



1020 BROAD AVENUE

an 8-unit value-add opportunity
with all two-bedroom units
in Wilmington, CA



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INVESTMENT ANALYSIS

1020

Marcus & Millichap

EXECUTIVE SUMMARY

PRICING INFORMATION

Offering Price	\$1,375,000
Price/Unit	\$171,875
Price/SF	\$212
Cap Rate (Current)	5.50%
Cap Rate (Market)	11.98%

PROPERTY DETAILS

Address	1020 Broad Avenue, Wilmington, CA 90744
Units	8
Building SF	6,480
Year Built	1958
Lot SF	8,483
APN	7423-009-009
Zoning	LARD3

UTILITIES

Electricity	Separately Metered
Gas	Separately Metered
Water	Master Metered





INVESTMENT DESCRIPTION

Marcus & Millichap is pleased to present to market 1020 Broad Avenue, an eight-unit apartment building in Wilmington, California. This is an excellent investment opportunity for an investor looking for a value-add acquisition with a massive 71 percent rental upside potential and a strong unit mix in a dense rental submarket undergoing significant redevelopment.

1020 Broad Avenue is a 1958 construction with eight two-bedroom/one-bath units that are separately metered for gas and electricity. The building is situated on a 8,483-square foot lot that offers surface parking both in the front and rear of the building. The building also offers shared laundry facilities.

The property boasts several recent substantial improvements, including a new roof and water heater in 2020, replacement of the second-story walkway for SB721 compliance in 2021, and the complete remodeling of two unit interiors at a cost of approximately \$50,000.

Wilmington is in the midst of a transformation driven by significant public and private investment along the LA Waterfront. The Port of Los Angeles recently delivered the \$77 million Wilmington Waterfront Promenade, converting former industrial land into a vibrant nine-acre destination with parks, pedestrian paths, and waterfront access. Construction recently began on the Avalon Pedestrian Bridge and Promenade Gateway, a \$150M large-scale project set to add roughly 12 additional acres of open space while physically linking the waterfront to Wilmington's commercial corridors, enhancing foot traffic and neighborhood connectivity. Together, these projects are part of a broader master plan to reposition Wilmington from an industrial-adjacent neighborhood into a more accessible, amenity-rich coastal community.

INVESTMENT HIGHLIGHTS

- Value-Add Opportunity With Massive Upside Potential: Eight-unit apartment building with 71 percent rental upside
- Desirable Floor Plans: All two-bedroom/one-bath units
- Significant Improvements Already Completed: A new roof and water heater in 2020, second-floor walkway made SB721 compliant in 2021, and two units completely remodeled
- Redeveloping Coastal Rental Submarket: Substantial public investment has been made to improve the L.A. waterfront in Wilmington and create new public spaces that may drive long-term growth and improve desirability





