



Blue Dude Estates

1667 Las Virgenes Canyon Rd, Calabasas, CA 91301

EXCLUSIVELY LISTED IN ASSOCIATION WITH SCOTT REID & PARASELL INC. | A LICENSED CALIFORNIA BROKER #02101543

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OFFER SUBMISSION

Offers should be presented in the form of a non-binding Letter of Intent, spelling out all significant terms and conditions of Purchaser's offer including, but not limited to:

- 1. Asset Pricing
- 2. Due Diligence & Closing Timeframe
- 3. Deal Structure
- 4. Earnest Money Deposit
- 5. Details of Debt and Equity Financing

CALL FOR OFFERS DATE

On Market

ASKING PRICE

\$2,250,000

SECTION 1

PROPERTY INFORMATION



PROPERTY HIGHLIGHTS

- Premier manufactured housing community with high curb appeal
- 13 HCD Permitted MH Sites in Calabasas, CA
- 100% Currently & Historically Occupied | 100% Tenant-Owned Homes
- Large Building with Storage, Rental, & Amenity Upside
- Immaculately Maintained & Landscaped
- Minimal Deferred Maintenance
- Less than a 15-Minute Drive to the Malibu Coast
- High-Demand Market w/ Virtually Non-Existent Comparable Inventory Available
- According to Zillow, the Current Average Home Sale Price in Calabasas is \$1,642,747
- Low Site Density of 2.62 Sites Per Acre
- Additional Vacant Land Provides Potential Upside for Income Investor and/or Owner/Operator

OFFERING SUMMARY

Listing Price:	\$2,250,000
Street Address:	1667 Las Virgenes Canyon Rd
City, State, Zip:	Calabasas, CA 91301
Total # of Spaces:	13 + Manager Apartment
TOH / POH Units:	13 / 0
Water / Sewer:	City / Septic
Electric / Gas:	Direct-billed / Direct-billed
Lot Size:	4.97 acres
Cap Rate:	5.22%
Price per Unit:	\$160,714
Sites per Acre:	2.62
Approximate Year Built:	1962



PROPERTY DESCRIPTION

Park Brokerage & Commercial Real Estate, in cooperation with California Broker of Record ParaSell Inc., is proud to present Blue Dude Estates. Located in the prestigious city of Calabasas, California, this 13-unit manufactured housing community represents a durable investment opportunity. Situated within one of the highest barrier-to-entry real estate markets in the United States, this asset offers investors a rare, stabilized foothold in a fiercely supply-constrained Southern California submarket. Spanning a 4.97-acre parcel, Blue Dude Estates boasts an exceptionally low site density of just 2.62 sites per acre. Constructed in 1962, the property exhibits clear pride of ownership and features very little deferred maintenance, ensuring a smooth operational transition for new ownership. All homes within the community are tenant-owned with a dedicated on-site manager's apartment to assist with day-to-day operations. The community is serviced by city water and a private septic sewer system, while both gas and electric utilities are direct-billed to each tenant.

Driven by the immense exclusivity and high housing costs of the surrounding area, Blue Dude Estates is currently 100% occupied—a metric it has historically maintained with ease. The current average site rent sits at an attractive \$1,575 per month. The property operates under the Los Angeles County Mobilehome Rent Stabilization and Mobilehome Owner Protections Ordinance (MRSMOPO), which allows annual rent increases equal to 75% of the Consumer Price Index (CPI) or 3%, whichever is greater, capped at 8% annually. The ordinance also permits a 10% rent increase upon tenant turnover. Beyond its turnkey stability, Blue Dude Estates presents a value-add component. The parcel includes a large, currently underutilized building that offers immediate revenue upside. Investors can reposition this structure to unlock additional income streams by converting it into leasable tenant storage, an additional rental unit, or a premium community amenity space to further elevate the property's profile.

As an all-ages community located within the highly acclaimed Las Virgenes Unified School District, the property is a massive draw for families seeking access to top-tier Southern California education. In a submarket where single-family home prices frequently soar into the multi-millions, Blue Dude Estates fills a critical need for accessible, high-quality housing. Strict development regulations in the Calabasas corridor severely restrict new competing inventory, guaranteeing long-term asset preservation. Whether executing a targeted value-add repositioning strategy or acquiring the property for a secure, cash-flowing, long-term hold, Blue Dude Estates is a premier investment vehicle in a world-class location.

TYPE	PROVIDER	PAID BY	METERED/BILLED
Water	Las Virgenes Municipal Water District	Tenant	Master-metered
Sewer	Septic	Owner	N/A
Gas	SoCalGas	Tenant	Direct-Billed
Electric	SCE	Tenant	Direct-Billed
Trash	Waste Management	Owner	Included





SECTION 2

PROPERTY PHOTOS

Ground Photos

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PARKBROKERAGE
COMMERCIAL REAL ESTATE





