



7100 SOPHIA AVENUE ■ **VAN NUYS, CA 91406**

Industrial Offering

OFFERING MEMORANDUM



FEDER & ASSOCIATES
COMMERCIAL REAL ESTATE

Industrial Offering

7100 SOPHIA AVENUE ■ VAN NUYS, CA 91406



RON FEDER MANAGING DIRECTOR

818.222.0404 DIRECT

RFEDER@RJFEDER.COM

DRE# 00983855



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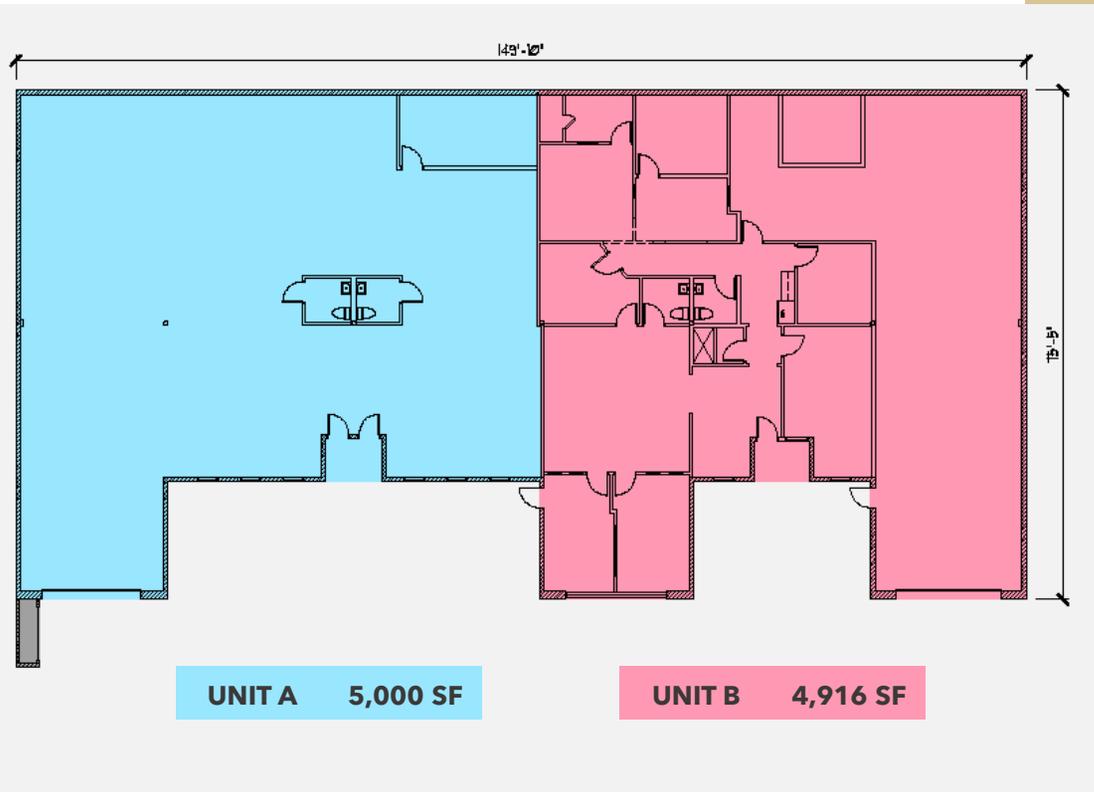
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Industrial Offering

Summary



ADDRESS 7100 Sophia Avenue
Van Nuys, CA 91406

OFFERING PRICE \$3,650,000

BUILDING AREA ±9,916 SF

LAND AREA ±19,540 SF

ZONING LAMR1

APN 2224-012-069

CLEAR HEIGHT 17'

