THE JAMES GROUP | LYON STAHL

OFFERING MEMORANDUM

916 S. Normandie Ave

Los Angeles, CA 90005 • Apartment Building

LYONSTAHL
INVESTMENT REAL ESTATE

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THE JAMES GROUP
— LOS ANGELES MULTIFAMILY —

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THE JAMES GROUP — LOS ANGELES MULTIFAMILY —

LYONSTAHL INVESTMENT REAL ESTATE

Section 01

Executive *Summary*

EXECUTIVE SUMMARY

> *916 S. Normandie Ave is a 13-unit apartment building located in Los Angeles, offering significant rental upside and long-term investment appeal in Los Angeles.*

The subject property is a 13-unit residential income asset located at 916 S. Normandie Ave in Los Angeles. Built in 1957 and zoned LAR3, the property consists of (2) Bachelor, 1 Bath units, (9) 1 Bed, 1 Bath units, and (2) Studio, 1 Bath units, totaling 8,285 rentable square feet on a 6,399-square-foot lot.

The property is offered at an attractive basis of $123,000 per unit and $272 per square foot, while generating a compelling 6.48% in-place cap rate and 8.95 GRM. The asset will be delivered with four vacant units, providing the next owner with an immediate opportunity to lease units at current market rents and enhance cash flow from day one. With approximately 41% rental upside embedded in the existing rent roll, the property offers significant value-add potential, with the pro forma cap rate approaching 11% as rents are brought to market.

The property's strong existing cash flow also presents an attractive financing opportunity, with the potential to support a highly leveraged acquisition while maintaining favorable debt coverage. Please contact the listing agents for additional financing options and underwriting scenarios.

Ideally positioned in Los Angeles, 916 S. Normandie Ave benefits from convenient access to major employment centers, retail corridors, transportation, and neighborhood amenities. Los Angeles continues to offer deep and durable renter demand within a supply-constrained multifamily market, providing a strong foundation for long-term income growth and value appreciation.

- **Four Vacant Units at Close of Escrow**
- **Offered at a Low Basis**
- **Strong In-Place Cash Flow**
- **Tremendous Upside in Current Rents**
- **Attractive Financing Available**

INVESTMENT SUMMARY

PRICING SUMMARY

PRICE	$1,600,000
PRICE / UNIT	$123,077
PRICE / SF	$272.48
CAP RATE	5.97%
MARKET CAP RATE	10.18%
GRM	8.95
MARKET GRM	6.35

PROPERTY SUMMARY

ADDRESS	916 S. Normandie Ave
APN	5094-022-005
YEAR BUILT	1957
NO. OF UNITS	13
SQUARE FEET	5,872
AVERAGE UNIT SF	452
LOT SIZE	6,399
PARKING	Two (2) Tandem and Five (5) Individual
ZONING	LAR3
UTILITIES	Individually Metered
CONSTRUCTION	Wood-Frame Stucco

INVESTMENT HIGHLIGHTS

Four Vacant Units at Close of Escrow

The property will be delivered with four vacant units including two (2) studio units and two (2) bachelor units allowing a new owner to choose finishes and tenants.

Offered at a Low Basis

The 13 unit property is offered at $1,600,000 equating to an attractive basis of $123,000 per unit and $272 per square foot.

Strong In-Place Cash Flow

The investment is offered at an 8.95 GRM and a 6.48% cap rate at the current rents with the ability to increase the gross rents 41%

Tremendous Upside in Current Rents

With approximately 41% rental upside embedded in the existing rent roll, the property offers significant value-add potential, with the pro forma cap rate approaching 11% as rents are brought to market

Attractive Financing Available

The current cash flow and NOI offers the potential to support a highly leveraged acquisition while maintaining favorable debt coverage