SECTION 3

FINANCIAL OVERVIEW

Site #	Type	Site Rent	Increase	Storage Rent	Total Rent
1	MH	\$1,986.72	\$2,046.32	\$90.00	\$2,136.00
2	MH	\$1,618.23	\$1,666.78	\$0.00	\$1,667.00
3	MH	\$1,810.75	\$1,865.07	\$0.00	\$1,865.00
4	MH	\$1,620.44	\$1,669.05	\$90.00	\$1,759.00
5	MH	\$1,647.19	\$1,696.61	\$180.00	\$1,877.00
6	MH	\$1,419.87	\$1,462.47	\$0.00	\$1,462.00
7	MH	\$1,768.96	\$1,822.03	\$90.00	\$1,912.00
8	MH	\$1,320.99	\$1,360.62	\$90.00	\$1,451.00
9	MH	\$1,618.66	\$1,667.22	\$90.00	\$1,757.00
10	MH	\$1,320.99	\$1,360.62	\$90.00	\$1,451.00
11	MH	\$1,320.99	\$1,360.62	\$180.00	\$1,541.00
12	MH	\$1,618.23	\$1,666.78	\$90.00	\$1,757.00
13	MH	\$1,411.38	\$1,453.72	\$90.00	\$1,544.00
14	Apt.	\$1,600.00	\$1,648.00	\$0.00	\$1,648.00
Total		\$22,083.40	\$22,745.90	\$1,080.00	\$23,826.00

Gross Potential Monthly Rents			
Sites	Site Rent	Storage Rent	Total Rent
14	\$22,083	\$1,080	\$23,163
Less Vacancy/MGR			
Sites	Site Rent	Storage Rent	Total Rent
0	\$ -	\$ -	\$ -
Current Monthly Rent			
Sites	Site Rent	Storage Rent	Total Rent
14	\$ 22,083	\$ 1,080	\$ 23,163
Annual Rents at Current Occupancy			
Sites	Site Rent	Storage Rent	Total Rent
14	\$265,001	\$12,960	\$277,961
Annual Rents at 100% Occupancy			
Sites	Site Rent	Storage Rent	Total Rent
14	\$265,001	\$12,960	\$277,961

BLUE DUDE ESTATES

RENT COMPS SUMMARY

	SUBJECT PROPERTY	# OF SITES	OCCUPANCY	AVERAGE RENT	UTILITIES INCLUDED	LOT SIZE
	Blue Dude Estates 1667 Las Virgenes Canyon Rd Calabasas, CA 91301	13	100%	\$1,623	Trash & Sewer Included in Rent	4.97 AC
	RENT COMPARABLES	# OF SITES	OCCUPANCY	AVERAGE RENT	UTILITIES INCLUDED	LOT SIZE
	Calabasas Village Mobile Estates 23777 Mulholland Hwy, Calabasas, CA 91302 Calabasas, CA 91302	210	100%	\$2,520	W/S/T/C - \$195	45.13 AC
	Woodland Park Estates 4201 Topanga Canyon Blvd, Woodland Hills, CA 91364 Woodland Hills, CA 91364	199	100%	\$1,548	None	25.58 AC
	Mountain View Village 24303 Woolsey Canyon Rd, West Hills, CA 91304 West Hills, CA 91304	156	92%	\$2,450	T - \$27	37.86 AC
	Chatsworth Mobile Home Park 21500 Lassen St, Chatsworth, CA 91311 Chatsworth, CA 91311	198	100%	\$902	W - \$90	21.89 AC
	Eton MHP 8901 Eton Ave, Canoga Park, CA 91304 Canoga Park, CA 91304	111	100%	\$1,026	W - \$49	11.36 AC
	AVERAGES	175	98%	\$1,689	-	28.36 AC

Profit & Loss Statements

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Income	2024 Actuals	2025 Actuals	Incoming Buyer Budget
Site Rental Income	\$227,203.10	\$240,370.52	\$272,950.82
Rent Credit	-\$46,067.10	\$0.00	\$0.00
RV/Storage Income	\$9,960.00	\$12,870.00	\$12,960.00
Misc. Income	\$130.00	\$130.00	\$500.00
Laundry Income	\$427.38	\$254.30	\$300.00
City PassThru	\$390.00	\$585.00	\$602.55
Water	\$5,545.29	\$5,815.49	\$5,900.00
W&W Meter Change	\$72.00	\$78.00	\$75.00
Misc. Income	\$0.00	\$601.00	\$0.00
Late Fees	\$200.00	\$225.00	\$250.00
Economic Vacancy	\$0.00	\$0.00	\$0.00
Total Income	\$197,860.67	\$260,929.31	\$293,538.00
Expenses	2024 Actuals	2025 Actuals	Incoming Buyer Budget
Payroll			
Payroll Fees	\$1,596.68	\$1,627.33	\$1,650.00
Payroll Taxes	\$2,090.62	\$2,346.55	\$2,400.00
On-Site Management	\$24,491.84	\$27,288.19	\$28,000.00
Off-Site	\$16,473.57	\$14,972.72	\$14,672.42
Workers Comp	\$903.43		\$2,100.00
Total Payroll	\$45,556.14	\$46,234.79	\$48,822.42
Utilities			
Electric	\$2,707.66	\$2,970.16	\$3,000.00
Water	\$6,275.03	\$6,580.75	\$6,750.00
Trash	\$9,012.87	\$9,443.88	\$9,500.00
Septic	\$10,880.00	\$22,032.00	\$16,456.00
Gas	\$1,133.71	\$1,991.75	\$2,000.00
Total Utilities	\$30,009.27	\$43,018.54	\$37,706.00
Repairs & Maintenance			
Equipment	\$405.14	\$405.14	\$405.00
Building Supplies	\$0.00	\$6,440.11	\$2,500.00
General R & M	\$22,899.58	\$5,600.00	\$10,000.00
Total Maintenance	\$23,304.72	\$12,445.25	\$12,905.00
G&A			
Admin. Expense	\$2,555.64	\$2,854.18	\$2,800.00

