THE JAMES GROUP | LYON STAHL

OFFERING MEMORANDUM

1937 17th Street

Santa Monica, CA 90404 • 6-Unit Apartment Building

LYON STAHL
INVESTMENT REAL ESTATE

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THE *JAMES* GROUP

— LOS ANGELES MULTIFAMILY —

LYONSTAHL
INVESTMENT REAL ESTATE

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Section 01

Executive *Summary*

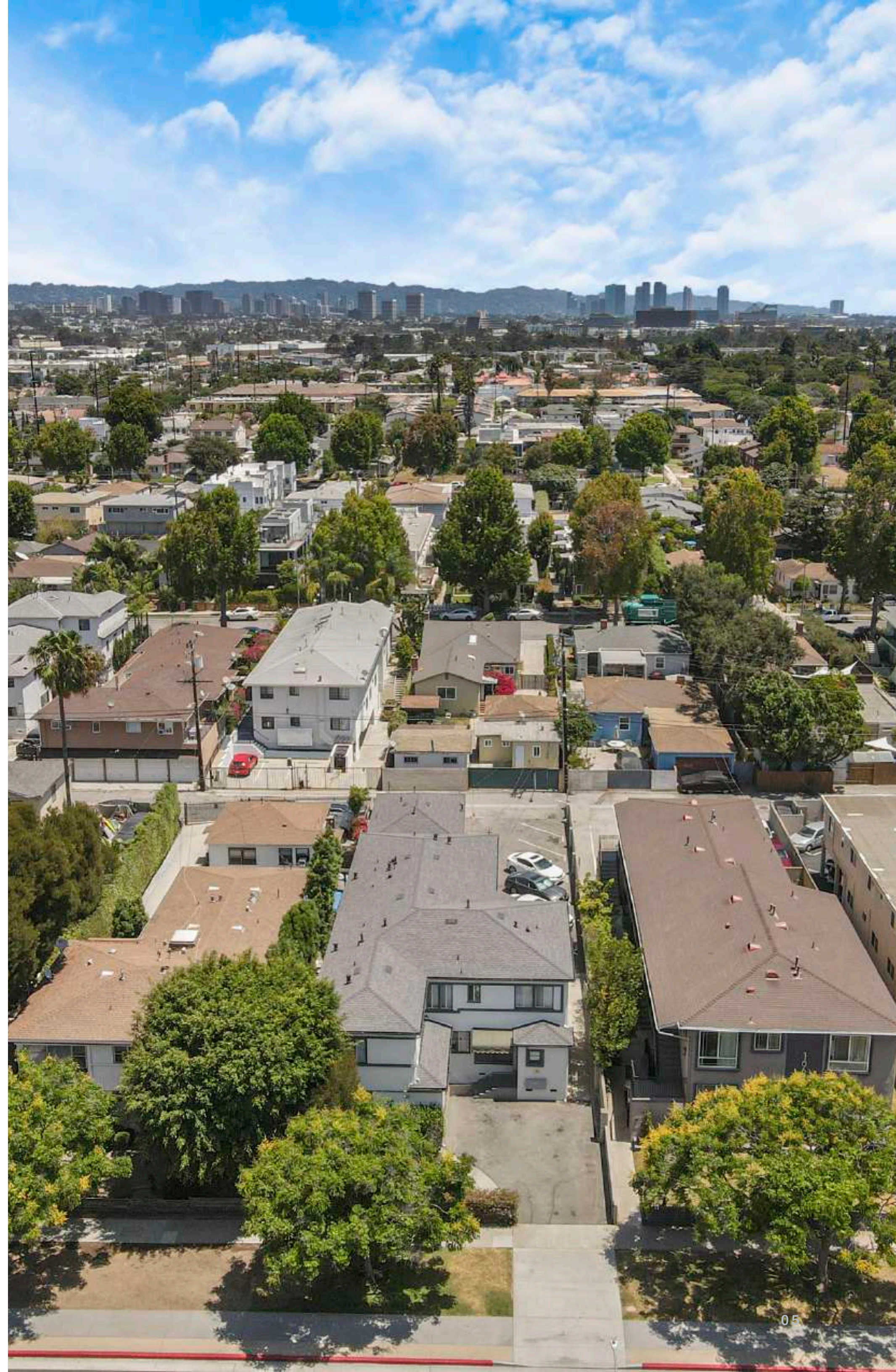
EXECUTIVE SUMMARY

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

The subject property is a six-unit residential income asset located at 1937 17th Street in central 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, totaling 4,840 rentable square feet on a 7,746 SF lot. The property delivers strong in-place cash flow at a 5.00% cap rate, with meaningful embedded upside as rents are brought to market.

Positioned in central Santa Monica, 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**
- **SMR2 Zoning · 7,746 SF Lot**



INVESTMENT SUMMARY

PRICING SUMMARY

Price	$2,250,000
Price / Unit	$375,000
Price / SF	$464.88
Cap Rate	5.00%
Market Cap Rate	6.43%
GRM	12.08
Market GRM	10.14

PROPERTY SUMMARY

Address	1937 17th Street
APN	4274-014-019
Year Built	1948
No. of Units	6
Square Feet	4,840
Average Unit SF	807
Lot Size	7,746
Parking	On-site (verify with broker)
Zoning	SMR2
Utilities	Individually Metered (verify with broker)
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.