Section 02

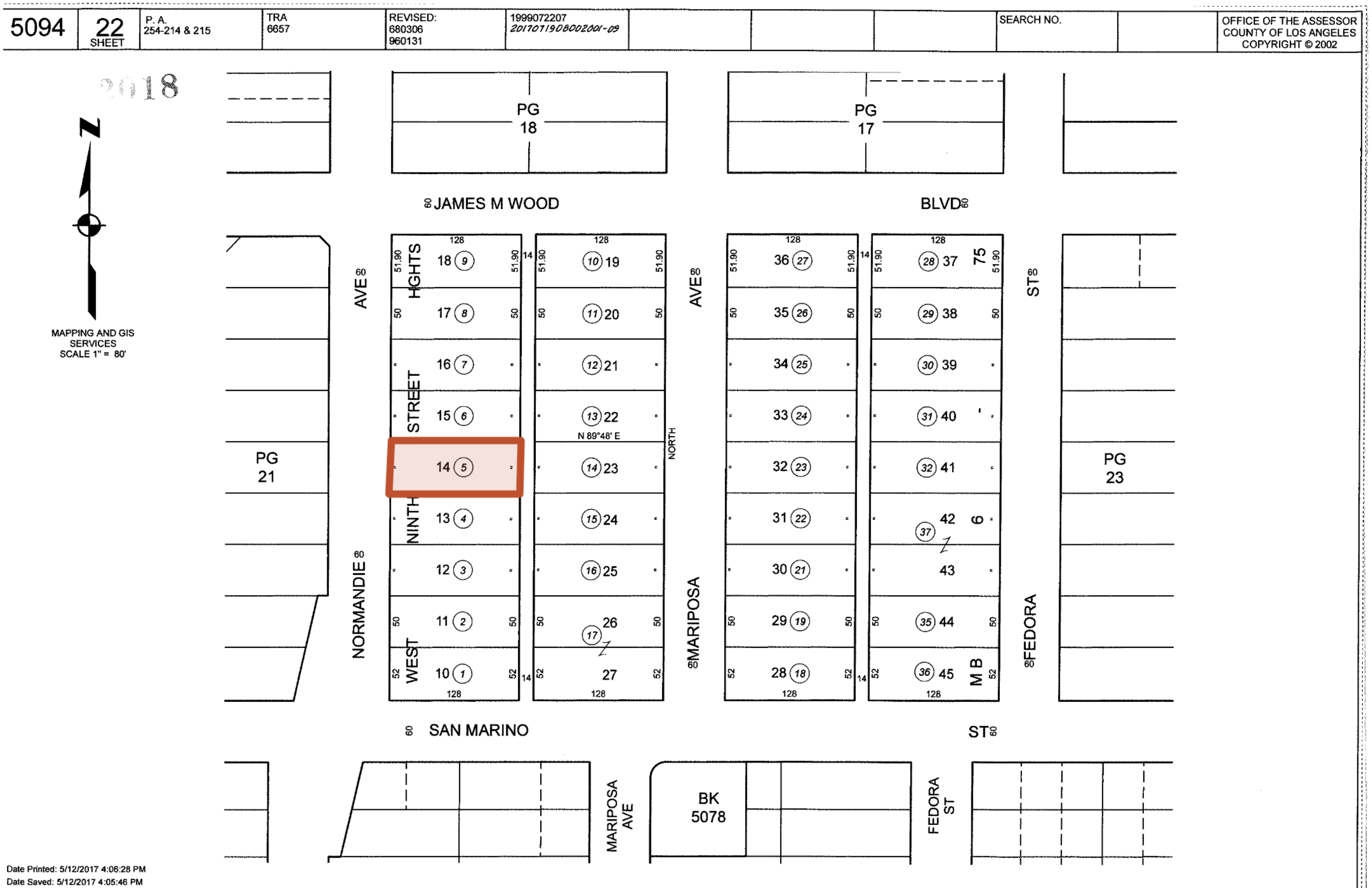
Property *Description*

The subject property is a 13-unit residential income asset located at 916 S. Normandie Ave, between James M. Wood Blvd and San Marino St. Built in 1957 and zoned LAR3, the property offers a desirable side-story walk-up configuration with 5,872 rentable square feet on a 6,399 SF lot measuring approximately 52' x 128'. The unit mix consists of (3) Bachelor, 1 Bath units, (8) 1 Bed, 1 Bath units, and (2) Studio, 1 Bath units, with all building square footage fully rentable.

The property provides 7 on-site parking spaces, including 2 tandem spaces located in the front and 5 individual spaces in the rear. The building's soft-story parking retrofit has been completed, providing an important capital improvement for the next owner. Units are separately metered for gas and electricity, helping limit owner-paid utility expenses.