Profit & Loss Statements

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Accounting	\$4,350.00	\$5,050.00	\$2,500.00
Answering Service	\$382.00	\$384.00	\$384.00
Bank Fees	\$180.00	\$180.00	\$180.00
Billing Service	\$1,409.16	\$1,793.70	\$1,700.00
Cleaning Supplies	\$402.52	\$305.23	\$1,000.00
Extinguisher	\$67.80	\$75.00	\$75.00
Internet	\$1,548.01	\$1,404.14	\$1,500.00
Landscaping	\$31,645.00	\$15,965.00	\$20,000.00
Licenses & Permits	\$890.50	\$1,265.50	\$1,266.00
Legal	\$1,161.75	\$3,360.00	\$2,500.00
Membership	\$552.00	\$567.00	\$560.00
Misc.	\$0.00	\$2,340.98	\$0.00
Office Supplies	\$536.28	\$587.00	\$600.00
Office Phone	\$2,250.32	\$1,202.37	\$1,202.00
Payment Processing	\$127.00	\$145.00	\$150.00
Pest Control	\$1,500.00	\$1,500.00	\$1,500.00
Postage	\$537.15	\$514.11	\$530.00
Total G&A	\$50,095.13	\$39,493.21	38,447.00
Taxes & Insurance			
Property Taxes	\$13,668.92	\$13,765.12	\$23,223.40
Insurance	\$12,710.04	\$11,409.68	\$15,000.00
Total Taxes & Insurance	\$26,378.96	\$25,174.80	\$38,223.40
Total Expenses	\$175,344.22	\$166,366.59	\$176,108.32
<i>% EGI</i>	88.62%	63.76%	59.99%
Net Operating Income	\$22,516.45	\$94,562.72	\$117,430.05

Debt Type	Bank	Bank	Bank
Term	5-YR Fixed	Interest Rate Swaps (3 or 5 YR options)	5-YR Fixed
LTV (%)	Up to 70%	Up to 70%	Up to 70%
Interest Rate	225bps + 5 YR T	230-250bps + 3 or 5 YR T	275bps + 5 YR T
I/O Period	12 Months	12-24 Months	12-24 Months
Amortization	30 YR	30 YR	30 YR
Prepayment	Step-Down	Yield Maintenance	Step-Down
Type	Full-Recourse	Full-Recourse	Full-Recourse