DRIVE-IN BAYS 2

PARKING 20 Spaces

Exterior



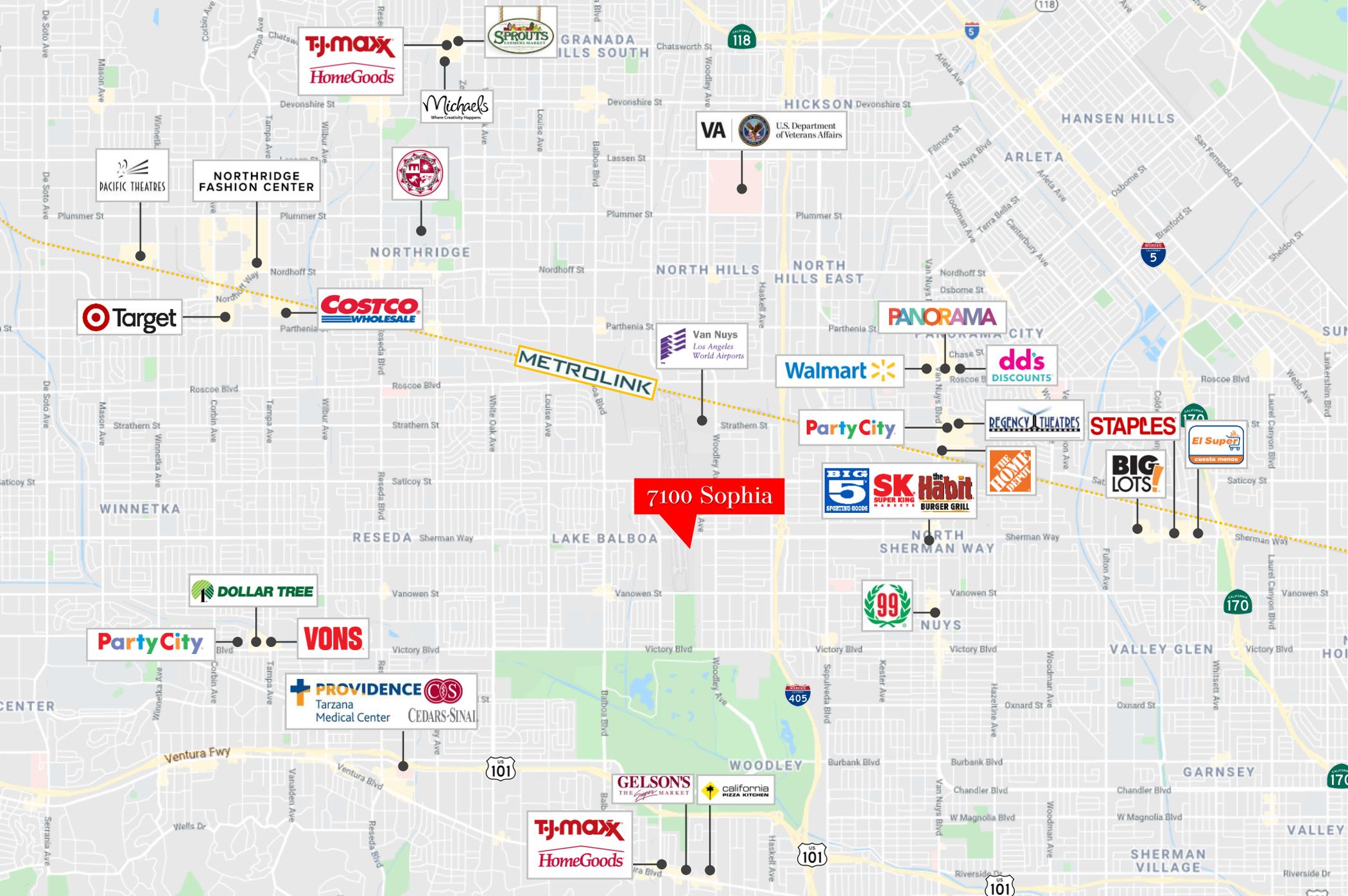


Industrial Offering

Overview

Located on Sophia Avenue in Van Nuys, CA, this multi-tenant industrial offering is situated on a 19,540 square foot lot just east of the Van Nuys Airport and Airtel Hotel. The subject property is centrally located with many of the area's best shopping & grocery destinations including Costco Wholesale, Walmart Neighborhood Market, the Panorama Mall, and Kaiser Permanente Panorama City Medical Center.

In addition to the many great shopping and area amenities, the subject has easy access to the 405 and 101 freeways, and connectivity to the Metrolink. The affluent communities of Encino, Sherman Oaks, Tarzana and Woodland Hills, are situated south of the subject property.