FOOD4LESS

**40-Unit Project
Safe Harbor II**

El Super

**UNITED STATES
POSTAL SERVICE**

Opp Street

1020 Broad Ave

Broad Avenue

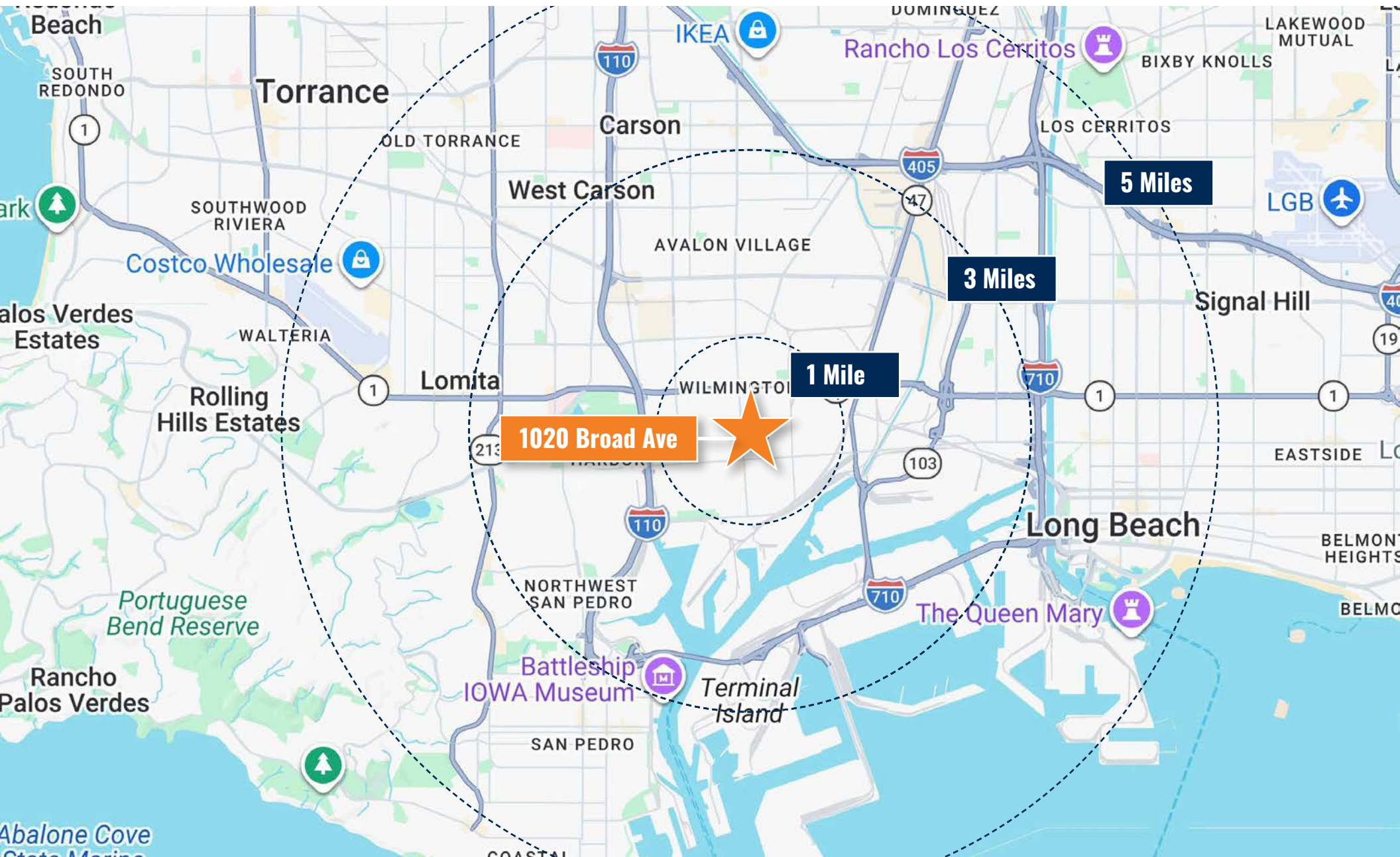


Drum Barracks Civil War Museum

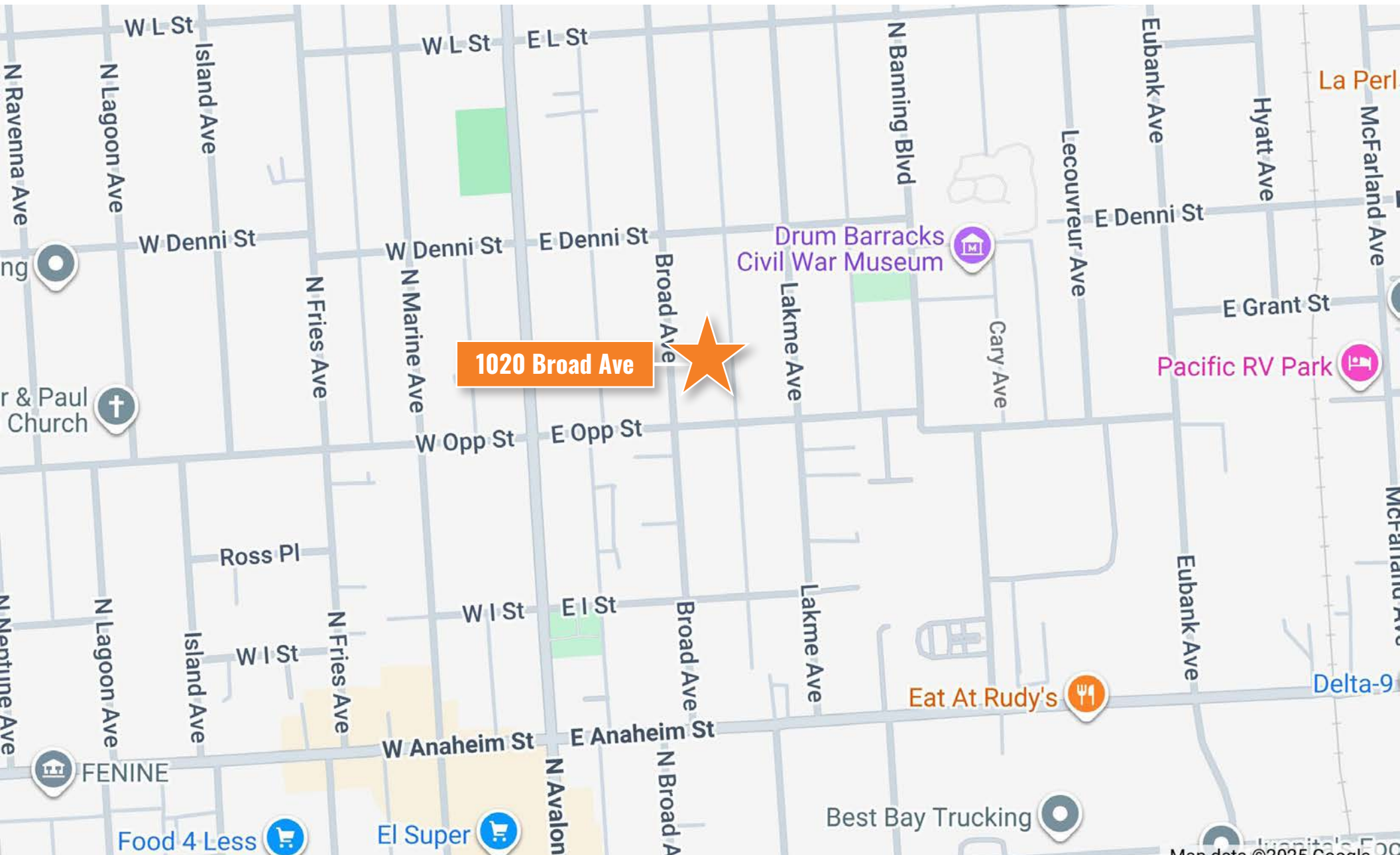
John Mendez Baseball Park

1020 Broad Ave

PROPERTY LOCATION



PROPERTY LOCATION



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PRICING SUMMARY

PRICING & PROPERTY DETAILS

Address	1020 Broad Avenue Wilmington, CA 90744
List Price	\$1,375,000
No. of Units	8
Rentable SF	6,480
Price/Unit	\$171,875
Price/SF	\$212
Lot Size (SF)	8,483
Year Built	1958