PROPERTY DETAILS

ADDRESS	916 S. Normandie Ave
CITY / STATE	Los Angeles, CA 90005
NO. OF UNITS	13
BUILDING SF	5,872
LOT SIZE	6,399
YEAR BUILT	1957
ZONING	LAR3
APN	5094-022-005
CONSTRUCTION	Wood-Frame Stucco
UTILITIES	Individually Metered
OCCUPANCY	69%
PARKING	Two (2) Tandem and Five (5) Individual
UNIT MIX	(3) Bachelor, 1 Bath (8) 1 Bed, 1 Bath (2) Studio, 1 Bath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PROPERTY PHOTOS

916 S. Normandie Ave
Los Angeles, CA 90005

Section 03

Financial *Summary*

RENT ROLL

UNIT	UNIT TYPE	UNIT SF	CURRENT RENT	RENT / SF	PROFORMA RENT	PF RENT / SF	COMMENT
1	Bachelor, 1 Bath	300	**$575**	$1.92	**$1,200**	$4.00	
2	1 Bed, 1 Bath	522	**$1,500**	$2.87	**$1,800**	$3.45	
3	1 Bed, 1 Bath	522	**$861**	$1.65	**$1,800**	$3.45	
4	1 Bed, 1 Bath	522	**$861**	$1.65	**$1,800**	$3.45	
5	1 Bed, 1 Bath	522	**$1,119**	$2.14	**$1,800**	$3.45	
6	Bachelor, 1 Bath	300	**$1,200**	$4.00	**$1,200**	$4.00	Vacant
7	Studio, 1 Bath	400	**$1,500**	$3.75	**$1,500**	$3.75	Vacant
8	1 Bed, 1 Bath	522	**$861**	$1.65	**$1,800**	$3.45	
9	1 Bed, 1 Bath	522	**$1,700**	$3.26	**$1,800**	$3.45	
10	1 Bed, 1 Bath	522	**$1,119**	$2.14	**$1,800**	$3.45	
11	1 Bed, 1 Bath	522	**$909**	$1.74	**$1,800**	$3.45	
12	Bachelor, 1 Bath	300	**$1,200**	$4.00	**$1,200**	$4.00	Vacant
14	Studio, 1 Bath	400	**$1,500**	$3.75	**$1,500**	$3.75	Vacant
Totals		**5,876**	**$14,905**		**$21,000**		

UNIT MIX

- Bachelor, 1 Bath 23%
- 1 Bed, 1 Bath 62%
- Studio, 1 Bath 15%

NOTE Units 6 ,7, 12, and 14 currently vacant.

INCOME & EXPENSE

Income	Current	Per Unit	Pro-Forma	Per Unit
Scheduled Rent Income	$178,858	$13,758	$252,000	$19,385
GROSS POTENTIAL INCOME	**$178,858**	**$13,758**	**$252,000**	**$19,385**
Vacancy/Collection Allowance (GPR)	3.0% / $5,366	$413	3.0% / $7,560	$582
EFFECTIVE GROSS INCOME	**$173,493**	**$13,346**	**$244,440**	**$18,803**
Expenses				
Taxes (1.19%)	$18,998	$1,461	$18,998	$1,461
Insurance ($1.50/SF)	$8,808	$678	$8,808	$678
Utilities	$22,586	$1,737	$22,586	$1,737
Repairs & Maintenance ($750/unit)	$9,750	$750	$9,750	$750
Management Fee (5.0% of EGI)	$8,675	$667	$12,222	$940
Gardener ($100/month)	$1,200	$92	$1,200	$92
Reserves ($200/unit)	$2,600	$200	$2,600	$200
Trash	$4,104	$316	$4,104	$316
Direct Assessments	$1,271	$98	$1,271	$98
TOTAL EXPENSES	**$77,992**		**$81,539**	
Expenses Per SF	$13.28		$13.89	
Expenses Per Unit	$5,999		$6,272	
% Of EGI	45.0%		33.4%	
NET OPERATING INCOME	**$95,501**		**$162,901**	

UNDERWRITING NOTES

Income	Proforma market rents are based on a comparable rental analysis of the submarket.
Taxes	Estimated at 1.19% of purchase price.
Utilities	Based on actuals provided by ownership.
Management Fee	5.0% of effective gross income.
Vacancy	Underwritten at 3.0% of gross potential income.
Insurance	Estimated at $1.50/SF of building area.
Repairs & Maintenance	Estimated at $750 per unit annually.
Gardener	Estimated at $100 per month.

