



2626
CLOVERFIELD

a 12-unit turnkey multifamily
acquisition opportunity
in Santa Monica, California

Marcus & Millichap

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TABLE OF CONTENTS

01	Investment Analysis	
	Executive Summary.....	2
	Investment Highlights.....	4
	Property Photos.....	5
	Property Location.....	6
	Pricing Summary.....	8
	Income & Expenses.....	9
	Rent Roll.....	10
	10-Year Cash Flow Scenario.....	11
02	Sales Comparables	
	Sales Comparables Summary.....	14
03	Rent Comparables	
	Rent Comparables Summary.....	20
04	Market Overview	
	Market Overview.....	24
	Local Demographics.....	25
	Multifamily Forecast.....	26





INVESTMENT ANALYSIS

Marcus & Millichap

EXECUTIVE SUMMARY

PRICING INFORMATION

Offering Price	\$4,950,000
Price/Unit	\$412,500
Price/SF	\$829
Cap Rate (Current)	5.93%
Cap Rate (Market)	7.35%

PROPERTY DETAILS

Address	2626 Cloverfield Blvd, Santa Monica, CA 90405
Units	12
Building SF	5,968
Year Built	1966
Lot SF	6,046
APN	4273-012-016
Zoning	SMR3*

UTILITIES

Electricity	Separately Metered
Gas	Separately Metered
Water	Master Metered





INVESTMENT DESCRIPTION

Marcus & Millichap is pleased to present 2626 Cloverfield Boulevard, a renovated 12-unit apartment building in the world-renowned coastal market of Santa Monica, California. This offering represents an exciting opportunity to acquire a turnkey asset with remodeled interiors, strong in-place income, and immediate upside potential through the lease-up of three vacant units at market rents.

Originally constructed in 1966, the property consists of eleven one-bedroom units and one studio, all of which have undergone comprehensive interior renovations. Unit upgrades include new flooring, modernized kitchens with updated cabinetry and appliances, in-unit washer/dryer combinations, contemporary bathrooms, and air conditioning in select units. The building is separately metered for gas and electricity. Exterior improvements include fresh paint, vibrant unit entries, and low-maintenance landscaping featuring turf, contributing to both curb appeal and reduced ongoing costs. The asset also offers six surface parking spaces.

Positioned at the corner of Ocean Park Boulevard and Cloverfield Boulevard, the property benefits from exceptional proximity to Santa Monica's most sought-after amenities. Santa Monica College is located just a half-mile away, while the beach and the vibrant dining and shopping corridor along Main Street are less than two miles. The iconic Santa Monica Pier and Third Street Promenade are accessible within a 10-minute drive. This prime coastal location continues to attract a strong tenant base, supported by an average household income exceeding \$148,000 within a one-mile radius.

2626 Cloverfield Boulevard offers investors the ability to acquire a well-located, fully renovated asset with durable tenant demand, operational efficiencies, and clear near-term income growth in one of Southern California's most supply-constrained and resilient rental markets.