Capital Markets



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Joint Venture & Equity

SECTION 4

LOCATION INFORMATION

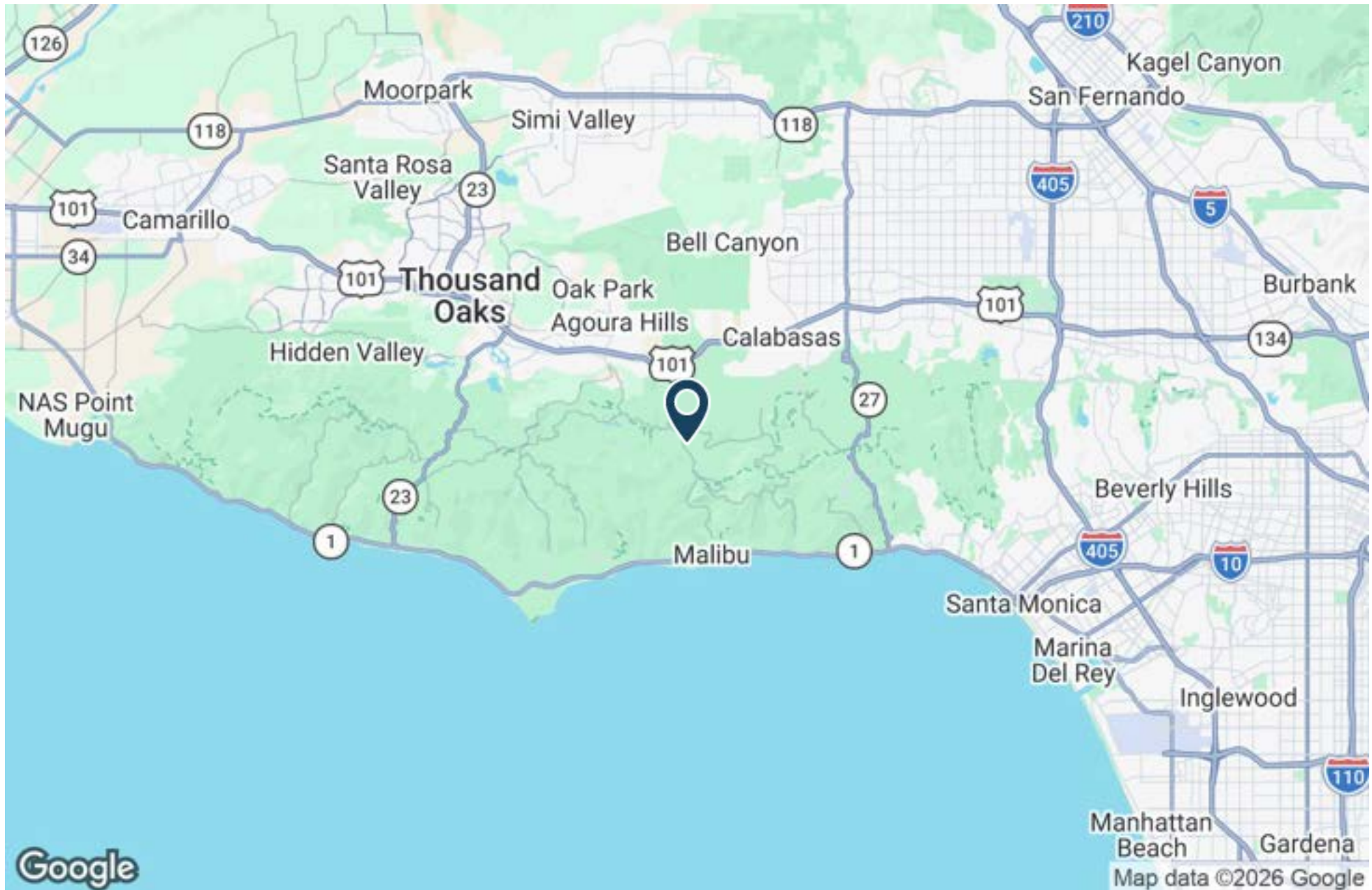


LOCATION DESCRIPTION

Nestled in the breathtaking Santa Monica Mountains, Blue Dude Estates offers an irreplaceable location in one of Southern California's most prestigious and high-barrier-to-entry markets. Blue Dude Estates is enveloped by some of the most spectacular natural landscapes in Southern California. Situated just steps from the majestic Malibu Creek State Park, residents have immediate access to thousands of acres of protected open space, offering miles of premier hiking, mountain biking, and equestrian trails right at their doorstep. The property is strategically positioned along the scenic Las Virgenes / Malibu Canyon corridor, which serves as a vital geographic artery connecting the Conejo Valley to the Pacific Ocean. Just minutes to the north is the US-101 Freeway, providing direct commuter access to the thriving tech, entertainment, and corporate centers of Woodland Hills, Agoura Hills, and the greater Los Angeles basin. A short, highly scenic drive to the south leads directly to the Pacific Coast Highway (PCH) and the world-renowned beaches of Malibu. This dual accessibility makes the location exceptionally desirable for residents seeking a serene lifestyle without sacrificing commuter convenience.

Calabasas is globally recognized for its affluent demographics, exclusive gated communities, and exceptional quality of life. The surrounding area boasts some of the highest median household incomes in Los Angeles County, providing a stable economic foundation. Furthermore, the property falls within the boundaries of the award-winning Las Virgenes Unified School District, a major draw for families and a key driver of sustained residential demand and premium property values. From a commercial investment standpoint, the Calabasas and Malibu Canyon submarkets are characterized by extreme barriers to entry. Strict local zoning laws, coastal commission influence, and rigorous environmental protections make existing income-producing properties like Blue Dude Estates incredibly rare. With the cost of single-family homes in the immediate vicinity often soaring well into the multi-millions, alternative housing options within this elite zip code are in unprecedented demand. This localized scarcity ensures long-term asset appreciation, consistently high occupancy rates, and robust tenant retention.

Blue Dude Estates represents a rare convergence of natural majesty, elite demographics, and regional connectivity. Whether capitalizing on the prestige of Calabasas or the coastal allure of nearby Malibu, this location provides a compelling foundation for enduring real estate value.







SECTION 5

DEMOGRAPHICS

POPULATION	5 Miles	10 Miles	15 Miles
2030 Projection			
Total Population	34,842	276,379	1,103,142
2025 Estimate			
Total Population	34,583	273,264	1,087,603
2020 Census			
Total Population	34,182	277,284	1,095,910
2010 Census			
Total Population	34,569	269,774	1,054,042
Daytime Population			
2025 Estimate	47,855	332,979	1,233,276
HOUSEHOLDS	5 Miles	10 Miles	15 Miles
2030 Projection			
Total Households	12,869	110,640	429,867
2025 Estimate			
Total Households	12,707	109,007	422,814
Average (Mean) Household Size	2.6	2.5	2.6
2020 Census			
Total Households	12,399	105,945	409,557
2010 Census			
Total Households	12,348	101,778	394,984

HOUSEHOLDS BY INCOME	5 Miles	10 Miles	15 Miles
2025 Estimate			
\$250,000 or More	25.4%	21.4%	17.1%
\$200,000-\$249,999	12.9%	10.8%	8.4%
\$150,000-\$199,999	11.9%	12.6%	12.2%
\$125,000-\$149,999	7.4%	7.5%	7.8%
\$100,000-\$124,999	9.9%	9.8%	10.3%
\$75,000-\$99,999	8.2%	10.1%	10.5%
\$50,000-\$74,999	6.6%	9.2%	11.0%
\$35,000-\$49,999	5.0%	5.6%	6.7%
\$25,000-\$34,999	3.5%	3.8%	4.7%
\$15,000-\$24,999	3.3%	3.8%	4.4%
Under \$15,000	6.0%	5.5%	7.0%
Average Household Income	\$185,708	\$169,643	\$147,843
Median Household Income	\$162,892	\$145,960	\$123,194
Per Capita Income	\$68,186	\$66,859	\$58,211

POPULATION PROFILE	5 Miles	10 Miles	15 Miles
Population By Age			
2025 Estimate	34,583	273,264	1,087,603
0 to 4 Years	3.5%	4.0%	4.3%
5 to 14 Years	10.3%	10.5%	10.0%
15 to 17 Years	4.1%	3.7%	3.4%
18 to 19 Years	5.0%	2.5%	3.1%
20 to 24 Years	8.9%	5.6%	6.9%
25 to 29 Years	4.7%	5.2%	6.5%
30 to 34 Years	4.8%	5.8%	7.1%
35 to 39 Years	5.3%	6.1%	6.8%
40 to 49 Years	12.0%	12.8%	12.8%
50 to 59 Years	15.3%	14.8%	13.5%
60 to 64 Years	7.5%	7.5%	6.6%
65 to 69 Years	6.4%	6.8%	6.0%
70 to 74 Years	4.8%	5.5%	4.8%
75 to 79 Years	3.4%	4.1%	3.6%
80 to 84 Years	2.0%	2.6%	2.3%
Age 85+	2.0%	2.6%	2.4%
Median Age	43.0	45.0	42.0