FINANCIAL SUMMARY

Income

	SCHEDULED	POTENTIAL	PER UNIT	PER SF
Base Rental Income	$178,858	$252,000	$13,758	$30.46
Other Income	$0	$0	$0	$0.00
Gross Potential Income	$178,858	$252,000	$13,758	$30.46
Less Vacancy	3.0% (5,366)	3.0% (7,560)	(413)	—
EFFECTIVE GROSS INCOME	**$173,493**	**$244,440**	**$13,346**	**$29.55**

Expenses

	SCHEDULED	POTENTIAL	PER UNIT	PER SF
Taxes (1.19%)	$18,998	$18,998	$1,461	$3.24
Insurance ($1.50/SF)	$8,808	$8,808	$678	$1.50
Utilities	$22,586	$22,586	$1,737	$3.85
Repairs & Maintenance ($750/unit)	$9,750	$9,750	$750	$1.66
Management Fee (5.0% of EGI)	$8,675	$12,222	$667	$1.48
Gardener ($100/month)	$1,200	$1,200	$92	$0.20
Reserves ($200/unit)	$2,600	$2,600	$200	$0.44
Trash	$4,104	$4,104	$316	$0.70
Direct Assessments	$1,271	$1,271	$98	$0.22
TOTAL EXPENSES	**$77,992**	**$81,539**	**$5,999**	**$13.28**
EXPENSES AS % OF EGI	45.0%	33.4%		
NET OPERATING INCOME	**$95,501**	**$162,901**	**$7,346**	**$16.26**

Summary

Price	$1,600,000
Down Payment 35%	$560,000
Number of Units	13
Price Per Unit	$123,077
Price Per SqFt	$272.48
Gross SqFt	5,872
Lot Size	6,399 SF
Year Built	1957
CAP Rate	5.97%
Market CAP Rate	10.18%
GRM	8.95
Market GRM	6.35