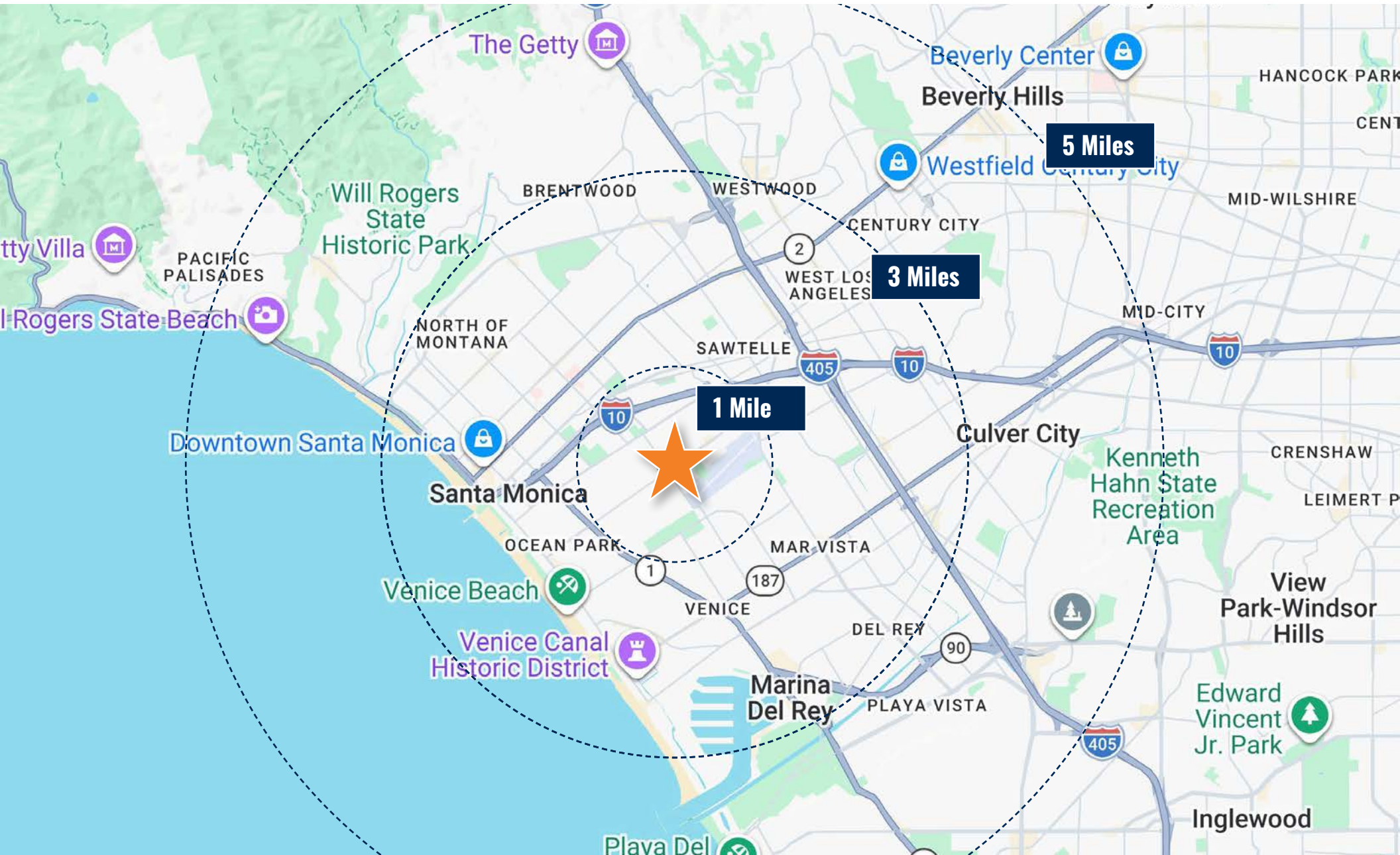
INVESTMENT HIGHLIGHTS

- Turnkey Renovated Asset in a Premier Coastal Market: Completely remodeled 12-unit apartment building with 11 one-bedrooms and one studio near Clover Park in Santa Monica
- Immediate Upside Potential: Three vacant units provide the opportunity to achieve market-rate rents
- High Quality Renovations: Fully renovated interiors with modern kitchens, updated baths, new flooring, and in-unit washer/dryer combos
- Premier Coastal Location: Half-mile to Santa Monica College, less than two miles to the beach and Main Street, 10 minutes to the Santa Monica Pier and Third Street Promenade.
- Affluent Tenant Base: Dense, high-income submarket with average household income exceeding \$148,000 within a one-mile radius, supporting sustained rental demand.