Area Amenities

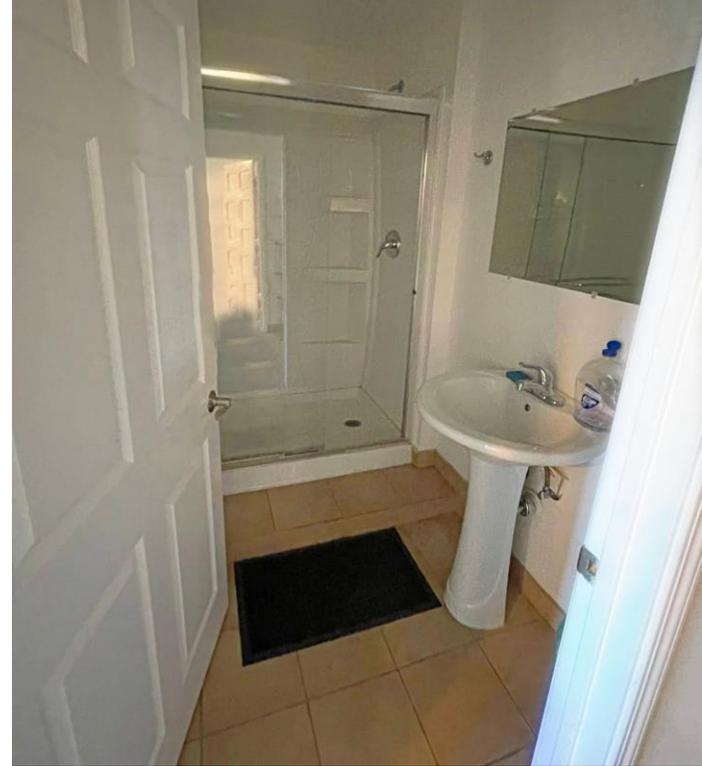












Rent Roll

Industrial Offering

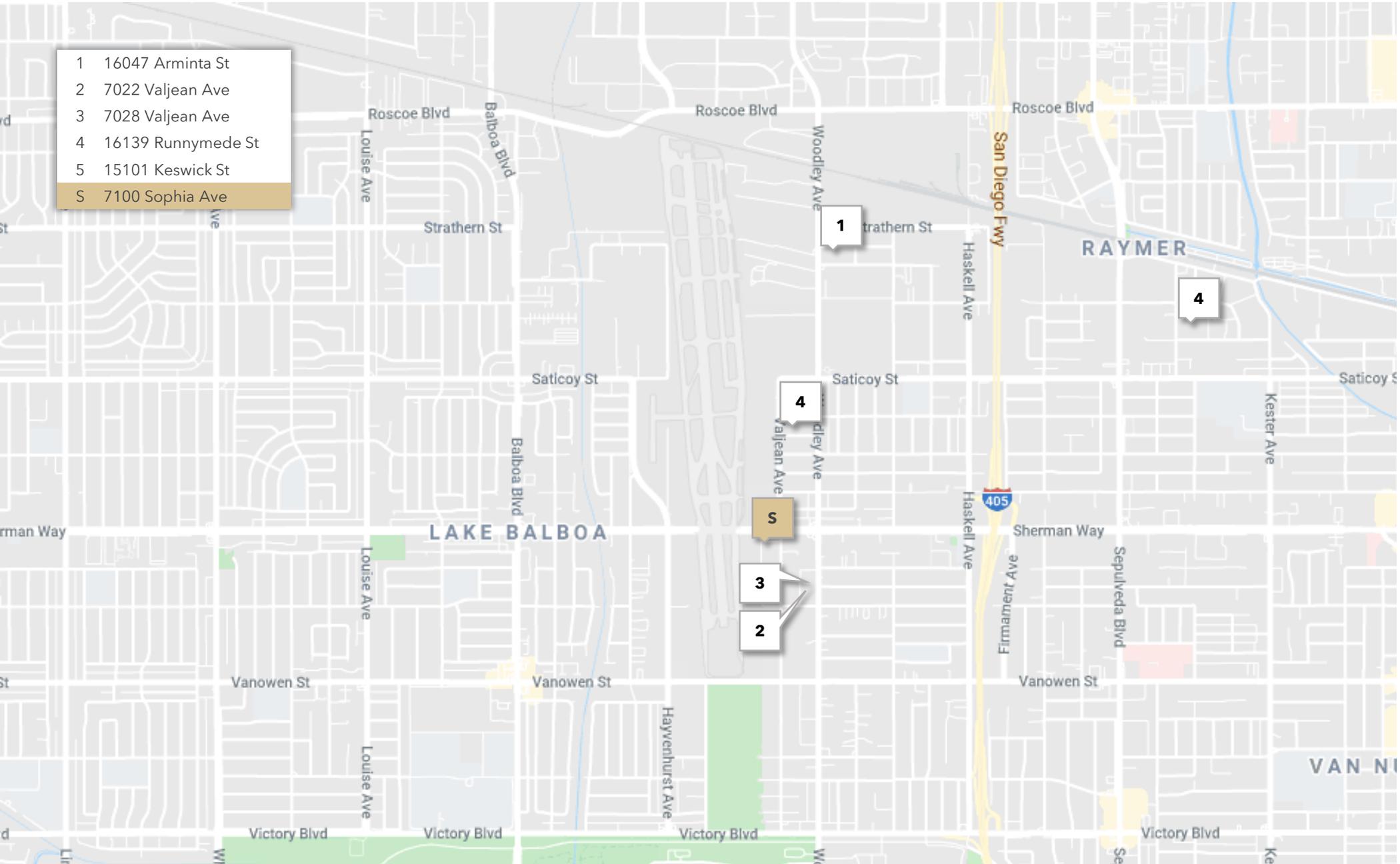
| Property | Unit(s) | Lease | Lease Type | Brand | Area | Lease From | Lease To | Monthly Rent | Annual Rent |
|-----------------------|--------------------|-------------------|-------------------|---------------------|--------------------|------------|------------|--------------------|---------------------|
| Current Leases | | | | | | | | | |
| 30009sop | 7100A | -- | Modified Gross | | 5,000.00 | 12/01/2013 | 11/30/2021 | \$6,149.87 | \$73,798.44 |
| 30009sop | 7101B | -- | Modified Gross | | 4,916.00 | 10/01/2016 | 10/31/2021 | \$7,192.00 | \$86,304.00 |
| Total Current | | | | | 9,916.00 | | | \$13,341.87 | \$160,102.44 |
| | | | | | | | | | |
| | Total Units | Total Area | Percentage | Monthly Rent | Annual Rent | | | | |
| Occupied | 2 | 9,916.00 | 100.00 | \$13,341.87 | \$160,102 | | | | |
| Vacant | 0 | 0.00 | 0.00 | \$0.00 | \$0.00 | | | | |
| Total | 2 | 9,916.00 | | \$13,341.87 | \$160,102 | | | | |