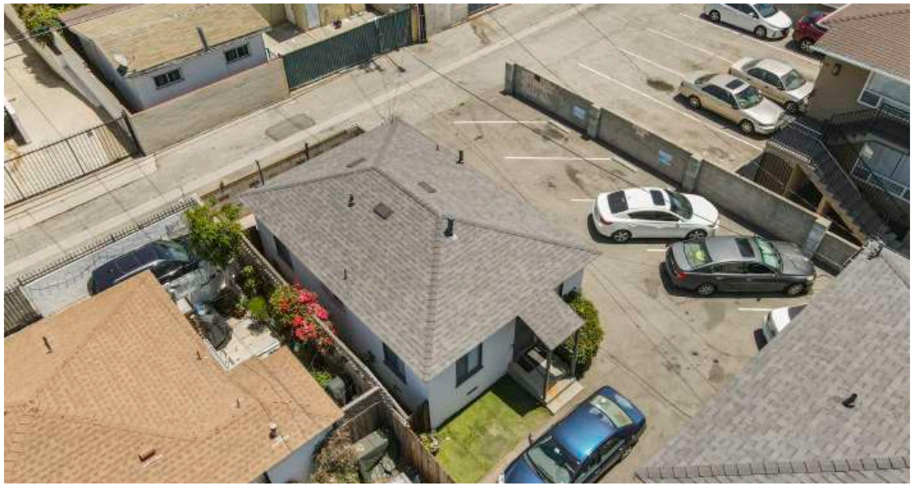
SMR2 Zoning · 7,746 SF Lot

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.

Section **02**

Property *Description*

PROPERTY OVERVIEW



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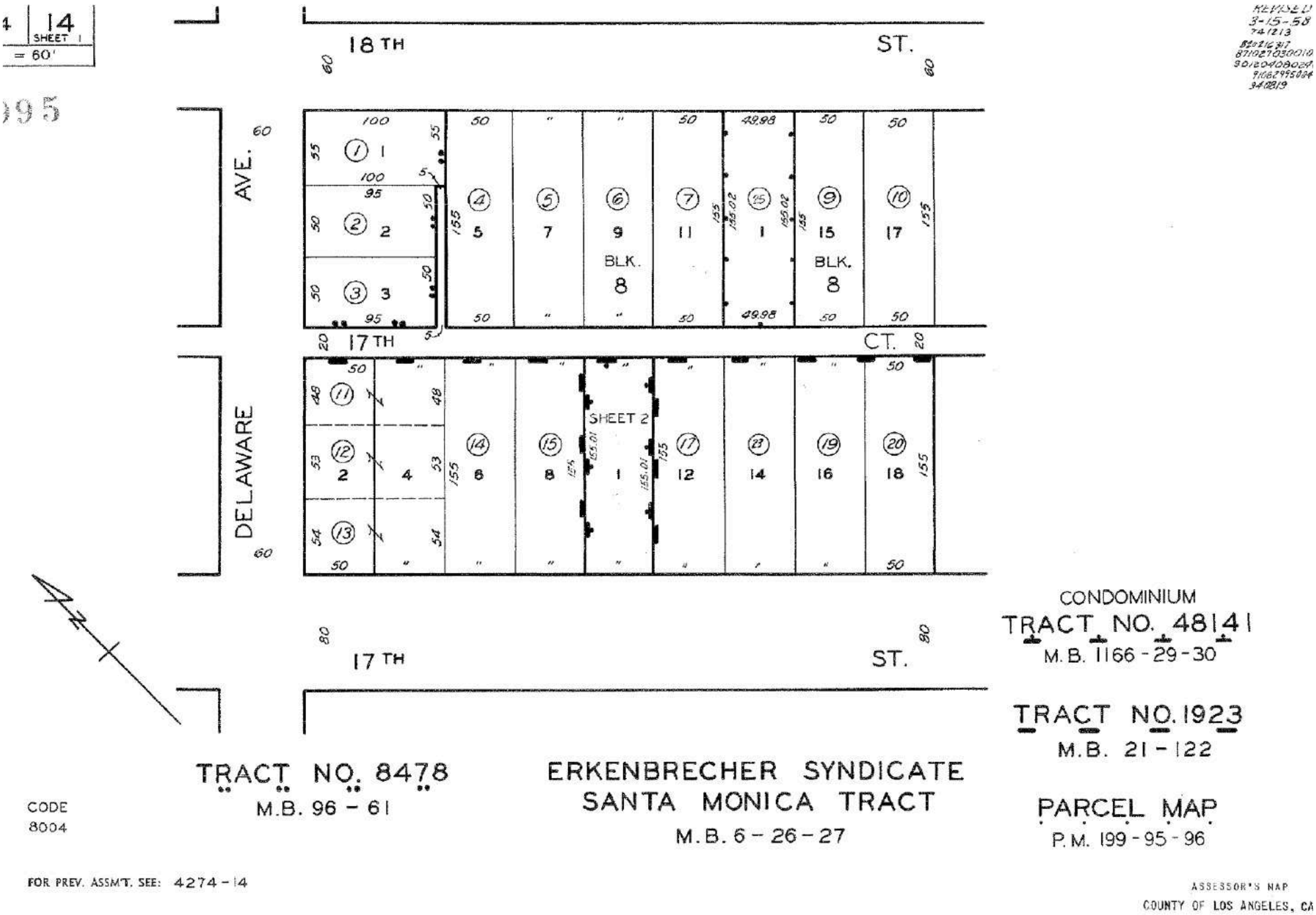
PROPERTY DETAILS

Address	1937 17th Street
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 (verify with broker)
Occupancy	2 units vacant (3rd vacating August)
Parking	On-site (verify with broker)
Unit Mix	(1) 3 Bed, 1.5 Bath (5) 2 Bed, 1 Bath