POPULATION PROFILE	5 Miles	10 Miles	15 Miles
Population 25+ by Education Level			
2025 Estimate Population Age 25+	23,574	201,298	787,597
Elementary (0-8)	1.0%	3.3%	5.0%
Some High School (9-11)	1.1%	2.6%	4.1%
High School Graduate (12)	10.5%	12.2%	14.8%
Some College (13-15)	15.9%	17.3%	17.4%
Associate Degree Only	6.3%	7.4%	7.7%
Bachelor's Degree Only	36.1%	32.9%	30.3%
Graduate Degree	29.1%	24.4%	20.7%
HOUSING UNITS			
Occupied Units			
2030 Projection	14,173	118,341	455,955
2025 Estimate	13,992	116,550	448,335
Owner Occupied	8,459	70,274	231,568
Renter Occupied	4,245	38,662	191,272
Vacant	1,285	7,543	25,521
Persons in Units			
2025 Estimate Total Occupied Units	12,707	109,007	422,814
1 Person Units	23.7%	26.9%	28.8%
2 Person Units	35.0%	33.5%	31.7%
3 Person Units	18.0%	17.3%	16.6%
4 Person Units	15.3%	14.7%	14.0%
5 Person Units	5.3%	4.8%	5.4%
6+ Person Units	2.8%	2.8%	3.5%



POPULATION

In 2025, the population in your selected geography is 1,087,603. The population has changed by 3.18 percent since 2010. It is estimated that the population in your area will be 1,103,142 five years from now, which represents a change of 1.4 percent from the current year. The current population is 49.1 percent male and 50.9 percent female. The median age of the population in your area is 42.0, compared with the U.S. average, which is 40.0. The population density in your area is 1,538 people per square mile.



HOUSEHOLDS

There are currently 422,814 households in your selected geography. The number of households has changed by 7.05 percent since 2010. It is estimated that the number of households in your area will be 429,867 five years from now, which represents a change of 1.7 percent from the current year. The average household size in your area is 2.6 people.



INCOME

In 2025, the median household income for your selected geography is \$123,194, compared with the U.S. average, which is currently \$78,171. The median household income for your area has changed by 60.30 percent since 2010. It is estimated that the median household income in your area will be \$144,744 five years from now, which represents a change of 17.5 percent from the current year.

The current year per capita income in your area is \$58,211, compared with the U.S. average, which is \$41,680. The current year's average household income in your area is \$147,843, compared with the U.S. average, which is \$103,571.



EMPLOYMENT

In 2025, 564,989 people in your selected area were employed. The 2010 Census revealed that 74.3 percent of employees are in white-collar occupations in this geography, and 11.2 percent are in blue-collar occupations. In 2025, unemployment in this area was 6.0 percent. In 2010, the average time traveled to work was 31.00 minutes.



HOUSING

The median housing value in your area was \$941,512 in 2025, compared with the U.S. median of \$333,538. In 2010, there were 228,098.00 owner-occupied housing units and 166,879.00 renter-occupied housing units in your area.