VITAL DATA	CURRENT	PRO FORMA
NOI	\$75,625	\$164,682
Cap Rate	5.50%	11.98%
GRM	10.70	6.24



INCOME & EXPENSES

NO. OF UNITS	UNIT TYPE	% OF UNITS	AVG. CURRENT RENT	TOTAL RENT	PRO FORMA RENT	TOTAL RENT
8	2 BR / 1 BA	100%	\$1,339	\$10,709	\$2,295	\$18,360
8	Total			\$10,709		\$18,360

ANNUALIZED EXPENSES	CURRENT	PRO FORMA
Real Estate Taxes	\$17,716	\$17,716
Insurance	\$9,977	\$9,977
Utilities	\$7,200	\$7,200
Repairs & Maint.	\$5,600	\$5,600
Management Fee	\$4,200	\$4,200
Contract Services	\$2,000	\$2,000
Turnover Costs	\$1,800	\$1,800
CAPEX/Reserves	\$1,600	\$1,600
Total	\$50,093	\$50,093
Per Unit	\$6,262	\$6,262
Per SF	\$7.73	\$7.73
% EGI	39.85%	23.32%

ANNUALIZED OPERATING DATA	CURRENT	PRO FORMA
All Units at Market Rent	\$220,320	\$220,320
Less: Loss to Lease	\$91,812	\$0
Gross Potential Rent	\$128,508	\$220,320
Less: Vacancy Allowance	\$3,855	\$6,610
Other Income	\$1,065	\$1,065
Effective Gross Income	\$125,718	\$214,775
Less: Expenses	\$50,093	\$50,093
Net Operating Income	\$75,625	\$164,682

RENT ROLL

UNIT NO.	UNIT TYPE	CURRENT RENT	PRO FORMA RENT
1	2 BR / 1 BA	\$1,237	\$2,295
2	2 BR / 1 BA	\$2,095	\$2,295
3	2 BR / 1 BA	\$1,102	\$2,295
4	2 BR / 1 BA	\$1,292	\$2,295
5	2 BR / 1 BA	\$1,240	\$2,295
6	2 BR / 1 BA	\$1,045	\$2,295
7	2 BR / 1 BA	\$1,445	\$2,295
8	2 BR / 1 BA	\$1,253	\$2,295
8	Total	\$10,709	\$18,360

10-YEAR CASH FLOW

	APR-27	APR-28	APR-29	APR-30	APR-31	APR-32	APR-33	APR-34	APR-35	APR-36
Income										
All Units at Market Rent	\$229,133	\$238,298	\$247,830	\$257,743	\$268,053	\$278,775	\$289,926	\$301,523	\$313,584	\$326,127
Gain (Loss)-to-Lease	(\$89,058)	(\$86,386)	(\$83,794)	(\$81,281)	(\$78,842)	(\$76,477)	(\$74,183)	(\$71,957)	(\$69,798)	(\$67,704)
Gross Potential Rent	\$140,075	\$151,912	\$164,036	\$176,463	\$189,211	\$202,298	\$215,744	\$229,566	\$243,786	\$258,423
Vacancy Allowance	(\$4,202)	(\$4,557)	(\$4,921)	(\$5,294)	(\$5,676)	(\$6,069)	(\$6,472)	(\$6,887)	(\$7,314)	(\$7,753)
Other Income	\$1,097	\$1,130	\$1,164	\$1,199	\$1,235	\$1,272	\$1,310	\$1,349	\$1,390	\$1,431
Effective Gross Income	\$136,970	\$148,485	\$160,278	\$172,368	\$184,769	\$197,501	\$210,581	\$224,028	\$237,862	\$252,102
Expenses										
Real Estate Taxes	\$18,071	\$18,432	\$18,801	\$19,177	\$19,560	\$19,951	\$20,350	\$20,757	\$21,173	\$21,596
Insurance	\$9,977	\$10,276	\$10,585	\$10,902	\$11,229	\$11,566	\$11,913	\$12,270	\$12,639	\$13,018
Utilities	\$7,200	\$7,416	\$7,638	\$7,868	\$8,104	\$8,347	\$8,597	\$8,855	\$9,121	\$9,394
Repairs & Maint.	\$5,600	\$5,768	\$5,941	\$6,119	\$6,303	\$6,492	\$6,687	\$6,887	\$7,094	\$7,307
Management Fee	\$5,479	\$5,939	\$6,411	\$6,895	\$7,391	\$7,900	\$8,423	\$8,961	\$9,514	\$10,084
Contract Services	\$2,000	\$2,060	\$2,122	\$2,185	\$2,251	\$2,319	\$2,388	\$2,460	\$2,534	\$2,610
Turnover Costs	\$1,800	\$1,854	\$1,910	\$1,967	\$2,026	\$2,087	\$2,149	\$2,214	\$2,280	\$2,349
CAPEX/Reserves	\$1,600	\$1,648	\$1,697	\$1,748	\$1,801	\$1,855	\$1,910	\$1,968	\$2,027	\$2,088
Total Expenses	\$51,726	\$53,394	\$55,105	\$56,861	\$58,664	\$60,516	\$62,418	\$64,373	\$66,381	\$68,445
Net Operating Income	\$85,243	\$95,091	\$105,174	\$115,506	\$126,105	\$136,985	\$148,163	\$159,656	\$171,481	\$183,657

INCOME & EXPENSE NOTES

Pro forma rents represent all units at adjusted market rents. Market rents are underwritten using comparable market rents and assume that the buyer will continue to upgrade the units to market levels, with similar features, upgrades, and amenities as surrounding area properties.