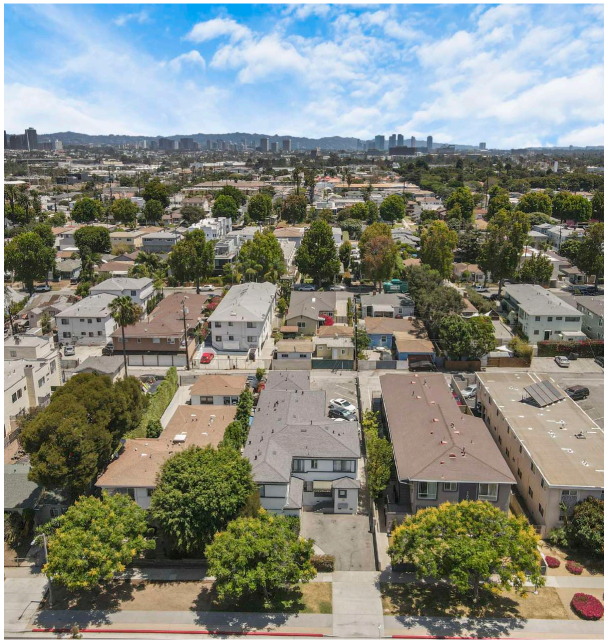
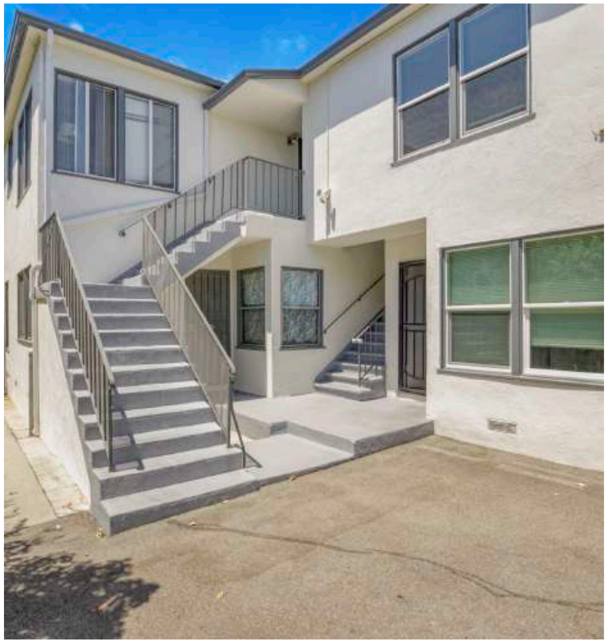
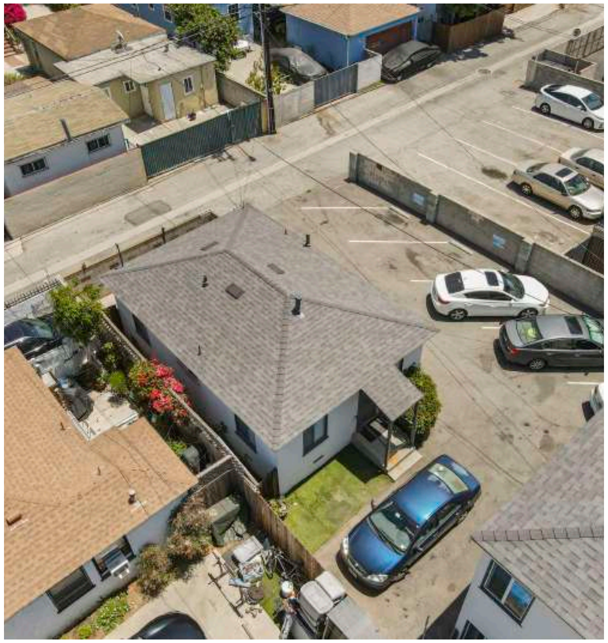
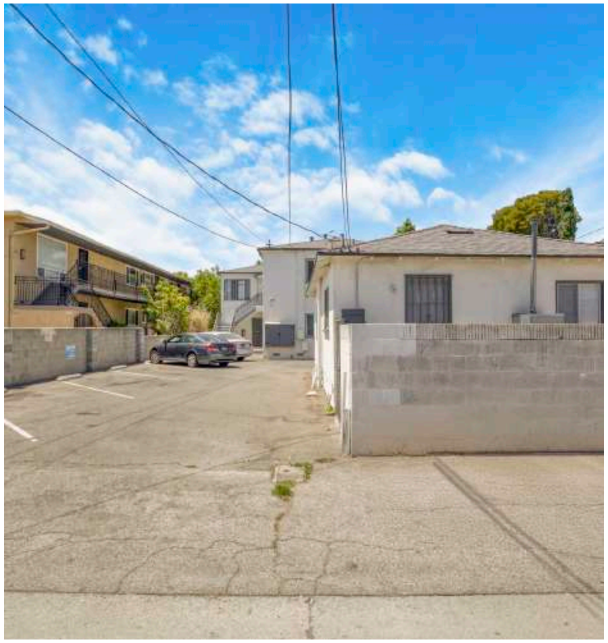
PARCEL MAP