Sales Comparables

| | ADDRESS | TYPE | BUILT | GROSS SF | LOT SIZE | SALE DATE | PRICE | PRICE/SF | ZONING |
|---|--|-------------------------|-------|----------|----------|------------|-------------|----------|--------|
|  | 1 16047 Arminta St Van Nuys, CA 91406 | Warehouse | 1963 | 4,710 | 13,499 | 1/25/2021 | \$2,015,000 | \$428 | LAM2 |
|  | 2 7022 Valjean Ave Van Nuys, CA 91406 | Industrial Warehouse | 1991 | 4,452 | 7,405 | 12/31/2020 | \$1,890,500 | \$425 | M1 |
|  | 3 7028 Valjean Ave Van Nuys, CA 91406 | Industrial Warehouse | 1987 | 4,436 | 7,405 | 12/31/2020 | \$1,825,000 | \$411 | M1 |
|  | 4 16139 Runnymede St Van Nuys, CA 91406 | Industrial Warehouse | 1991 | 4,051 | 7,963 | 10/20/2020 | \$1,350,000 | \$333 | LAM1 |
|  | 5 15101 Keswick St Van Nuys, CA 91405 | Industrial Warehouse | 1966 | 6,660 | 11,326 | 12/29/2020 | \$2,125,000 | \$319 | M1 |
| AVERAGES | | | | 4,862 | 9,520 | | \$1,841,100 | \$383 | |

Sales Comparables

- 1 16047 Arminta St
- 2 7022 Valjean Ave
- 3 7028 Valjean Ave
- 4 16139 Runnymede St
- 5 15101 Keswick St
- S 7100 Sophia Ave



Van Nuys California

Van Nuys Airport contributes more than \$2 billion each year to the Southern California economy through creating jobs, promoting businesses, and providing critical general aviation and emergency services. There are more than 100 businesses located at VNY, including four major fixed-base operators (FBOs): Castle & Cooke Aviation, Clay Lacy Aviation, Jet Aviation, and Signature Aviation.



Ideally located in the heart of the San Fernando Valley, Lake Balboa / Van Nuys is home to one of the most dense and diverse populations in the region.



