSS INCOME	**$179,299**	**$217,740**	**$29,883**	**$37.05**

Expenses

	SCHEDULED	POTENTIAL	PER UNIT	PER SF
Taxes (1.20%)	$27,085	$27,085	$4,514	$5.60
Insurance	$6,647	$6,647	$1,108	$1.37
Utilities	$11,180	$11,180	$1,863	$2.31
Repairs & Maintenance ($750/unit)	$4,500	$4,500	$750	$0.93
Management Fee (5.0% of EGI)	$8,965	$8,710	$1,494	$1.85
Landscaping	$3,075	$3,075	$513	$0.64
Reserves ($200/unit)	$1,200	$1,200	$200	$0.25
Direct Assessments	$1,941	$1,941	$324	$0.40
TOTAL EXPENSES	**$64,592**	**$64,337**	**$10,765**	**$13.35**
EXPENSES AS % OF EGI	36.0%	29.5%		
NET OPERATING INCOME	**$114,707**	**$153,403**	**$19,118**	**$23.70**

Summary

Price	$2,250,000
Down Payment 39%	$866,250
Number of Units	6
Price Per Unit	$375,000
Price Per SqFt	$464.88
Gross SqFt	4,840
Lot Size	7,746 SF
Year Built	1948
CAP Rate	5.10%
Market CAP Rate	6.82%
GRM	11.92
Market GRM	9.82

New Potential Financing

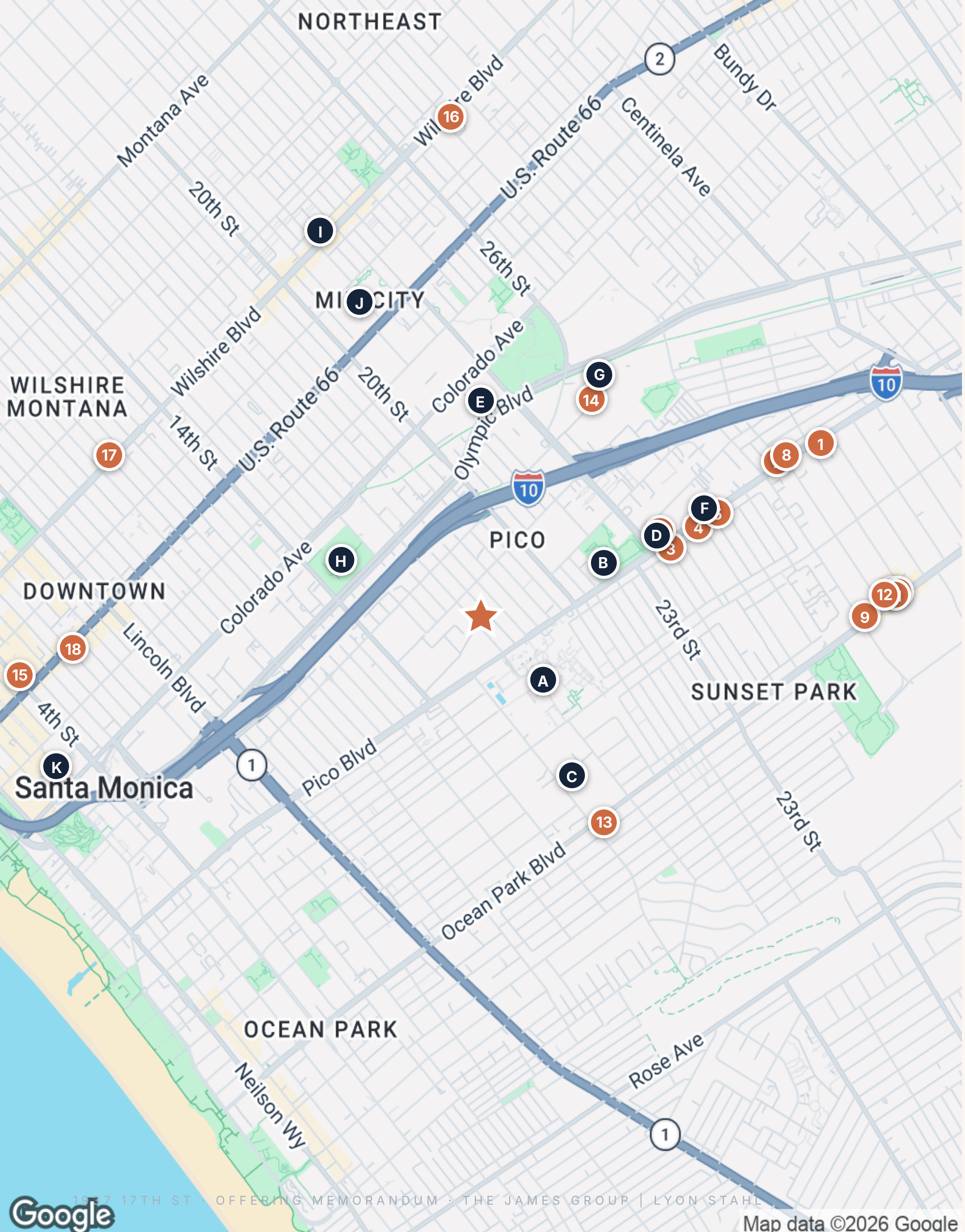
Loan Amount	$1,383,750
Loan Type	New
Interest Rate	6.00%
Amortization	30 Years
Debt Coverage Ratio	1.15
Year Due	2036