Pro forma vacancy loss is underwritten at 3%, which is common for an asset located in this area. Loss-to-lease is underwritten as market rents, less the properties current rent roll.

Real estate taxes are calculated on proposed pricing at an ad valorem rate of 1.18738% on the full value of the land and improvements and \$1,389.76 for special assessments which was obtained from the LA County Tax Assessor's Office.

Pro forma insurance is underwritten as provided from historical operations.

Pro forma utilities is estimated at industry standards at \$900 per unit.

Pro forma repairs and maintenance expense is estimated at \$700 per unit. A standard amount for a building of this size, age, and condition.

Pro forma management fee is underwritten as provided from historical operations.

Pro forma pest control expense is underwritten at \$100 per unit, pro forma landscaping expense is underwritten at \$150 per unit, and both are rolled into contract services.

Pro forma turnover cost is underwritten at \$225 per unit.

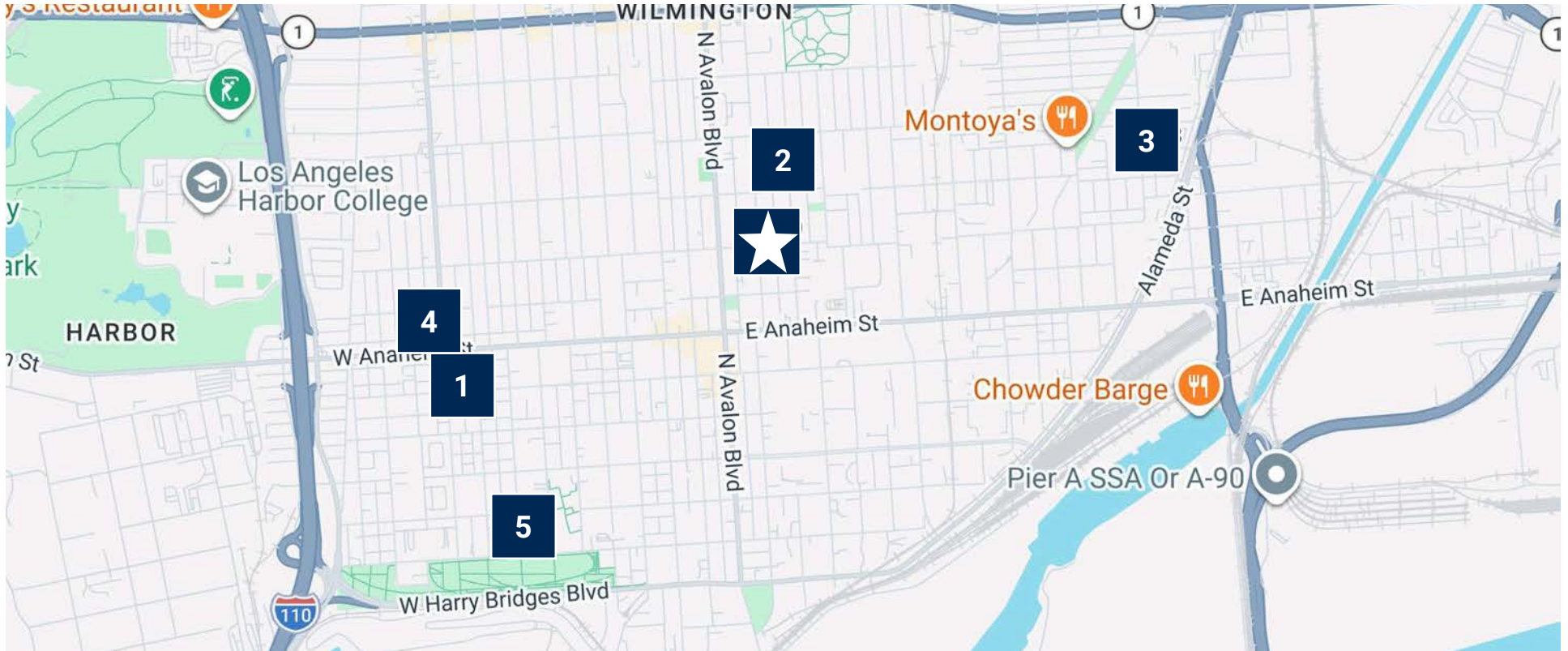
Pro forma replacements and reserves is underwritten at \$200 per unit, and represents industry standards for an asset of this size and age.



**SALES
COMPARABLES**

Marcus & Millichap

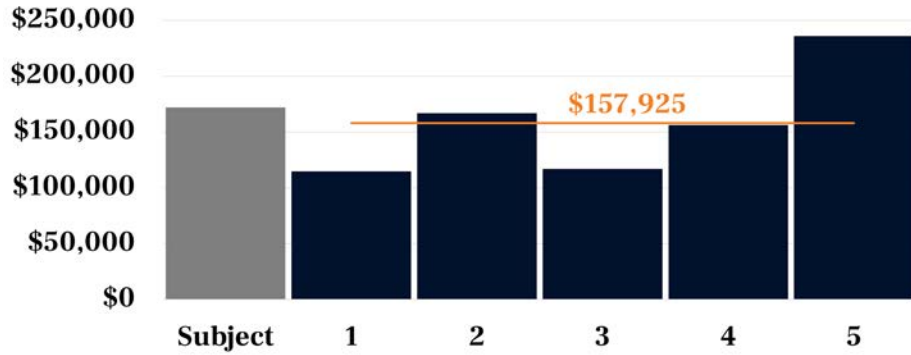
SALES COMPARABLES



NO.	ADDRESS	PRICE	UNITS	PRICE/UNIT	PRICE/SF	CAP RATE	GRM	SALE DATE
1	923 W G St	\$915,000	8	\$114,375	\$150	4.00%	15.50	2/18/2026
2	1131 Lakme Ave	\$1,000,000	6	\$166,667	\$240	4.93%	12.57	7/11/2025
3	1152 Blinn Ave	\$1,399,000	12	\$116,583	\$171	4.02%	16.56	In Escrow
4	844 King Ave	\$1,248,000	8	\$156,000	\$232	6.82%	10.02	2/5/2025
5	810 W D St	\$1,180,000	5	\$236,000	\$309	6.26%	9.90	3/25/2025
Comparables Average				\$157,925	\$220	5.21%	12.91	
Subject	1020 Broad Avenue	\$1,375,000	8	\$171,875	\$212	5.50%	10.70	