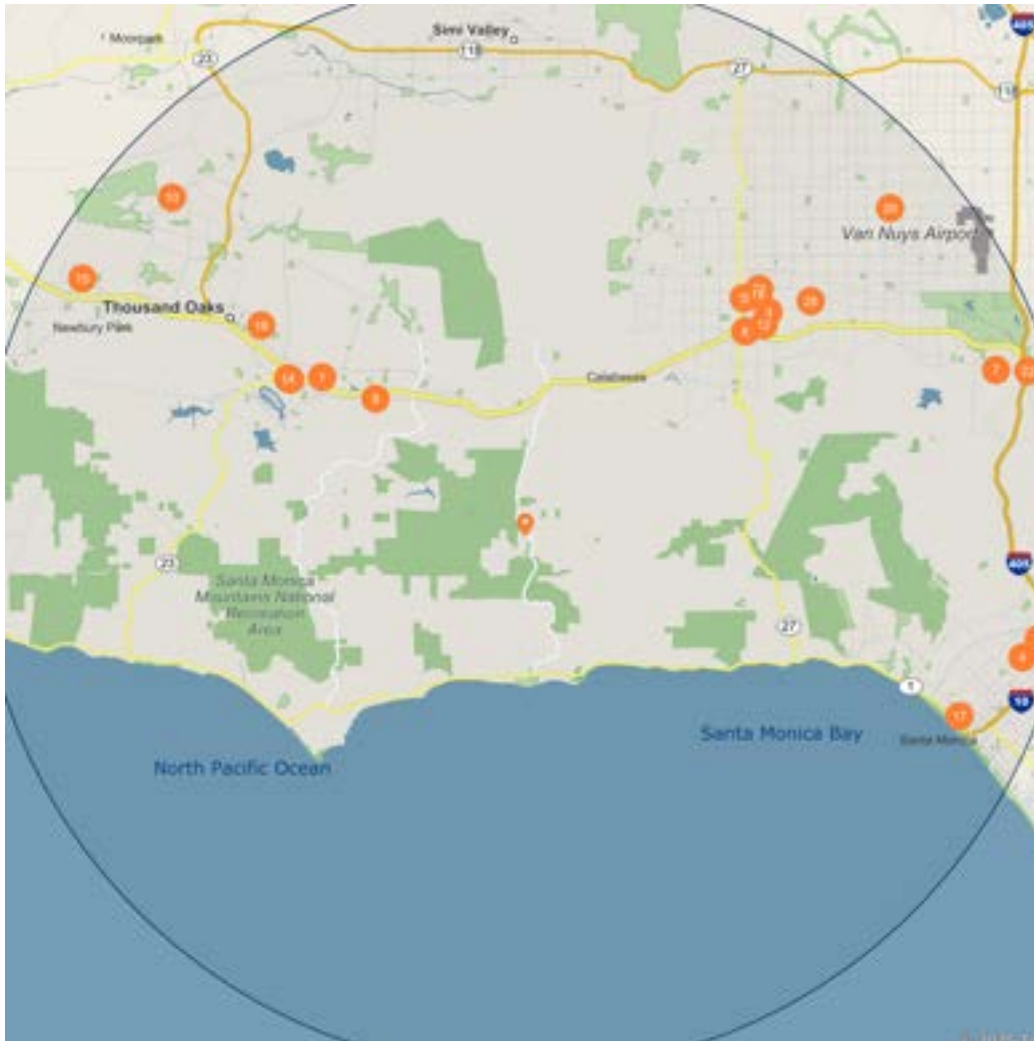


EDUCATION

The selected area in 2025 had a lower level of educational attainment when compared with the U.S. averages. 48.3 percent of the selected area's residents had earned a graduate degree compared with the national average of only 13.7 percent, and 7.7 percent completed a bachelor's degree, compared with the national average of 21.2 percent.

The number of area residents with an associate degree was higher than the nation's at 12.6 percent vs. 8.8 percent, respectively.

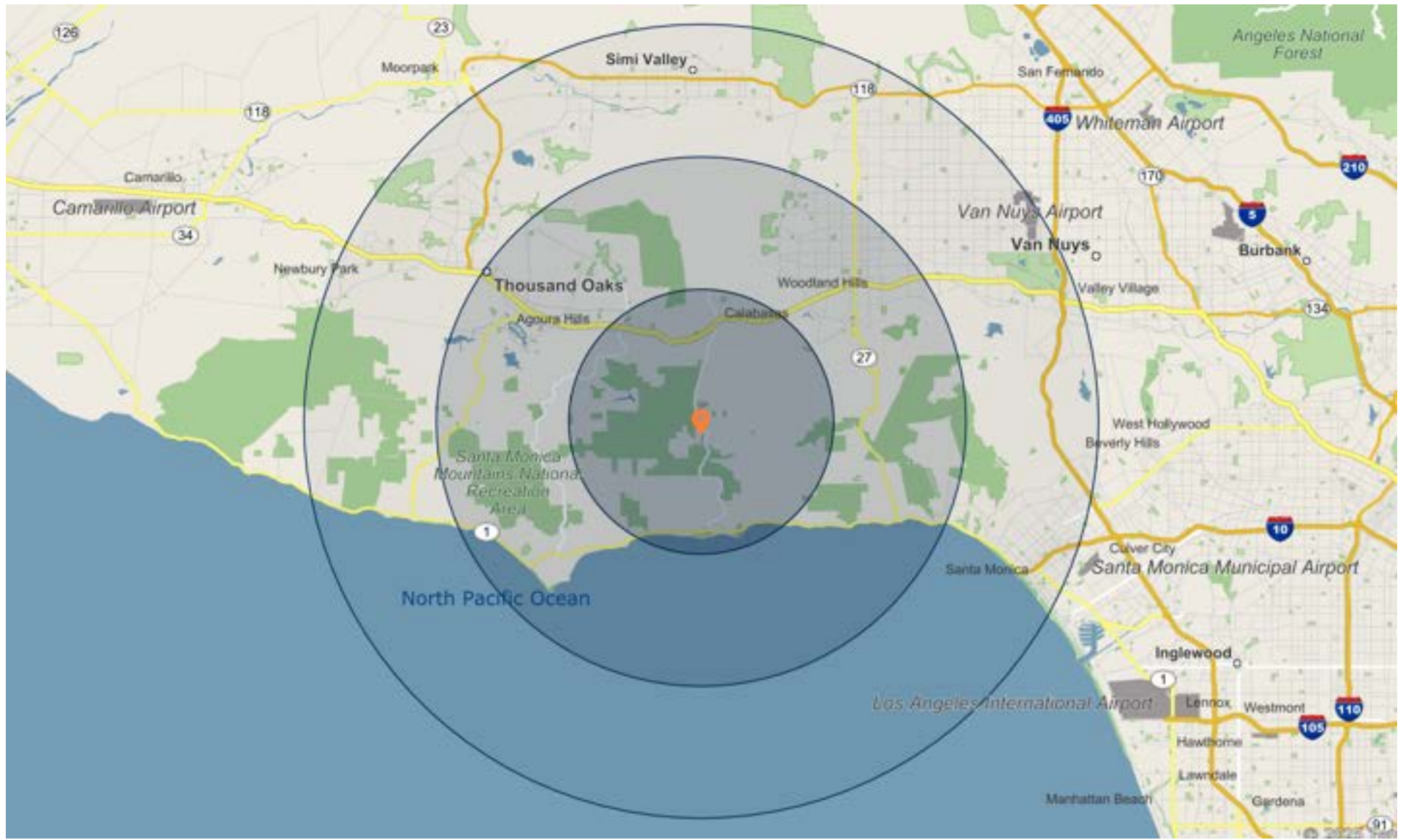
The area had fewer high-school graduates, 2.0 percent vs. 26.1 percent for the nation, but the percentage of residents who completed some college is equal to the average for the nation, at 19.6 percent.