Loan information may change. Contact your broker for current quotes.

			SCHEDULED RENTS			POTENTIAL RENTS		
UNIT TYPE	# OF UNITS	AVG SF	AVG RENT/UNIT	AVG RENT/SF	MONTHLY INCOME	AVG RENT/UNIT	AVG RENT/SF	MONTHLY INCOME
3 Bed, 1.5 Bath	1	1,050	$2,709	$2.58	$2,709	$3,750	$3.57	$3,750
2 Bed, 1 Bath	5	758	$2,604	$3.44	$13,019	$3,070	$4.05	$15,350
TOTALS / WEIGHTED AVERAGES	**6**	**807**	**$2,621**	**$3.25**	**$15,728**	**$3,183**	**$3.95**	**$19,100**
GROSS ANNUALIZED RENTS					**$188,736**			**$229,200**

Section 04

Market *Overview*



AREA AMENITIES

Surrounding Amenities

★ SUBJECT PROPERTY

DINING & COFFEE

1	Intelligentsia Coffee	1.0 mi
2	Society Kitchen	1.1 mi
3	Z Garden Mediterranean	0.5 mi
4	Lunetta	0.6 mi
5	Gilbert's El Indio	0.7 mi
6	JOE & THE JUICE	0.5 mi
7	The Brixton	0.9 mi
8	Lares Restaurant	0.9 mi
9	Vito Restaurant	1.0 mi
10	Crimson	1.1 mi
11	Hurry Curry of Tokyo	1.1 mi
12	Il Forno	1.1 mi
13	Layla Bagels	0.6 mi
14	Birdie G's	0.6 mi
15	Sweetgreen	1.2 mi
16	Erewhon Market & Cafe	1.3 mi
17	Cassia	1.1 mi
18	Tar & Roses	1.1 mi

SHOPPING & SERVICES

A	Santa Monica College	0.2 mi
B	Pico Branch Library	0.4 mi
C	John Adams Middle School	0.5 mi
D	Whole Foods Market (Olympic)	0.5 mi
E	Ralphs	0.6 mi
F	Venice Family Clinic	0.7 mi
G	Bergamot Station Arts Ctr	0.7 mi
H	Memorial Park	0.4 mi
I	Whole Foods Market (Wilshire)	1.1 mi
J	Providence Saint John's	0.9 mi
K	Santa Monica Place	1.2 mi
L	Third Street Promenade	1.3 mi