SALES COMPARABLES

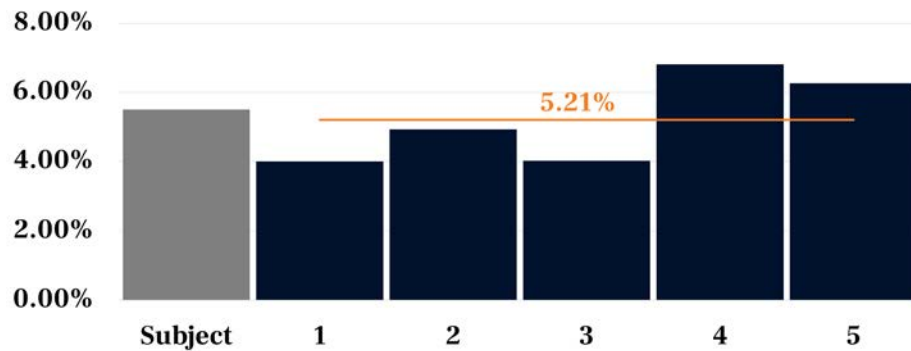
Price Per Unit



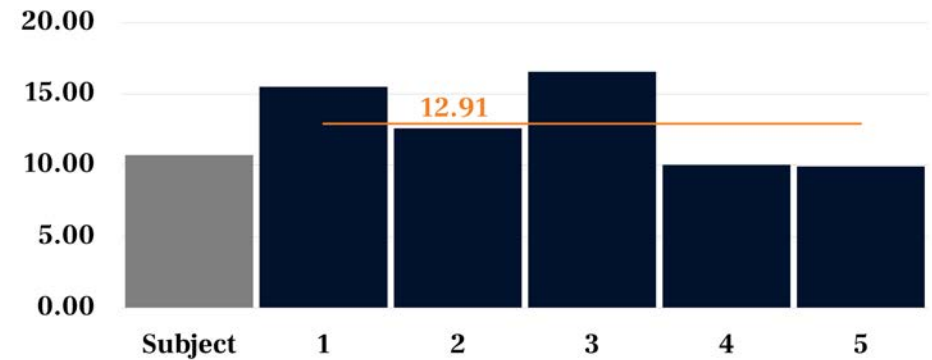
Price Per SF



Cap Rate



GRM



SALES COMPARABLES



923 W G St

Wilmington, CA 90744-5234

Sale Date	2/18/2026
Price	\$915,000
Units	8
Price/Unit	\$114,375
Price/SF	\$150.00
Estimated Cap Rate	4.00%
Estimated GRM	15.50
Year Built	1958
Original List Price	-
Days on Market	-
Unit Mix	
6	One-Bedroom
2	Two-Bedroom



1131 Lakme Ave

Wilmington, CA 90744

Sale Date	7/11/2025
Price	\$1,000,000
Units	6
Price/Unit	\$166,667
Price/SF	\$239.69
Estimated Cap Rate	4.93%
GRM	12.57
Year Built	1960
Original List Price	-
Days on Market	-
Unit Mix	
4	One-Bedroom
2	Two-Bedroom



1152 Blinn Ave

Wilmington, CA 90744-3839

Sale Date	In Escrow
Price	\$1,399,000
Units	12
Price/Unit	\$116,583
Price/SF	\$170.85
Cap Rate	4.02%
GRM	16.56
Year Built	1923
Original List Price	\$1,399,000
Days on Market	98
Unit Mix	
12	One-Bedroom

SALES COMPARABLES



844 King Ave

Wilmington, CA 90744-4143

Sale Date	2/5/2025
Price	\$1,248,000
Units	8
Price/Unit	\$156,000
Price/SF	\$232.14
Cap Rate	6.82%
GRM	10.02
Year Built	1960
Original List Price	\$1,468,000
Days on Market	91
Unit Mix	
8	Two-Bedroom



810 W D St

Wilmington, CA 90744-5211

Sale Date	3/25/2025
Price	\$1,180,000
Units	5
Price/Unit	\$236,000
Price/SF	\$308.58
Estimated Cap Rate	6.26%
GRM	9.90
Year Built	1932
Original List Price	\$1,200,000
Days on Market	68
Unit Mix	
5	Two-Bedroom