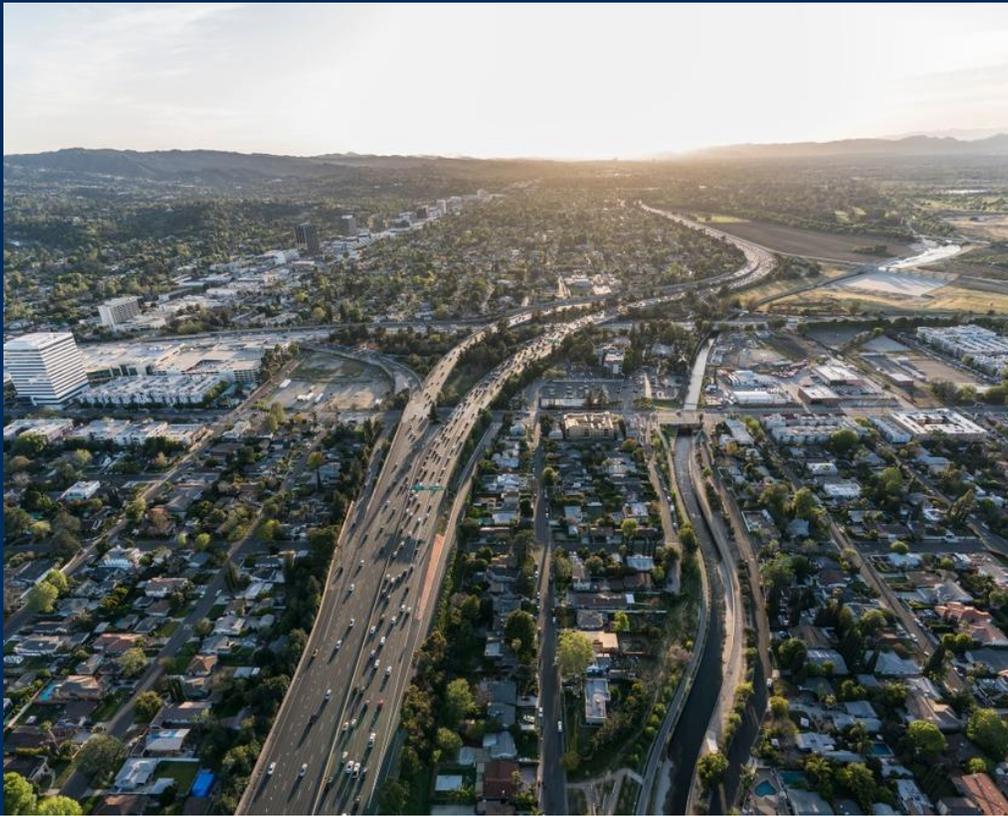
With the Van Nuys Airport just a few miles west of the property and the ease of access to the 101 and 405 Freeways, Lake Balboa / Van Nuys is one of the most traveled areas in greater Los Angeles.



Van Nuys is one of the fastest growing cities in Los Angeles with a projected population growth of over 4% by 2022. Boasting a population more than 110,000 it is already one of the densest cities in LA County.



Home to a large range of employers, Van Nuys borders other large cities such as Sherman Oaks, North Hollywood, and Reseda it provides for a wide customer draw.



LOCATION OVERVIEW

San Fernando Valley

POPULATION

Almost 2.5 million people reside in the San Fernando Valley, which includes the submarkets of Northridge-Northwest San Fernando Valley; Van Nuys-Northeast San Fernando Valley; Woodland Hills; Burbank-Glendale-Pasadena; as well as Sherman Oaks-North Hollywood-Encino. The area's population is expected to increase by 1.9 percent through 2019, or by nearly 45,000 new residents.

ENTERTAINMENT INDUSTRY

Known for its entertainment industry, the Valley boasts more than 100 soundstages. Entertainment giants calling the Valley home include Walt Disney Co., Universal Studios, Warner Brothers, DreamWorks and Paramount Ranch. The entertainment industry continues to set the area's economic pulse. Local motion picture and entertainment companies employ roughly 25,000 people.

LIMITLESS OPPORTUNITIES

While the Valley has grown into the world's center for entertainment, aerospace giants Boeing and Northrop Grumman, and 21st Century Insurance also generate numerous well-paying jobs. Healthcare is also a major source of employment with providers that include Kaiser Permanente, and Providence Health & Services. As a result of its large concentration of high-salaries and successful companies, the area's median household income of \$59,300 per year has risen dramatically since 2000. Although the median home prices dipped during the recession, affordability remains a challenge for much of the local population. High home prices keep the homeownership rate near 50% in the San Fernando Valley and provide a large rental base.

| DEMOGRAPHICS | | 1 Mi. | 3 Mi. | 5 Mi. |
|---|---------------------|----------|----------|----------|
| POPULATION | | | | |
|  | 2024 Projection | 39,720 | 200,203 | 534,156 |
| | 2019 Estimate | 38,241 | 196,803 | 521,826 |
| | Growth % | 3.87% | 1.73% | 2.36% |
| HOUSEHOLDS | | | | |
|  | 2024 Projection | 15,868 | 69,760 | 185,721 |
| | 2019 Estimate | 15,278 | 68,681 | 181,780 |
| | Growth % | 3.86% | 1.57% | 2.17% |
| INCOME | | | | |
|  | 2019 Avg. HH Income | \$83,253 | \$94,161 | \$90,430 |
| | 2019 Med. HH Income | \$63,601 | \$69,693 | \$65,599 |