Major Employers

Employees

1	Dole Holding Company LLC-	74,999
2	Intrepid Inv Bankers LLC-	5,097
3	Berger Inc-Accredited Home Care	5,063
4	International Medical Corps-IMC	4,500
5	Farmers Insurance Exchange-Farmers Insurance	3,000
6	Office of The Secretary Def-Los Angeles CA Field Office	2,888
7	Team-One Staffing Services Inc-Teamone Employment	2,629
8	Fire Insurance Exchange-	2,300
9	Davidson Hotel Partners Lp-Agoura Hills Renaissance Hotel	2,215
10	Sodexo Management Inc-Jamba Juice	2,212
11	Farmers Group Inc-Farmers Insurance	2,100
12	Health Net LLC-	2,014
13	Riot Games Direct Inc-	2,012
14	C&W Facility Services Inc-Dtz	1,970
15	Amgen Inc-Amgen	1,942
16	Emids Tech Private Ltd Corp-	1,860
17	Clearlake Cpiti Prtners V Fin-	1,832
18	Enoah Isolutions Inc-	1,800
19	21st Century Life Insurance Co-21st Century Insurance	1,800
20	Dignity Health-Northridge Hospital Med Ctr	1,750
21	Pennymac Corp-	1,737
22	Homebridge Financial Svcs Inc-	1,700
23	Blackline Inc-BLACKLINE	1,637
24	Veterans Health Administration-West Los Angeles V A Med Ctr	1,625
25	Los Angeles Cmnty College Dst-Los Angeles Pierce College	1,600



SECTION 6

MARKET OVERVIEW

LOS ANGELES

The Los Angeles-Long Beach metro is located entirely within Los Angeles County, covering 4,751 square miles. The county encompasses 88 incorporated cities and numerous unincorporated areas. It is bordered on the east by San Bernardino County, on the north by Kern and Ventura counties, on the west by the Pacific Ocean, and on the south by Orange County. The area is home to nearly 10 million residents and is the largest metropolitan area in the country. A desirable climate, proximity to the ocean and recreational opportunities lure companies and residents to the metro. The city of Los Angeles accounts for about 3.8 million people, and the Los Angeles coastline stretches along 81 miles of world-famous beaches. The Santa Monica and San Gabriel mountains are located in the county, with the highest point at Mount San Antonio reaching more than 10,000 feet.

METRO HIGHLIGHTS



ECONOMIC CENTER

Los Angeles is the entertainment capital of the world, as well as a leading international trade and manufacturing center.



PROMINENT PORT ACTIVITY

The Port of Los Angeles and the Port of Long Beach are the largest and busiest ports in the nation, making the metro a key link in the international supply chain.



WORLD PROMINENCE

Los Angeles will host the 2028 Summer Olympic and Paralympic games. The games are serving as a catalyst for infrastructure improvements and will introduce numerous new tourists to the market.



TRANSPORTATION

- The region has well-established and interconnected transportation systems by road, rail and sea, allowing access to most of the world's markets.
- Various interstate routes make the area accessible nationwide, a list that includes interstates 5, 10, 15, 110, 210, 215, 405 and 710.
- Amtrak and Metrolink provide passenger rail service. Freight rail lines servicing the county include Union Pacific and BNSF.
- The expanding light rail network provides increased access to in-town travel.
- LAX is one of the busiest airports in the nation. Other commercial airports serving the county include Long Beach, Burbank and Palmdale.
- Alameda Corridor, a 20-mile railroad express line, facilitates port activity, as it connects the two local ports to the transcontinental rail network east of downtown.



\$10+

*Billion in U.S.
customs revenues
and taxes.*



4

*Commercial
airports in the
county.*



150

*Miles to the Mexican
border.*



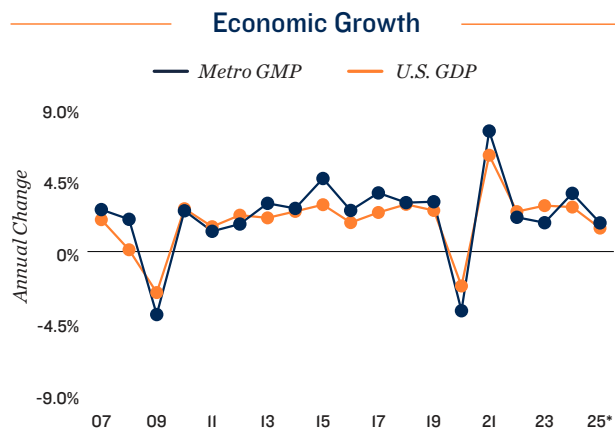
MORE THAN

15.6 M

TEU containers are shipped through the ports of Los Angeles and Long Beach Annually, ranking them first and second in the nation.

ECONOMY

- The motion picture/entertainment industry is one of the most high-profile sectors of the economy.
- The gross metropolitan product is expected to grow at a pace faster than the United States in 2025
- Fortune 500 companies headquartered in the metro include Walt Disney, Molina Healthcare, Edison International, Live Nation and Skechers USA.
- A sizable aerospace presence exists in the South Bay, led by employers that include Boeing, Northrop Grumman and Raytheon Technologies Corp.
- The upcoming 2028 Olympic Games are expected to lead to the creation through both direct and indirect channels of thousands of jobs.
- Its two ports make the metro a hub in the domestic supply chain, fueling demand for warehouse and distribution space throughout the county.