1020

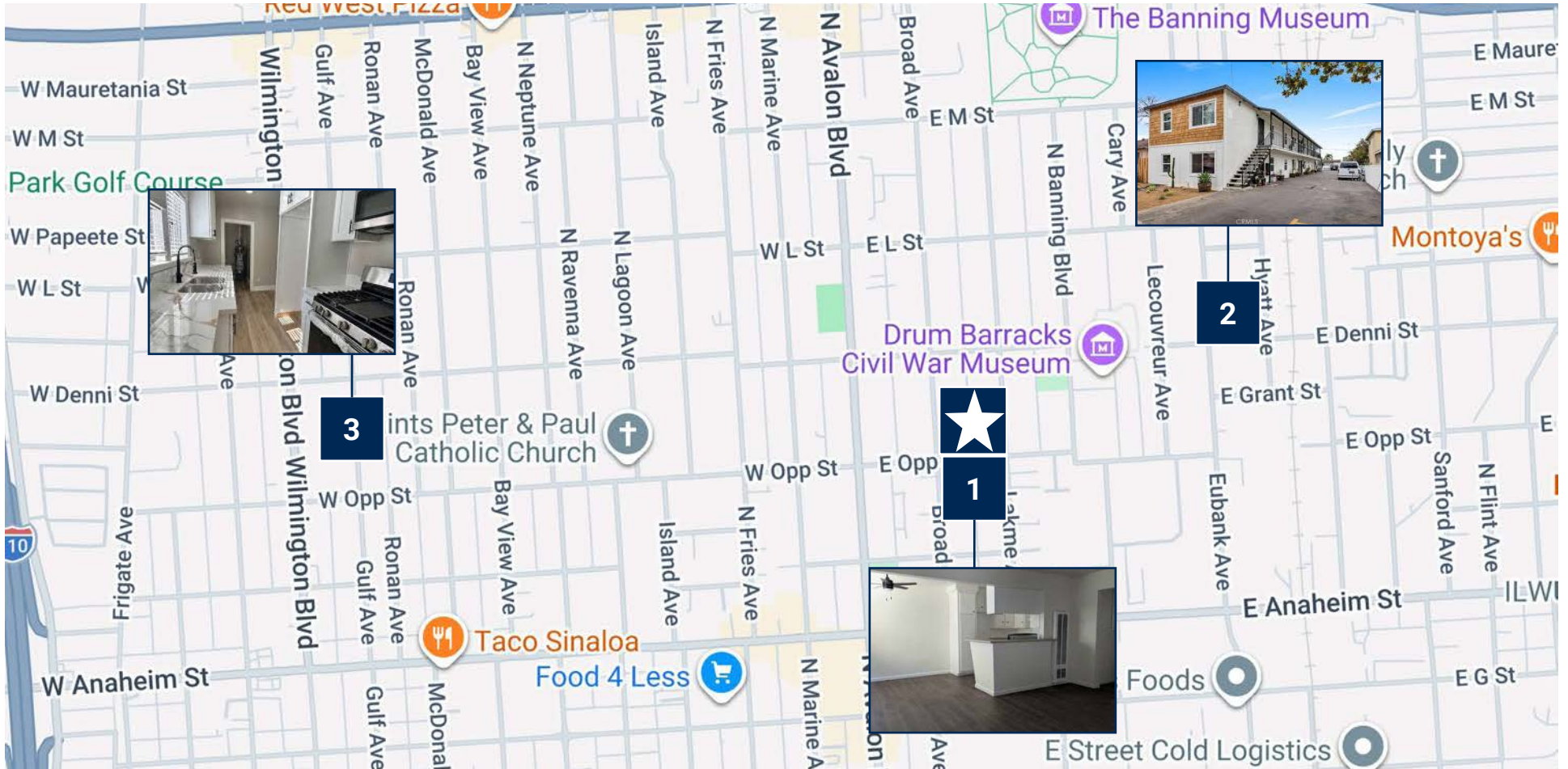
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**RENT
COMPARABLES**

Marcus & Millichap

RENT COMPARABLES



NO.	ADDRESS	UNIT TYPE	MONTHLY RENT
1	934 Broad Avenue	2 BR / 1 BA	\$2,195
2	1114 Eubank Avenue	2 BR / 1 BA	\$2,300
3	1041-1045 Gulf Avenue	2 BR / 1 BA	\$2,500



MARKET OVERVIEW

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MARKET OVERVIEW

SOUTH BAY - LONG BEACH

The South Bay-Long Beach area of southwestern Los Angeles County contains 21 miles of coastline between Long Beach and El Segundo, and includes Los Angeles International Airport, the Port of Los Angeles and the Port of Long Beach. The region boasts a population of more than 1.3 million and is projected to add roughly 20,000 residents over the next five years. Less than half of the area's households own their home, generating a large rental market. Entering 2024, local apartment vacancy was 5.0 percent.



Population
1.3M

Growth 2023-2028*
1.8%



Median Age
39.5

U.S. Median
38.7



Households
489K

Growth 2023-2028*
2.1%



Median HH Income
\$87,900

U.S. Median
\$68,500

* Forecast

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

Metro Highlights

- **Port Activity:** The Port of Los Angeles in San Pedro and the adjacent Port of Long Beach are the nation's busiest ports, underpinning employment in the transportation and warehousing sector.
- **Educated Labor Pool:** Educational attainment supports business services and health care-related hiring. The number of residents ages 25 and older with a bachelor's degree exceeds the U.S. mean.
- **Los Angeles International Airport:** The Inglewood-adjacent LAX Airport is undergoing a \$15 billion modernization program to improve operations and capacity. While some upgrades are already complete, the full project is expected to extend to 2030.

Economy Highlights

- Torrance and Hawthorne in the South Bay are hubs for the aerospace and defense technology industries, highlighted by the presence of Boeing, SpaceX, Honeywell Aerospace and Raytheon.
- A number of corporate headquarters are located in the area. Significant operations are held by American Honda Motor Co. in Torrance and Mattel in El Segundo, while auto parts manufacturer United Pacific and Molina Healthcare call Long Beach home. Several other Fortune 500 firms are based in the area — A-Mark Precious Metals in El Segundo and Skechers USA in Manhattan Beach.
- Major universities in the area include Long Beach State University and California State University, Dominguez Hills in Carson, which have a combined enrollment of more than 50,000 students.