VAN NUYS BOULEVARD

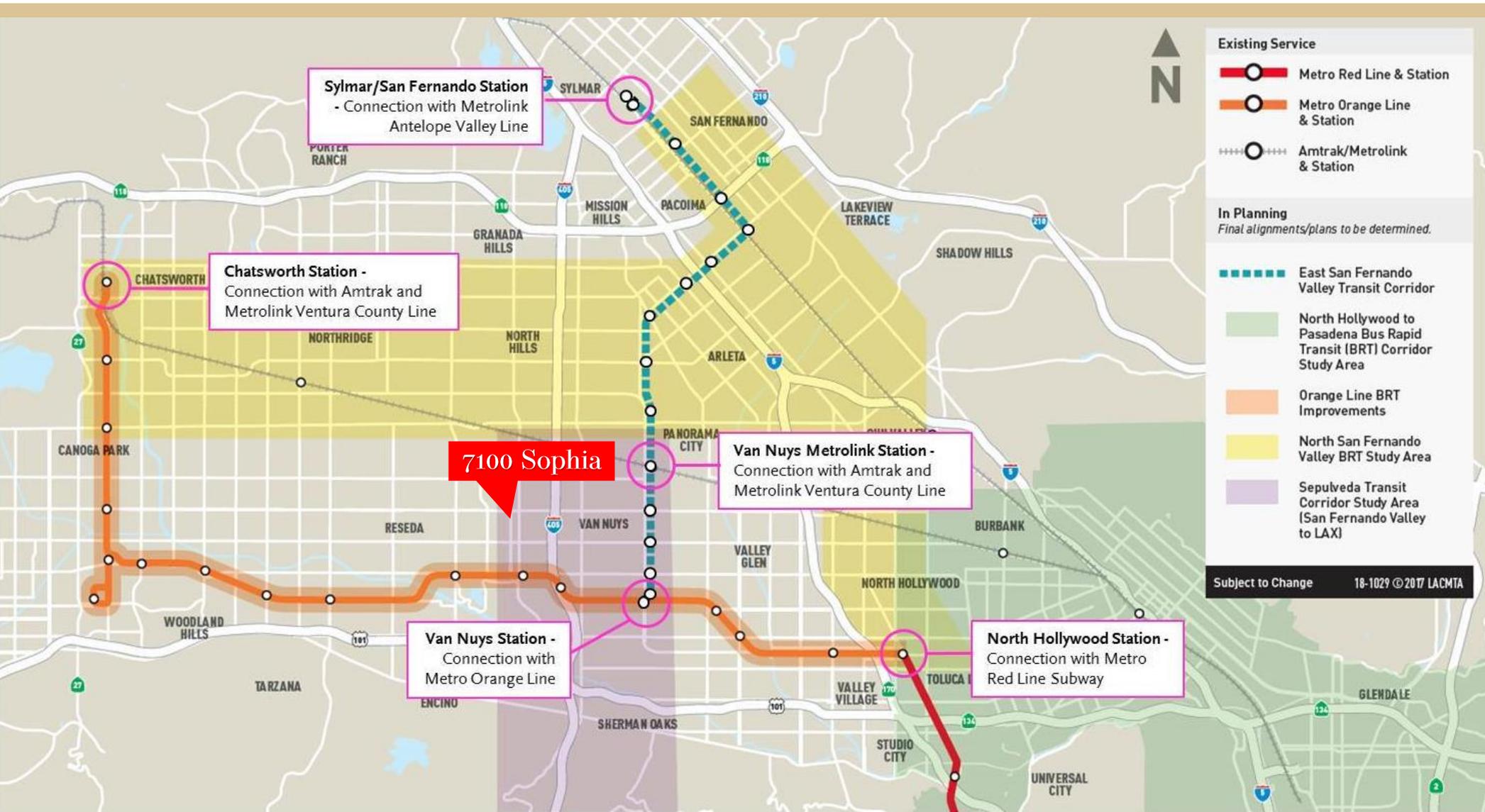
Light Rail

Metro has issued a staff recommendation to select light rail as the locally preferred alternative for the East San Fernando Valley Transit Corridor. The proposed transit line would run approximately 9.2 miles along Van Nuys Boulevard and the San Fernando railroad right-of-way, terminating at the Sylmar Metrolink Station in the north and the Orange Line busway in the south. Plans call for 14 stations with an end-to-end travel time of 31 minutes.