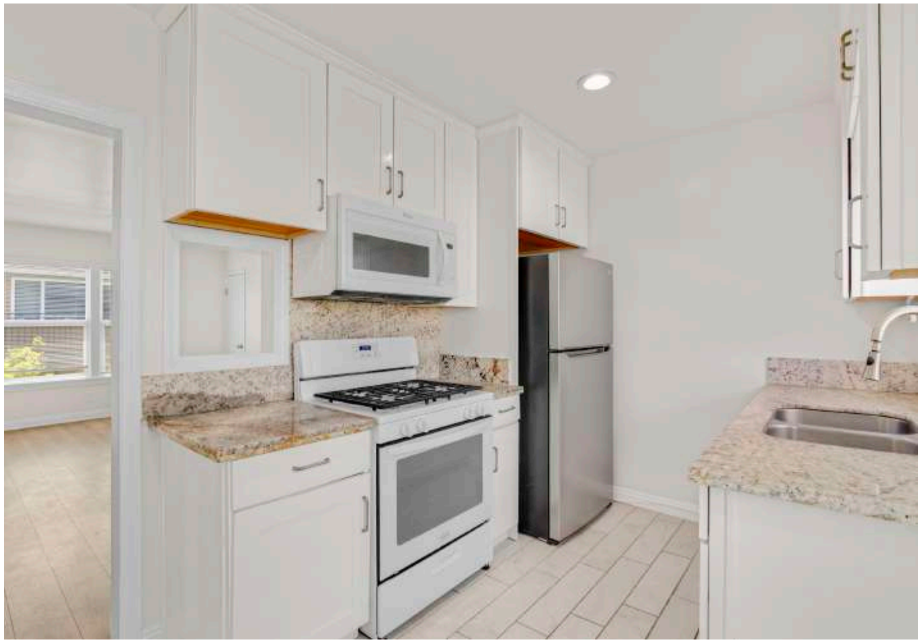
14
SHEET 1
= 60'
REVISED
3-15-58
18TH ST.
17TH CT.
17TH ST.
DELAWARE AVE.
BLK. 8
SHEET 2
CONDOMINIUM
TRACT NO. 48141
M.B. 1166-29-30
TRACT NO. 1923
M.B. 21-122
PARCEL MAP
P.M. 199-95-96
TRACT NO. 8478
M.B. 96-61
ERKENBRECHER SYNDICATE
SANTA MONICA TRACT
M.B. 6-26-27
CODE
8004
FOR PREV. ASSM'T. SEE: 4274-14
ASSESSOR'S MAP
COUNTY OF LOS ANGELES, CA

EXTERIOR PHOTOS



INTERIOR PHOTOS



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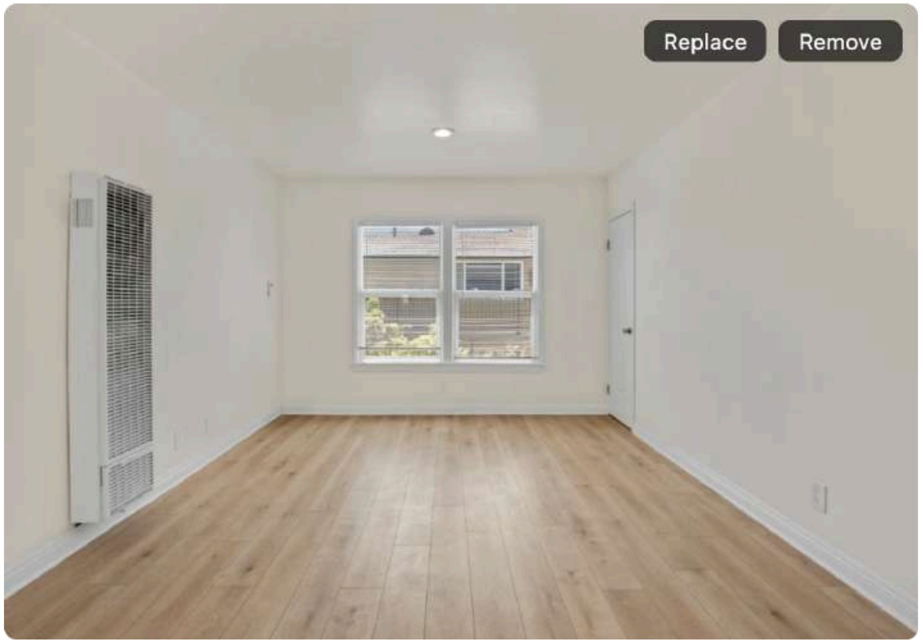
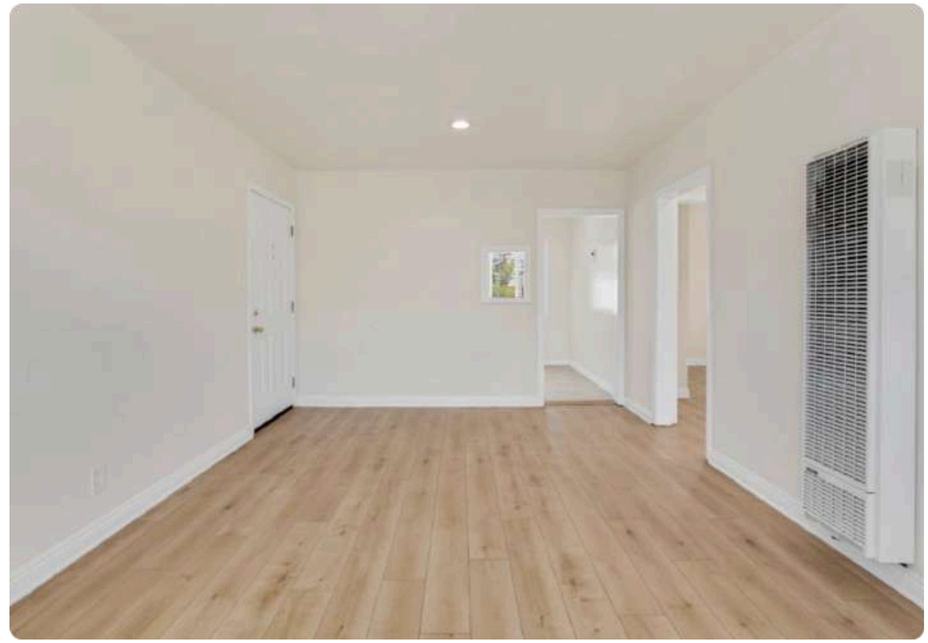