New Potential Financing

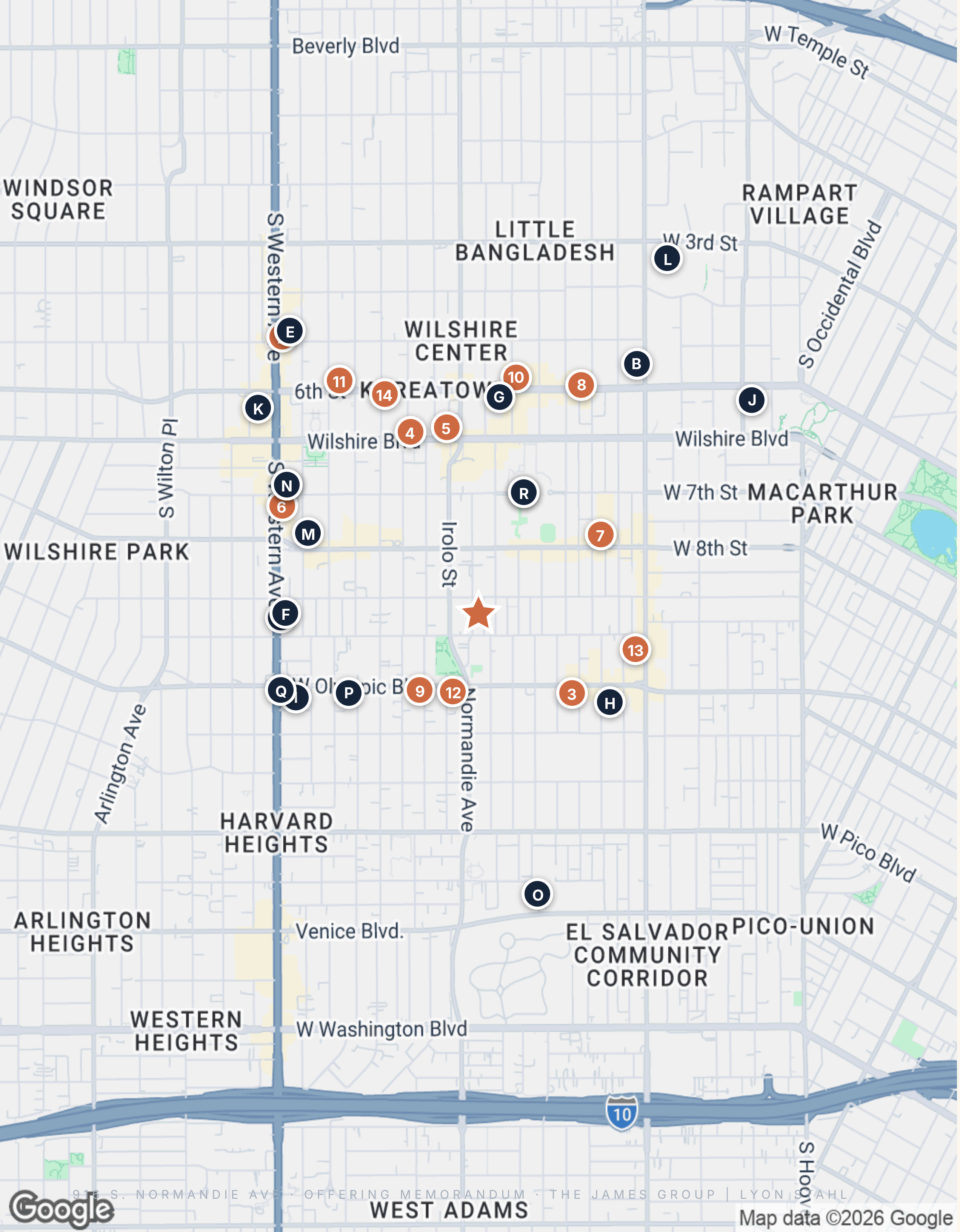
Loan Amount	$1,040,000
Loan Type	New
Interest Rate	6.50%
Amortization	30 Years
Debt Coverage Ratio	1.21
Year Due	2036

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
Bachelor, 1 Bath	3	300	$992	$3.31	$2,975	$1,200	$4.00	$3,600
1 Bed, 1 Bath	8	522	$1,116	$2.14	$8,930	$1,800	$3.45	$14,400
Studio, 1 Bath	2	400	$1,500	$3.75	$3,000	$1,500	$3.75	$3,000
TOTALS / WEIGHTED AVERAGES	**13**	**452**	**$1,147**	**$2.54**	**$14,905**	**$1,615**	**$3.57**	**$21,000**
GROSS ANNUALIZED RENTS					$178,858			$252,000