* Forecast

SHARE OF 2025 TOTAL EMPLOYMENT



Note: Figures are rounded to nearest whole percentage point

MAJOR AREA EMPLOYERS

- Kaiser Permanente
- Northrop Grumman Corp.
- The Boeing Co.
- Kroger Co.
- Cedars-Sinai Medical Center
- University of California, Los Angeles
- Target Corp.
- Amazon
- Home Depot
- Providence Health & Services

DEMOGRAPHICS

- A population approaching 10 million people makes Los Angeles County the most populous metropolitan area in the United States.
- About 90,000 new residents are expected through 2029 — a dynamic that will positively impact the local economy and commercial real estate sector.
- A median home price that is more than twice that of the U.S. average translates to a homeownership rate of 46 percent, which is well below the national level.
- Approximately 35 percent of residents ages 25 and older have attained at least a bachelor's degree. Close to 13 percent also hold a graduate or professional degree.

QUICK FACTS



POPULATION
9.8M
2024-2029* Growth:
0.9%



HOUSEHOLDS
3.5M
2024-2029* Growth:
1.4%



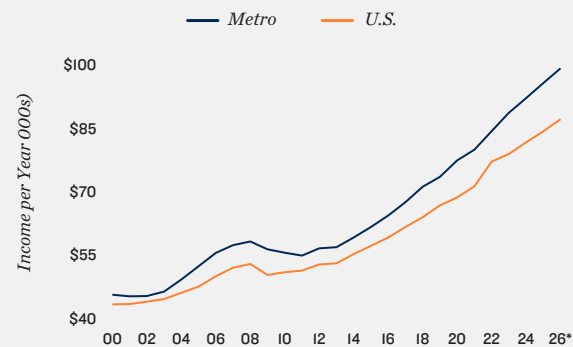
MEDIAN AGE
38
U.S. Median:
39



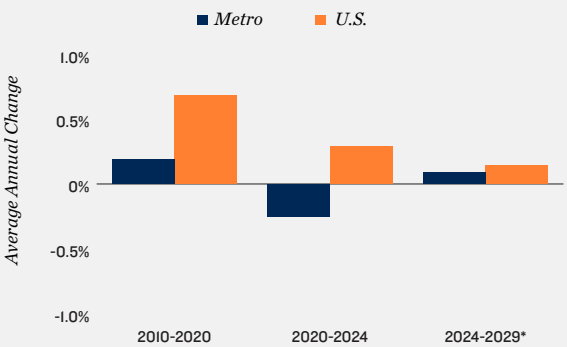
MEDIAN HOUSEHOLD INCOME
\$91,000
U.S. Median:
\$76,000

* Forecast

Median Household Income

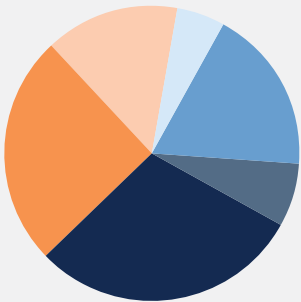


Population Growth



2025 Population by Age

5%	0-4 years
18%	5-19 years
7%	20-24 years
30%	25-44 years
25%	45-64 years
15%	65+ years



* Forecast

Sources: Marcus & Millichap Research Services; BLS; Bureau of Economic Analysis; Experian; Fortune; Moody's Analytics; U.S. Census Bureau

QUALITY OF LIFE

Los Angeles County enjoys pleasant weather with sunshine throughout the year. Bounded by mountains and the Pacific Ocean, the temperature rarely rises above 85 degrees or falls below 40 degrees, and rainfall is moderate most years. During winter and early spring, it's possible to swim in the ocean and ski on the mountains during the same day.

There are almost 60 institutes of higher learning in the county, including one campus for the University of California and six California State University campuses. Private institutions such as Caltech, the Claremont Colleges, Occidental College and the University of Southern California, along with a number of community colleges, are also included in this count.

A number of professional and college sports teams are located in the area. Cultural venues include Walt Disney Concert Hall, Dorothy Chandler Pavilion, the Hollywood Bowl, Warner Bros. Studios, the Huntington Library, the Museum of Art and the Natural History Museum of Los Angeles County.

\$916,000

Median
Home Price



100+

Museums



81

Miles of Shoreline



SPORTS

Baseball | **MLB** | Los Angeles Dodgers
Football | **NFL** | Los Angeles Rams
Basketball | **NBA** | Los Angeles Lakers
Hockey | **NHL** | Los Angeles Kings
Soccer | **MLS** | Los Angeles Galaxy
Basketball | **NBA** | Los Angeles Clippers
Football | **NFL** | Los Angeles Chargers
Soccer | **MLS** | Los Angeles FC



EDUCATION

- University of California, Los Angeles
- University of Southern California
- California Institute of Technology
- Loyola Marymount University
- California State University, Los Angeles
- California State University, Northridge



ARTS & ENTERTAINMENT

- Los Angeles Zoo & Botanical Gardens
- Los Angeles County Museum of Art
- Natural History Museum of Los Angeles County

Sources: Marcus & Millichap Research Services; BLS; Bureau of Economic Analysis; Experian; Fortune; Moody's Analytics; U.S. Census Bureau

Meet the Team

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