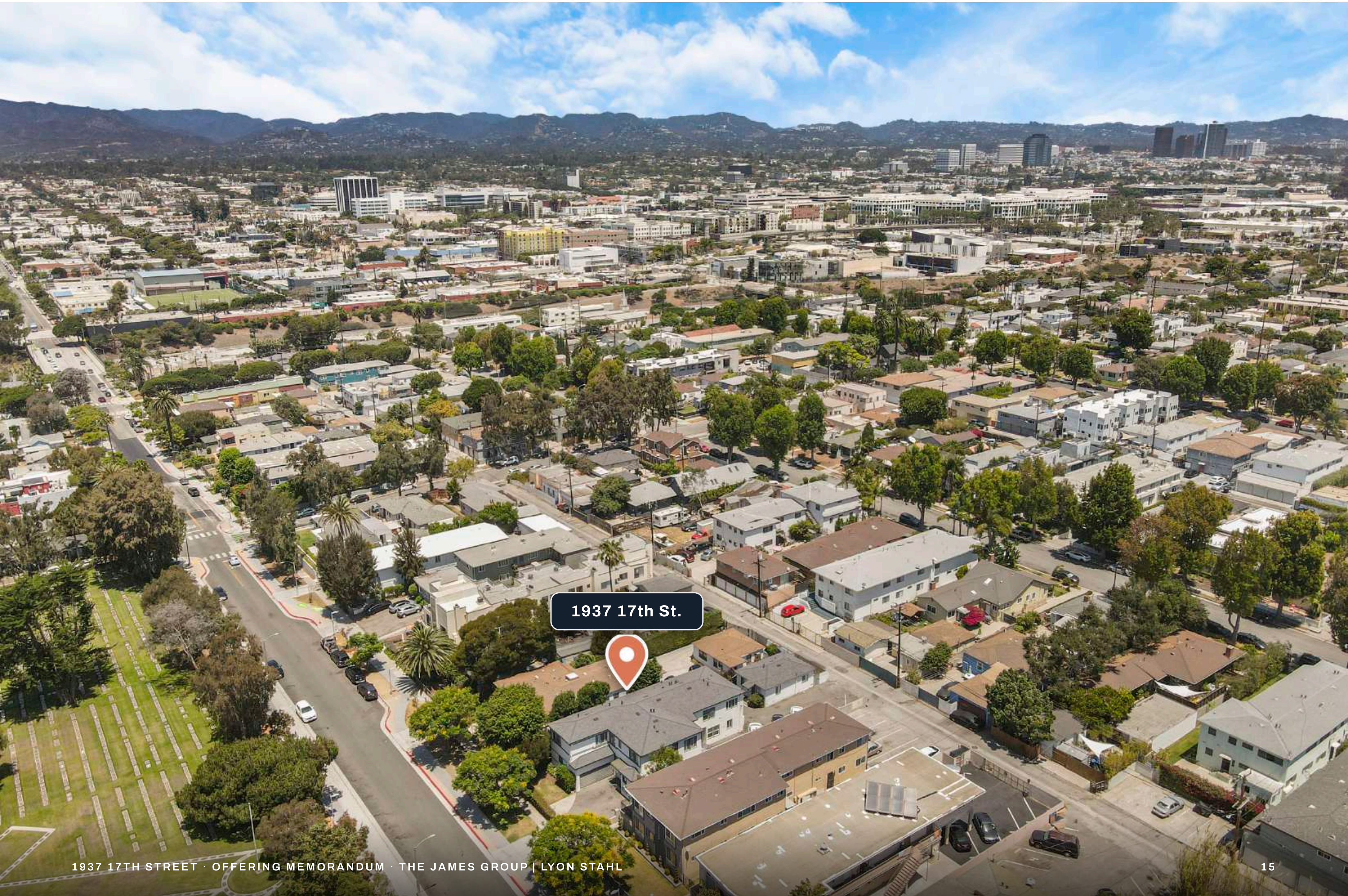


NEIGHBORHOOD AERIAL

Mid-City Santa Monica

REGIONAL AERIAL

Westside Los Angeles



Section 03

Financial *Summary*

RENT ROLL

UNIT	UNIT TYPE	UNIT SF	CURRENT RENT	RENT / SF	PROFORMA RENT	PF RENT / SF
A	3 Bed, 1.5 Bath	1,050	$2,641	$2.52	**$3,800**	**$3.62**
B	2 Bed, 1 Bath	758	$2,577	$3.40	**$2,940**	**$3.88**
C	2 Bed, 1 Bath	758	$2,577	$3.40	**$2,940**	**$3.88**
D	2 Bed, 1 Bath	758	$2,577	$3.40	**$2,940**	**$3.88**
E	2 Bed, 1 Bath	758	$2,577	$3.40	**$2,940**	**$3.88**
F	2 Bed, 1 Bath	758	$2,578	$3.40	**$2,940**	**$3.88**
Totals		**4,840**	**$15,527**		**$18,500**	