Section 04

Market *Overview*



AREA AMENITIES

Surrounding Amenities

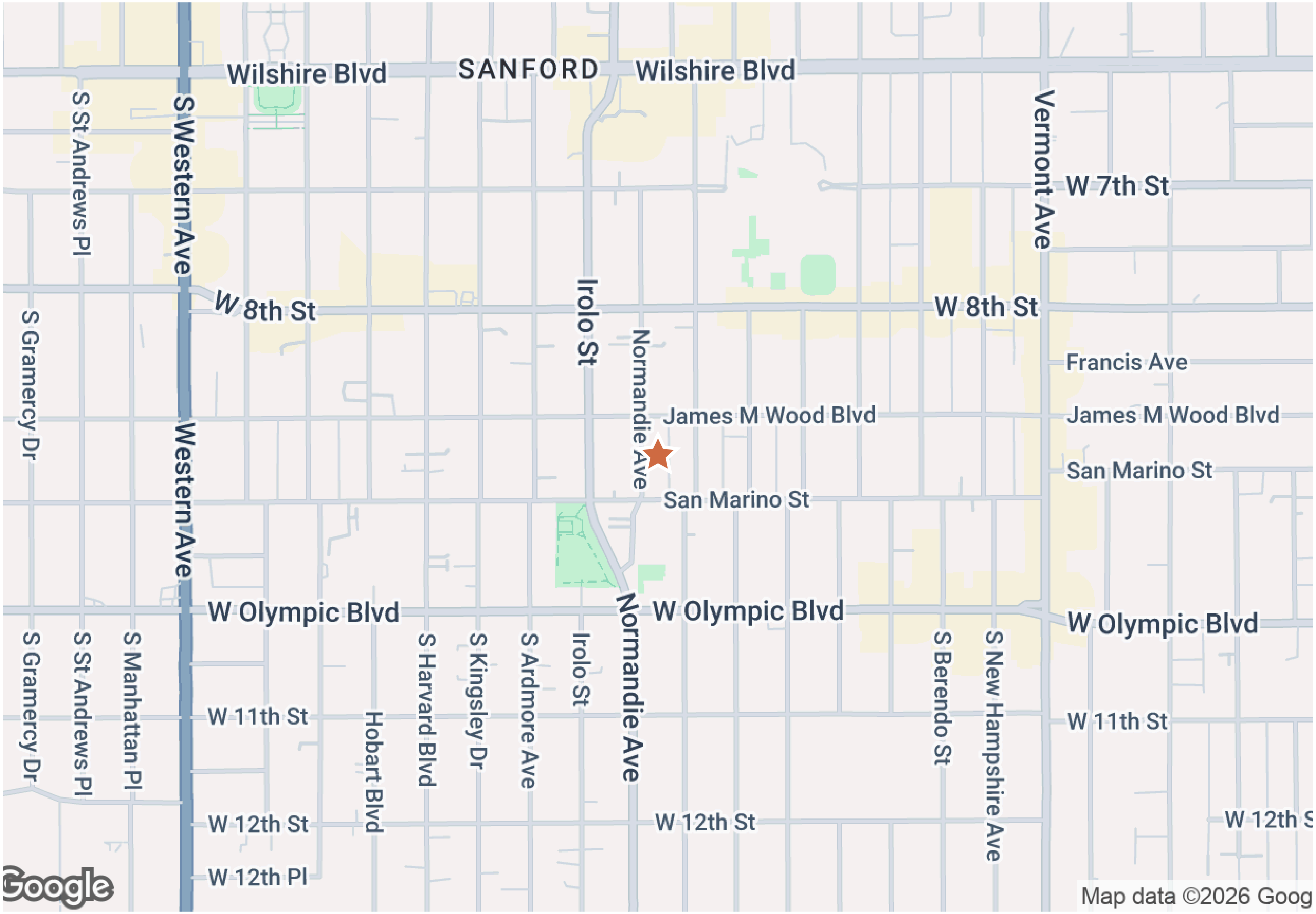
★ SUBJECT PROPERTY

DINING & COFFEE

1	Restaurant One	3.3 mi
2	Restaurant Two	0.9 mi
3	Coffee Shop	0.3 mi
4	BCD Tofu House	0.5 mi
5	The LINE LA	0.5 mi
6	Sun Nong Dan	0.6 mi
7	STAGGER COFFEE	0.4 mi
8	Dan Sung Sa	0.7 mi
9	rōk Coffee and Tea - Olympic Blvd	0.2 mi
10	Quarters Korean BBQ	0.6 mi
11	Hae Jang Chon Korean BBQ Restaurant	0.7 mi
12	Guelaguetza Restaurant	0.2 mi
13	Park's BBQ	0.4 mi
14	Ahgassi Gopchang	0.6 mi