LOCAL DEMOGRAPHICS

POPULATION	1 Mile	3 Miles	5 Miles
2030 Projection			
Total Population	37,357	130,585	480,640
2025 Estimate			
Total Population	37,289	129,595	475,653
2020 Census			
Total Population	38,699	133,835	486,785
2010 Census			
Total Population	39,924	131,871	478,901
Daytime Population			
2025 Estimate	24,430	105,551	420,292
HOUSEHOLDS	1 Mile	3 Miles	5 Miles
2030 Projection			
Total Households	10,836	41,413	173,660
2025 Estimate			
Total Households	10,735	40,777	170,446
Average (Mean) Household Size	3.5	3.2	2.9
2020 Census			
Total Households	10,555	39,606	164,455
2010 Census			
Total Households	10,225	37,211	154,897
Growth 2025-2030	0.9%	1.6%	1.9%
HOUSING UNITS	1 Mile	3 Miles	5 Miles
Occupied Units			
2030 Projection	11,074	42,695	181,683
2025 Estimate	10,972	42,035	178,247
Owner Occupied	3,604	20,446	75,194
Renter Occupied	7,114	20,227	95,323
Vacant	237	1,257	7,801
Persons in Units			
2025 Estimate Total Occupied Units	10,735	40,777	170,446
1 Person Units	16.2%	20.2%	27.9%
2 Person Units	20.1%	24.2%	27.5%
3 Person Units	17.6%	17.2%	15.7%
4 Person Units	18.0%	16.9%	14.1%
5 Person Units	13.8%	10.8%	8.0%
6+ Person Units	14.3%	10.8%	6.8%

HOUSEHOLDS BY INCOME	1 Mile	3 Miles	5 Miles
2025 Estimate			
\$200,000 or More	4.8%	10.0%	12.5%
\$150,000-\$199,999	6.0%	9.9%	9.8%
\$100,000-\$149,999	13.9%	19.0%	18.4%
\$75,000-\$99,999	13.7%	13.3%	12.4%
\$50,000-\$74,999	16.5%	14.8%	14.8%
\$35,000-\$49,999	13.5%	9.9%	9.8%
\$25,000-\$34,999	10.7%	7.5%	6.9%
\$15,000-\$24,999	10.7%	7.1%	6.6%
Under \$15,000	10.1%	8.5%	8.8%
Average Household Income	\$76,959	\$101,301	\$107,768
Median Household Income	\$58,565	\$81,447	\$86,893
Per Capita Income	\$22,167	\$32,473	\$39,454
POPULATION PROFILE	1 Mile	3 Miles	5 Miles
Population By Age			
2025 Estimate Total Population	37,289	129,595	475,653
Under 20	30.4%	25.7%	23.1%
20 to 34 Years	21.9%	20.5%	21.1%
35 to 39 Years	7.0%	6.7%	7.0%
40 to 49 Years	13.0%	12.8%	12.9%
50 to 64 Years	16.8%	19.2%	19.8%
Age 65+	11.0%	15.1%	16.1%
Median Age	35.0	39.0	40.0
Population 25+ by Education Level			
2025 Estimate Population Age 25+	23,307	88,026	337,310
Elementary (0-8)	24.4%	15.3%	11.3%
Some High School (9-11)	18.9%	11.9%	9.1%
High School Graduate (12)	26.1%	24.4%	21.6%
Some College (13-15)	17.4%	19.7%	20.8%
Associate Degree Only	5.5%	7.6%	7.5%
Bachelor's Degree Only	6.0%	15.3%	20.4%
Graduate Degree	1.6%	5.8%	9.4%
Population by Gender			
2025 Estimate Total Population	37,289	129,595	475,653
Male Population	50.6%	49.8%	49.6%
Female Population	49.4%	50.2%	50.4%

INVESTMENT FORECAST

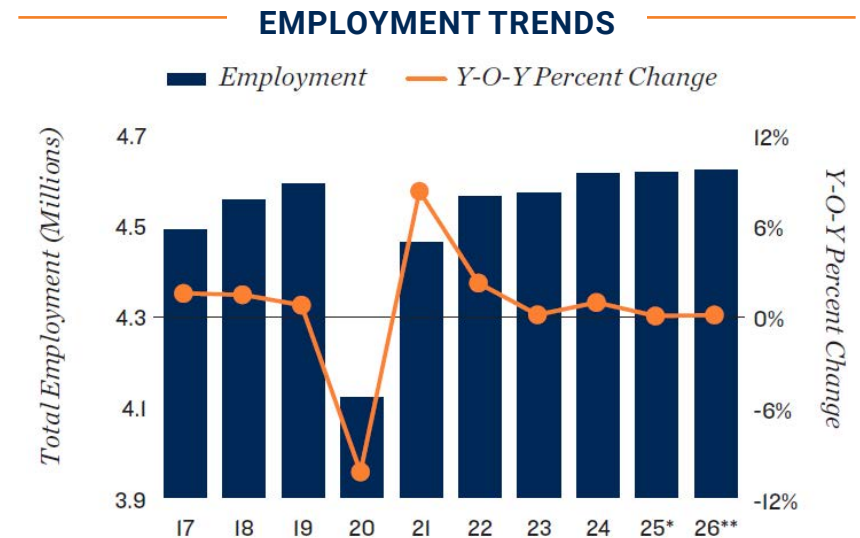
LOS ANGELES METRO 2026

Rental Demand Proves Steadfast, but Metro Faces Heightened Exposure to Broader Headwinds