UNIT MIX

2 Bed 83%

3 Bed 17%

INCOME & EXPENSE

Income	Current	Per Unit	Pro-Forma	Per Unit
Scheduled Rent Income	$186,324	$31,054	$222,000	$37,000
Other Income (Laundry — $0/month)	$0	$0	$0	$0
GROSS POTENTIAL INCOME	**$186,324**	**$31,054**	**$222,000**	**$37,000**
Vacancy/Collection Allowance (GPR)	5.0% / $9,316	$1,553	5.0% / $11,100	$1,850
EFFECTIVE GROSS INCOME	**$177,008**	**$29,501**	**$210,900**	**$35,150**
Expenses				
Property Taxes (1.2%)	$27,085	$4,514	$27,085	$4,514
Insurance ($1.37/SF)	$6,647	$1,108	$6,647	$1,108
Utilities	$9,977	$1,663	$9,977	$1,663
Repairs & Maintenance ($750/unit)	$4,500	$750	$4,500	$750
Management Fee (5.0% of EGI)	$8,850	$1,475	$10,545	$1,758
Gardener / Landscaping	$3,075	$513	$3,075	$513
Reserves ($200/unit)	$1,200	$200	$1,200	$200
TOTAL EXPENSES	**$61,334**		**$63,029**	
Expenses Per SF	$12.67		$13.02	
Expenses Per Unit	$10,222		$10,505	
% Of EGI	34.7%		29.9%	
NET OPERATING INCOME	**$115,674**		**$147,871**	

UNDERWRITING NOTES

Income The building is 2 units vacant (3rd vacating August) occupied. Proforma market rents are based on a comparable rental analysis of the submarket.

Property Taxes Estimated at 1.2% of purchase price plus direct assessments.

R&M Estimated at $750 per unit annually.

Reserves Estimated at $200 per unit annually.

Vacancy Underwritten at 5.0% of gross potential income.

Insurance Estimated at $1.37/SF of building area.

Management 5.0% of effective gross income.

Income

		SCHEDULED		POTENTIAL	PER UNIT	PER SF
Gross Potential Rent		$222,000		$222,000	$37,000	$45.87
Loss / Gain to Lease	16.1%	($35,676)				
Gross Scheduled Rent		**$186,324**		**$222,000**	**$31,054**	**$38.50**
Physical Vacancy	5.0%	($9,316)	5.0%	($11,100)	($1,553)	$-1.92
Effective Rental Income		**$177,008**		**$210,900**	**$29,501**	**$36.57**
Other Income (Laundry etc.)		$0		$0	$0	$0.00
EFFECTIVE GROSS INCOME		**$177,008**		**$210,900**	**$29,501**	**$36.57**

Expenses

	SCHEDULED	POTENTIAL	PER UNIT	PER SF
Property Taxes (1.2%)	$27,085	$27,085	$4,514	$5.60
Insurance ($1.37/SF)	$6,647	$6,647	$1,108	$1.37
Utilities	$9,977	$9,977	$1,663	$2.06
Repairs & Maintenance ($750/unit)	$4,500	$4,500	$750	$0.93
Management Fee (5.0% of EGI)	$8,850	$10,545	$1,475	$1.83
Gardener / Landscaping	$3,075	$3,075	$513	$0.64
Reserves ($200/unit)	$1,200	$1,200	$200	$0.25
TOTAL EXPENSES	**$61,334**	**$63,029**	**$10,222**	**$12.67**
EXPENSES AS % OF EGI	**34.7%**	**29.9%**		
NET OPERATING INCOME	**$115,674**	**$147,871**	**$19,279**	**$23.90**

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	**5.00%**
GRM	**12.08**
Cash-on-Cash	**1.50%**
Debt Coverage Ratio	**1.13**