STATIONS

Sylmar/San Fernando Metrolink
 Maclay Station
 Paxon Station
 Van Nuys/San Fernando Station
 Laurel Canyon Station
 Arleta Station
 Woodman Station

Nordhoff Station
 Roscoe Station
 Van Nuys Metrolink Station
 Sherman Way Station
 Vanowen Station
 Victory Station
 Van Nuys Orange Line Station





Major Employer Accessibility

Major Employers HEADQUARTERED IN SFV

DOLE ❖ AMGEN ❖ NORTHROP GUMMAN ❖ TELEDYNE TECHNOLOGIES ❖ TUTOR PERINI ❖ PUBLIC STORAGE ❖ AVERY DENNISON ❖ HEALTHNET

FORTUNE 500/1000

HINES ❖ KEYES ❖ ANTHEM ❖ ALLISON ASSET ❖ BURBANK STUDIOS ❖ WESTFIELD ❖ RYLAND HOMES ❖ KAISER PERMANENTE ❖ WARNER BROS ❖ ADLER REALTY ❖ MARVEL ❖ ABC

SFV Primed for Business



PROFIT-BOOSTING BUSINESS SUPPORT

The Valley gives businesses the advantage of strong strategic partners and support structures. These serve to connect businesses to the resources it needs for growth. The region is home to robust organizations which include The Valley Economic Alliance, Valley Economic Development Center, Valley Industry and Commerce Association, United States Small Business Association, United Chambers of Commerce, and many others.



NETWORK OF ILLUSTRIOUS CORPORATE HQ'S

The Valley is home to many major corporate names, and has traditionally been known as the entertainment capital of the world. They include Fortune 500 Companies such as The Walt Disney Co., Amgen Inc., Health Net Inc., and Avery Dennison Corp., as well as Fortune 1,000 Companies Tutor Perini Corp., Teledyne Technologies Inc., The Ryland Group Inc., and Public Storage.



EDUCATION CENTERS OFFER SOLID EMPLOYEE BASE

From private to public education, no other area comes close to the educational capacity of The Valley. The Greater San Fernando Valley is home to 121 accredited institutions that offer higher education degrees, and includes public and private universities, colleges, trade schools, and graduate institutions. Approximately 506,000 individuals have higher education degrees, roughly 25% of The Valley's entire population. This makes it easy for businesses to find future employees who are well-educated.



ACCESSIBLE TRANSPORTATION HUBS

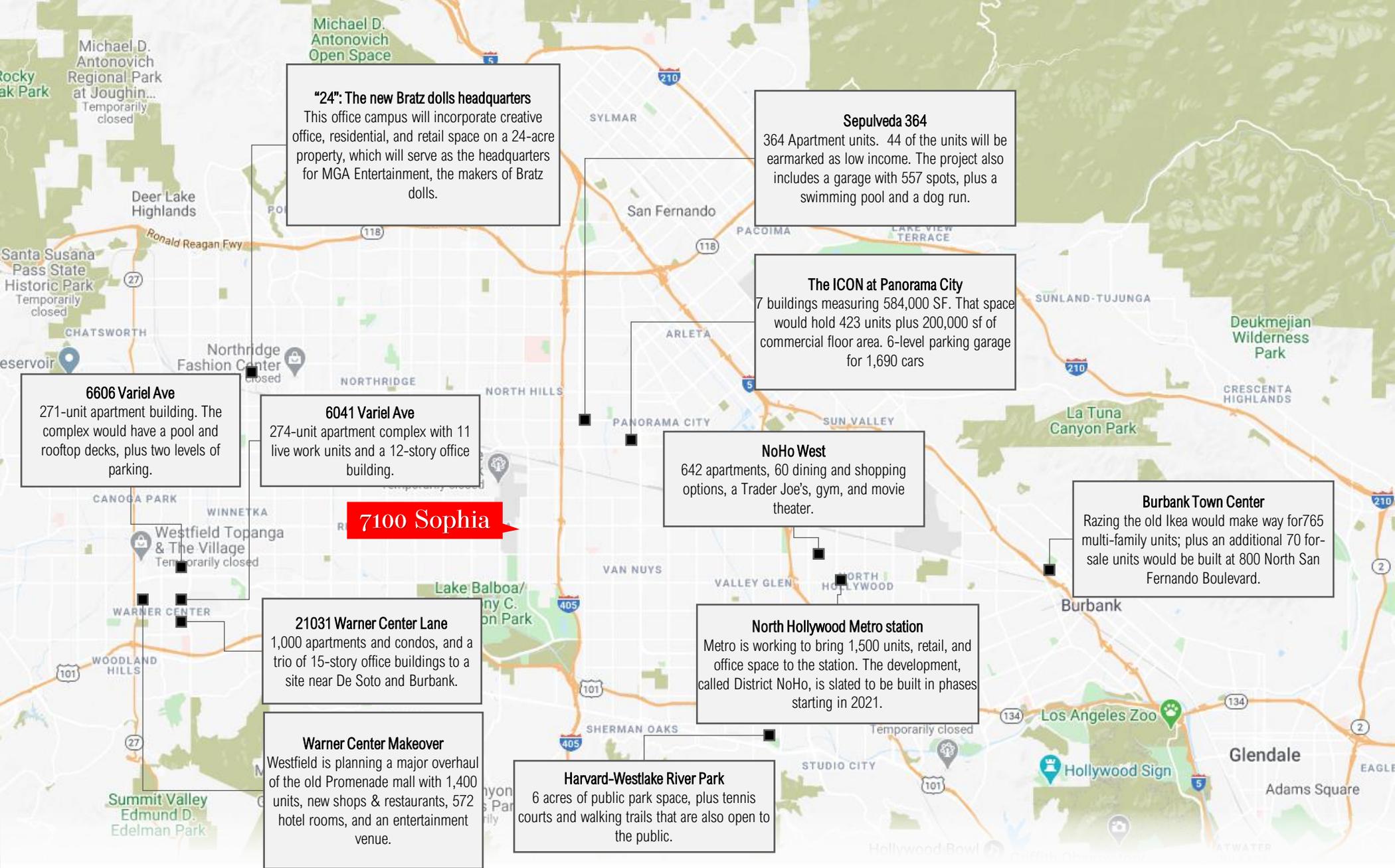
The Valley makes transportation easy and accessible anchored by two major airports in the region, the world's largest general aviation airport in Van Nuys as well as Bob Hope Airport in Burbank. businesses have easy access to major airlines for business, trade, and private aircraft needs. On the ground, The Valley has commuter rail services, Surfliner trains, dedicated high-speed bus lanes, a subway, an elaborate freeway system, and will have a California High Speed Rail station, now in the planning stage.