SHOPPING & SERVICES

A	Grocery Store	0.6 mi
B	Pharmacy	0.8 mi
C	School	0.3 mi
D	Koreatown Plaza	0.5 mi
E	California Market	0.9 mi
F	H Mart LA K-Town	0.5 mi
G	H Mart LA City Center	0.6 mi
H	Hannam Supermarket	0.4 mi
I	Galleria Market	0.5 mi
J	Target	0.9 mi
K	H Mart LA Madang	0.8 mi
L	Ralphs	1.0 mi
M	Zion Market	0.5 mi
N	Ralphs	0.6 mi
O	Loyola High School	0.7 mi
P	Yama Sushi Marketplace	0.4 mi
Q	Koreatown Galleria	0.6 mi
R	Robert F. Kennedy Community Schools	0.3 mi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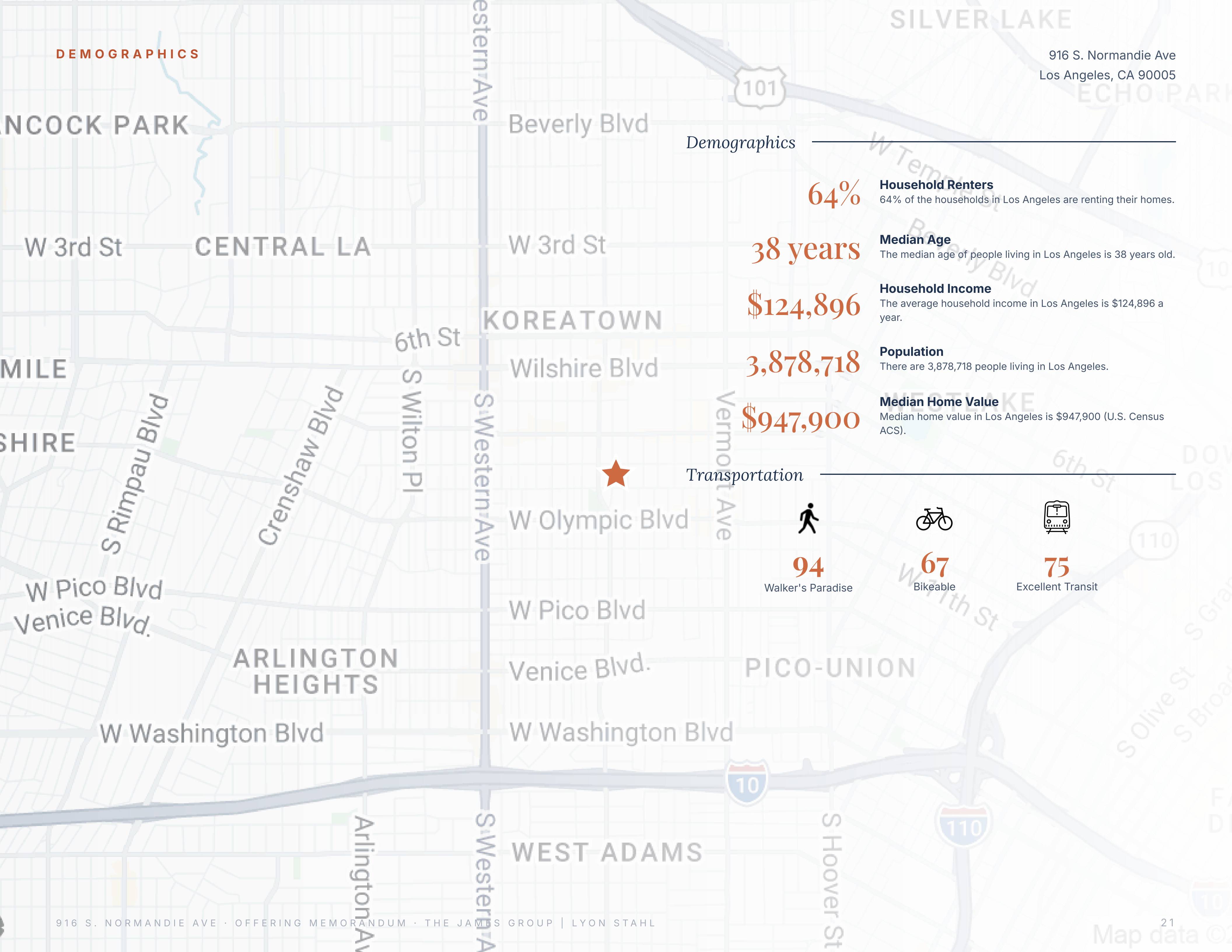

Demographics

64% — **Household Renters**
64% of the households in Los Angeles are renting their homes.

38 years — **Median Age**
The median age of people living in Los Angeles is 38 years old.

$124,896 — **Household Income**
The average household income in Los Angeles is $124,896 a year.

3,878,718 — **Population**
There are 3,878,718 people living in Los Angeles.

$947,900 — **Median Home Value**
Median home value in Los Angeles is $947,900 (U.S. Census ACS).

Transportation

94	67	75
Walker's Paradise	Bikeable	Excellent Transit

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