New Potential Financing

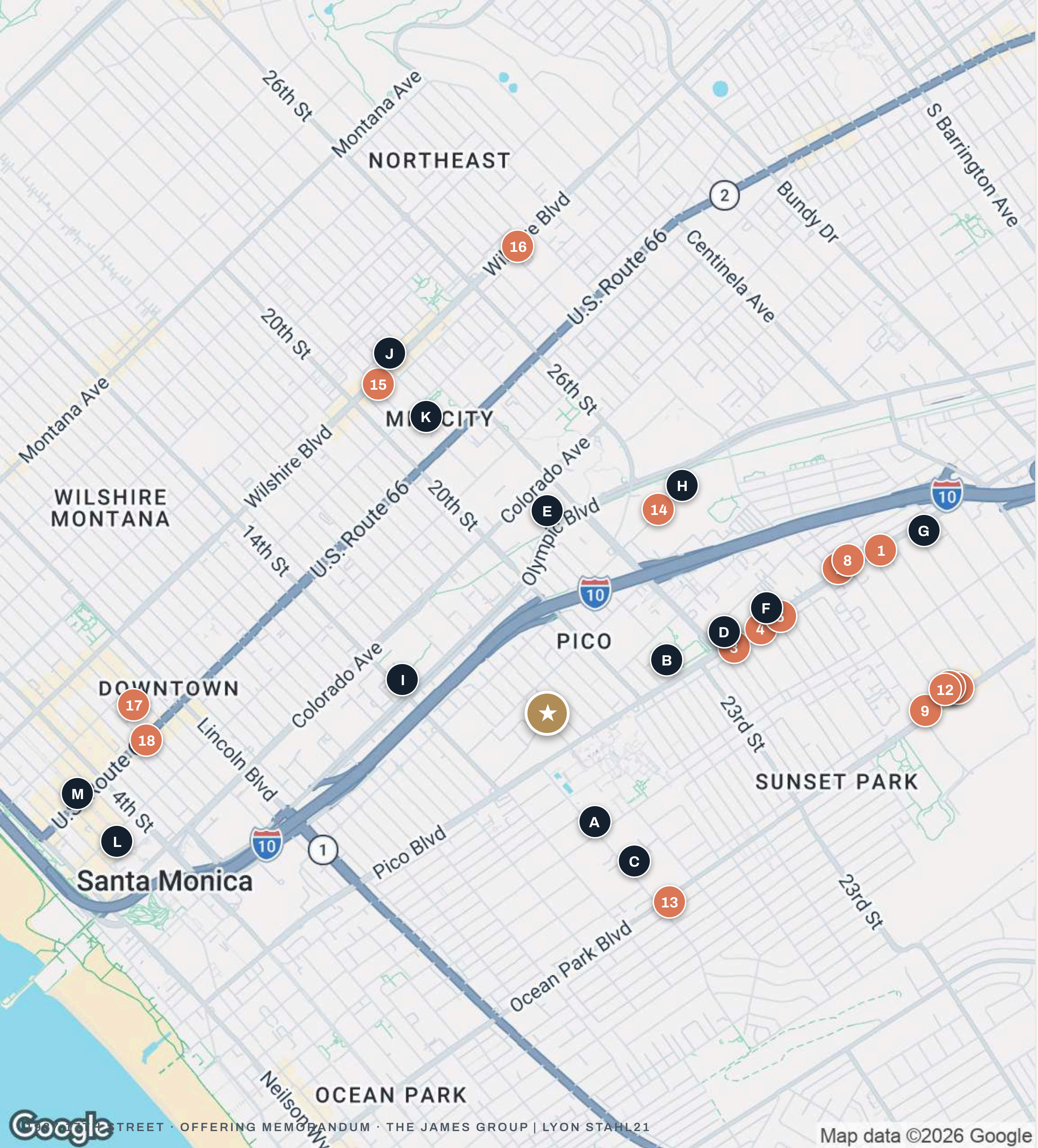
Loan Amount	**$1,383,750**
Loan Type	**New**
Interest Rate	**6.00%**
Amortization	**30 Years**
Year Due	**2036**

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	$2,641	$2.52	$2,641	$3,800	$3.62	$3,800
2 Bed, 1 Bath	5	758	$2,577	$3.40	$12,886	$2,940	$3.88	$14,700
TOTALS / WEIGHTED AVERAGES	**6**	**807**	**$2,588**	**$3.21**	**$15,527**	**$3,083**	**$3.82**	**$18,500**
GROSS ANNUALIZED RENTS					**$186,324**			**$222,000**