MASSIVE ENTERTAINMENT & TOURISM CAPITAL

With an entertainment industry known around the world that is constantly bringing in new people and major new investors, there is no better market for getting creative talent for businesses. Tourism is constantly growing here, with over 42 million overnight and day visitors to the region annually as well as over \$18.4 billion spent by these visitors.





"24": The new Bratz dolls headquarters
 This office campus will incorporate creative office, residential, and retail space on a 24-acre property, which will serve as the headquarters for MGA Entertainment, the makers of Bratz dolls.

Sepulveda 364
 364 Apartment units. 44 of the units will be earmarked as low income. The project also includes a garage with 557 spots, plus a swimming pool and a dog run.

The ICON at Panorama City
 7 buildings measuring 584,000 SF. That space would hold 423 units plus 200,000 sf of commercial floor area. 6-level parking garage for 1,690 cars

6606 Variel Ave
 271-unit apartment building. The complex would have a pool and rooftop decks, plus two levels of parking.

6041 Variel Ave
 274-unit apartment complex with 11 live work units and a 12-story office building.

7100 Sophia

NoHo West
 642 apartments, 60 dining and shopping options, a Trader Joe's, gym, and movie theater.

Burbank Town Center
 Razing the old Ikea would make way for 765 multi-family units; plus an additional 70 for-sale units would be built at 800 North San Fernando Boulevard.

21031 Warner Center Lane
 1,000 apartments and condos, and a trio of 15-story office buildings to a site near De Soto and Burbank.

North Hollywood Metro station
 Metro is working to bring 1,500 units, retail, and office space to the station. The development, called District NoHo, is slated to be built in phases starting in 2021.

Warner Center Makeover
 Westfield is planning a major overhaul of the old Promenade mall with 1,400 units, new shops & restaurants, 572 hotel rooms, and an entertainment venue.

Harvard-Westlake River Park
 6 acres of public park space, plus tennis courts and walking trails that are also open to the public.

DEVELOPMENT IN THE VALLEY: 11 BIG PROJECTS POISED TO ALTER THE REGION

It's time to stop thinking of the Valley as a sleepy suburb. From Chatsworth to North Hollywood, plans are in the pipeline to make neighborhoods more city-like, meaning more dense and maybe more walkable and bikeable and more transit-friendly. In the coming years, developers will build thousands of new units of housing, create open space, bring in new retailers, and build new offices, creating mini villages within neighborhoods.

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