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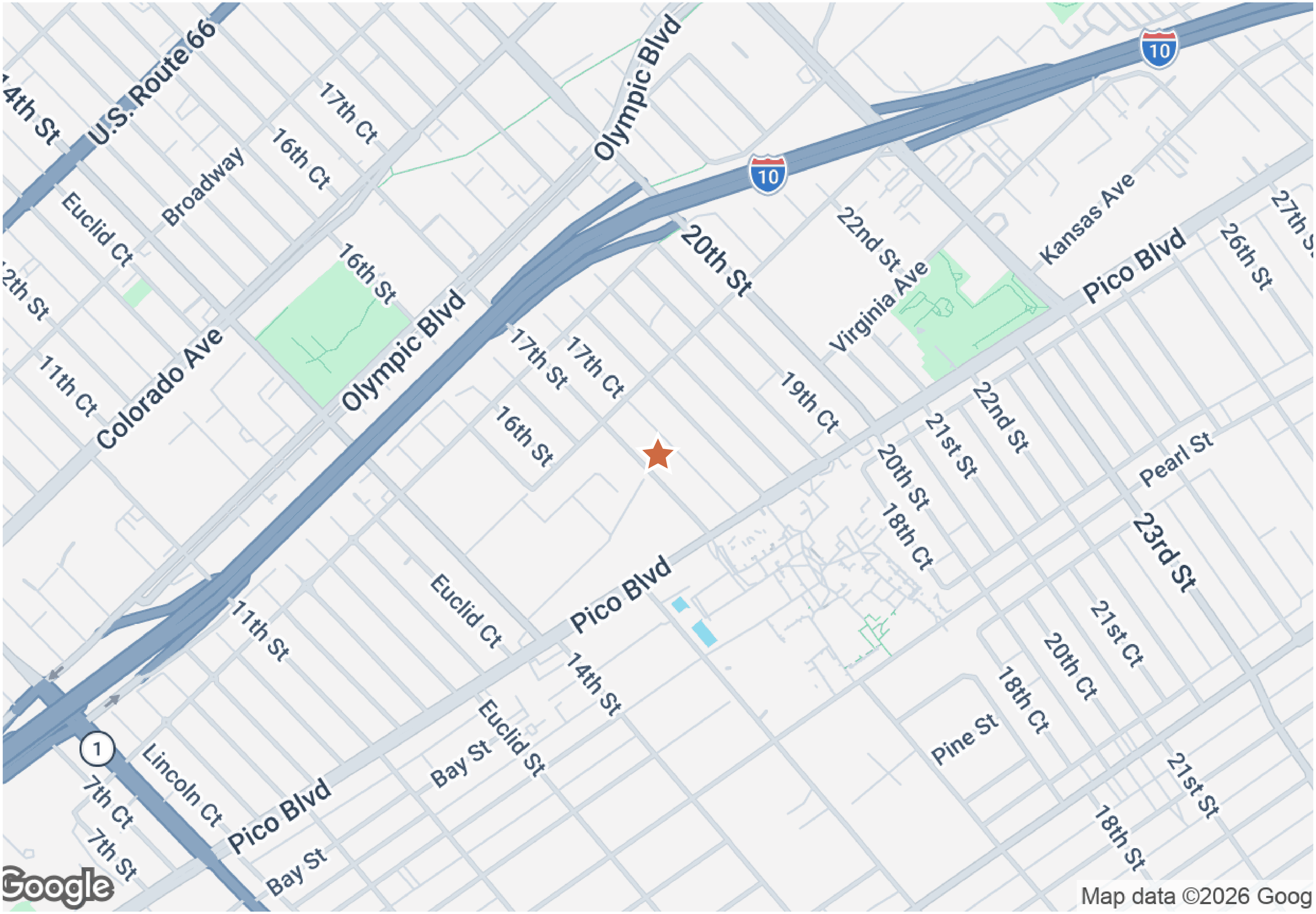
Santa Monica, CA 90404



DEMOGRAPHICS

Mid-City Santa Monica

Demographics

65%

Household Renters
65% of the households in Santa Monica are renting their homes.

39 years

Median Age
The median age of people living in Santa Monica is 39 years old.

$128,547

Household Income
The average household income in Santa Monica is $128,547 a year.

24,860

Population
There are 24,860 people living in the Santa Monica submarket.

$1,892,400

Average Home Value
Average home value in the immediate area is $1,892,400.

Transportation

88	**79**	**55**
Walker's Paradise	Biker's Paradise	Excellent Transit

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