Section **04**

Market
Overview



AREA AMENITIES

Surrounding Amenities

★ SUBJECT PROPERTY

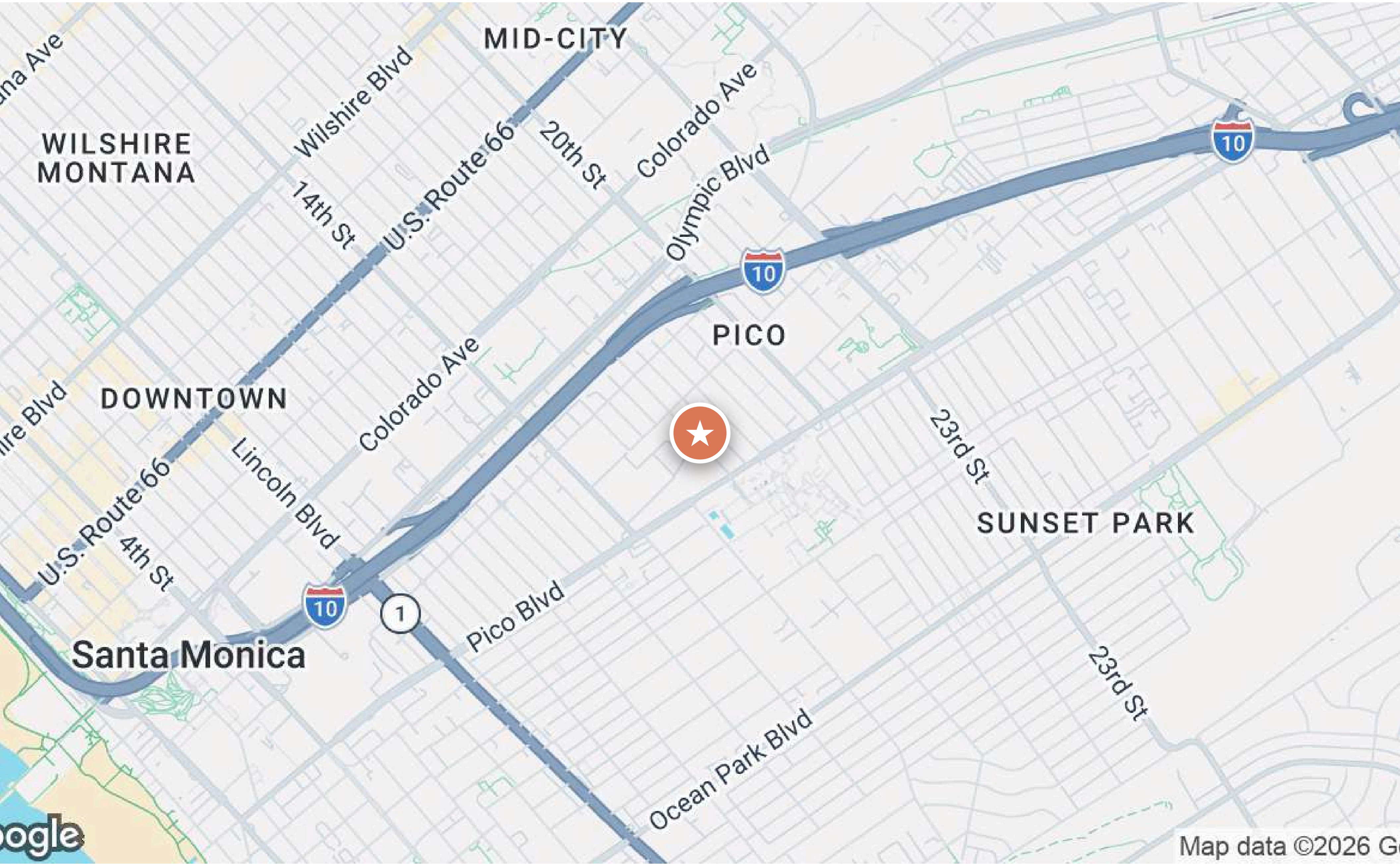
DINING & COFFEE

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

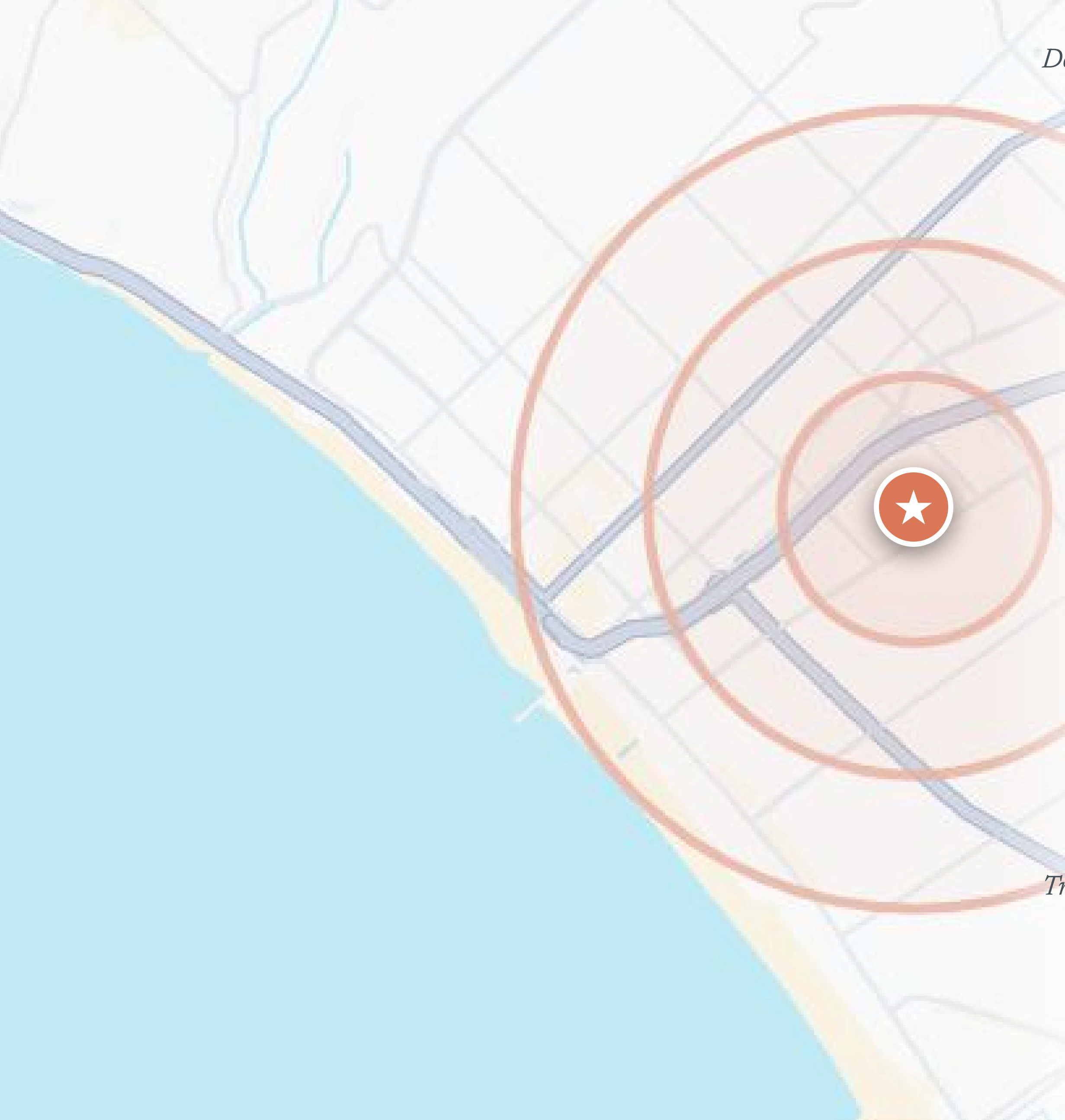
SHOPPING & SERVICES

- A Santa Monica College
- B Pico Branch Library
- C John Adams Middle School
- D Whole Foods Market (Olympic)
- E Ralphs
- F Venice Family Clinic
- G Trader Joe's
- H Bergamot Station Arts Ctr
- I Memorial Park
- J Whole Foods Market (Wilshire)
- K Providence Saint John's
- L Santa Monica Place
- M Third Street Promenade

NEIGHBORHOOD MAP



Mid-City Santa Monica *Demographics*



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

Walk	Bike	Transit
88	79	55
Walker's Paradise	Biker's Paradise	Excellent Transit

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