Emerging and longstanding tailwinds limit the impact of near-term hurdles. After two years of moderate vacancy compression, Los Angeles’ rental market will face several challenges in 2026 that could alter the trajectory of local demand. Home to the nation’s fourth-largest immigrant population — more than 4 million people as of 2023 — the market will continue to be acutely affected by stricter immigration policies, which reduced the number of individuals arriving to the U.S. legally last year. The ongoing decline in local film- and entertainment-related jobs may also affect the metro’s renter pool. Over the past three years, the number of Los Angelenos employed in the motion picture industry has declined by at least 40,000. Fortunately, the market will face limited supply pressure in 2026, as approximately 6,200 units are slated for delivery — the lowest total since 2015. This, along with the metro’s longstanding barriers to homeownership, will counter the headwinds affecting the renter pool, keeping the metro in a low-vacancy state over the near term.

Private investor interest apparent. Los Angeles tallied the most transactions among major markets last year, with sub-\$5 million sales accounting for nearly 90 percent of deal flow. Home to below-average rent and Class C vacancy in the 3 percent to 4 percent range, Greater Inglewood, Long Beach, and other parts of South Bay should continue to attract upside-seeking buyers targeting assets that command similar capital infusions. Exhibiting comparable fundamentals, the San Gabriel and San Fernando valleys will represent additional centers of Class C trading in 2026, with investors often acquiring assets via 1031

exchange. In Los Angeles proper, investor demand for these assets will be impacted by recent changes to the city’s rent stabilization ordinance, which now caps rent increases for apartments built before 1978 at 4 percent or 90 percent of CPI.



* Estimate; ** Forecast

Sources: CoStar Group, Inc.; Real Capital Analytics; RealPage, Inc.

2026 Market Forecast



+0.1%
employment
increase

EMPLOYMENT

Aided by healthcare hiring, Los Angeles registers a second straight year of modest job creation that translates to the addition of 6,000 positions.



6,200
units
will be completed

CONSTRUCTION

For the fifth consecutive year, local apartment inventory expands by less than 1 percent. Deliveries in Los Angeles proper account for nearly half the units added metrowide.



10
basis point
increase in vacancy

VACANCY

Supply and demand remain aligned despite the metro's exposure to several significant headwinds. As such, vacancy dips slightly to 4.3 percent — on par with the market's long-term average.

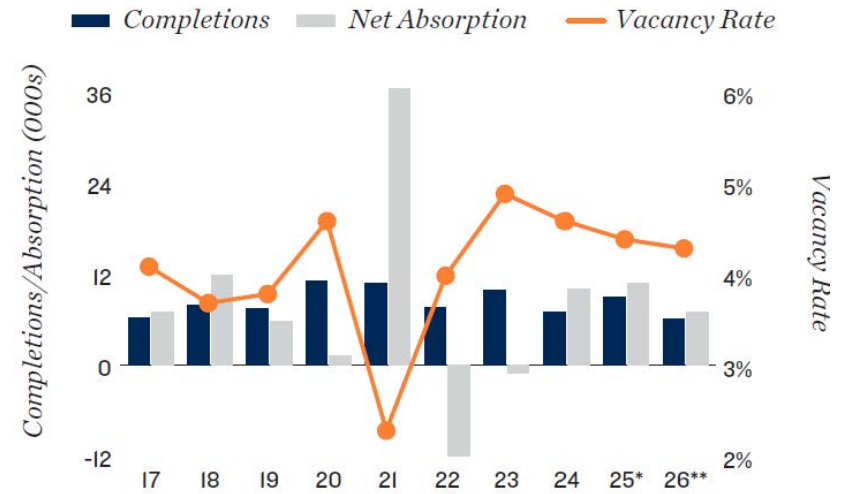


1.7%
increase in
effective rent

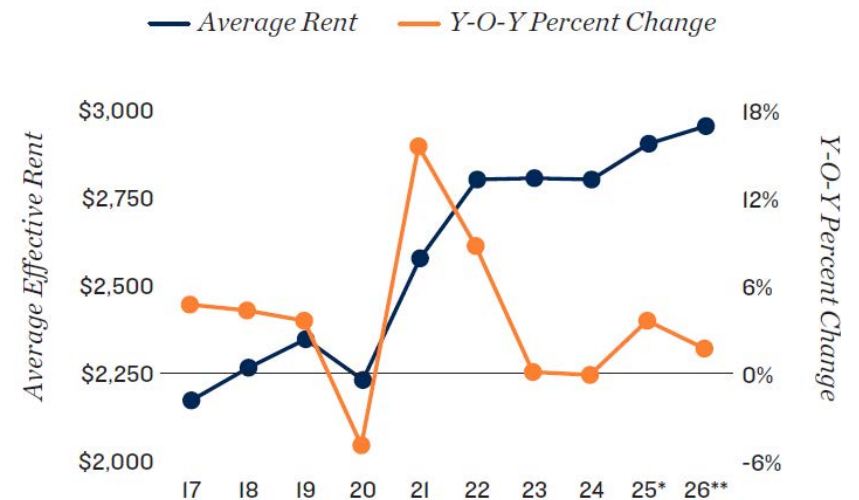
RENT

Four-year-low vacancy, fueled partially by encouraging renewal activity, supports moderate rent growth in 2026. The metro's average effective rate ends this year at \$2,950 per month.

SUPPLY & DEMAND



RENT TRENDS



* Estimate; ** Forecast

Sources: CoStar Group, Inc.; Real Capital Analytics; RealPage, Inc.



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