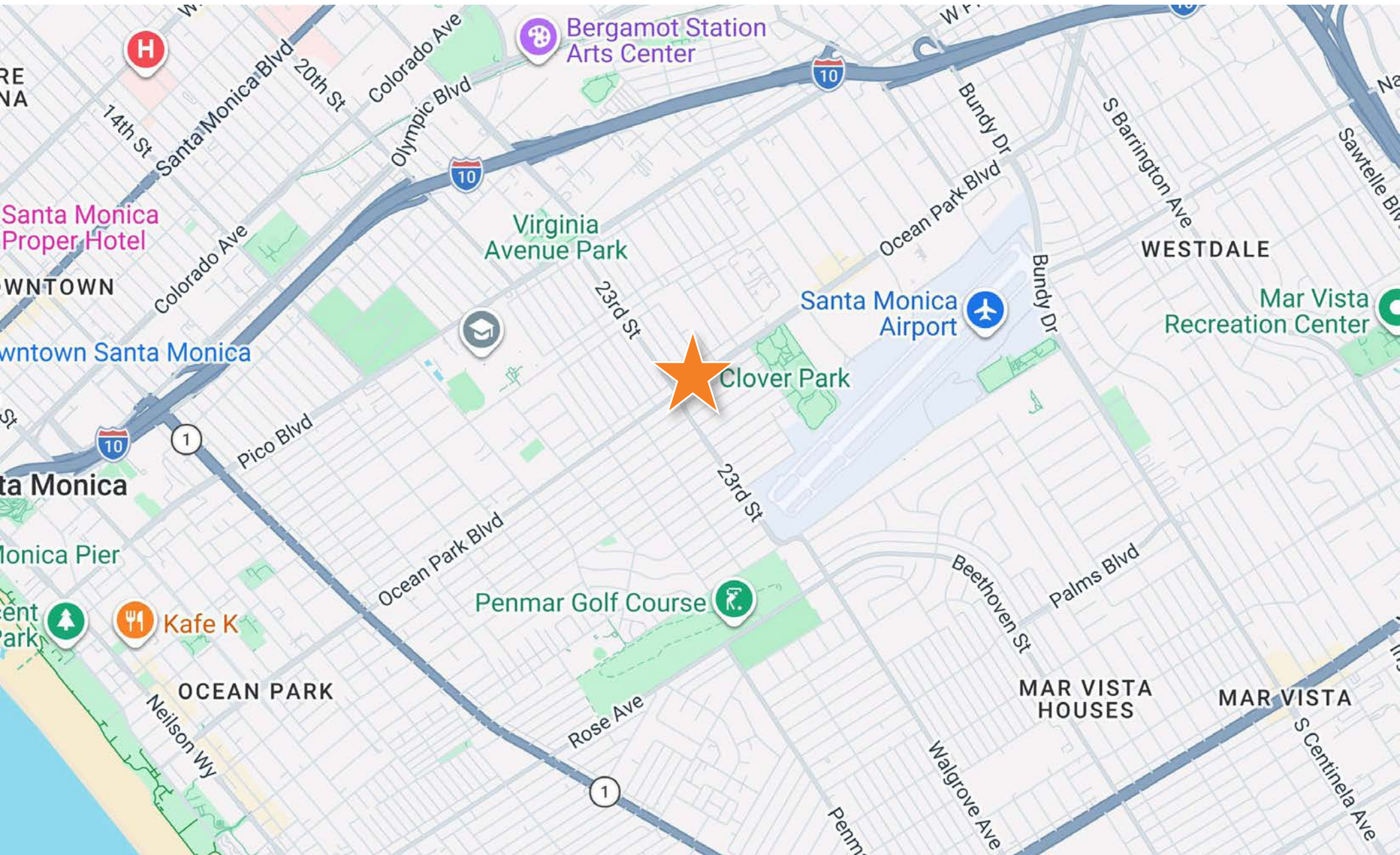




PROPERTY LOCATION



PROPERTY LOCATION



PRICING SUMMARY

PRICING & PROPERTY DETAILS

Address	2626 Cloverfield Blvd Santa Monica, CA 90405
Offering Price	\$4,950,000
No. of Units	12
Rentable SF	5,968
Price/Unit	\$412,500
Price/SF	\$829
Lot Size (SF)	6,046
Year Built	1966

VITAL DATA	CURRENT	PRO FORMA
NOI	\$293,492	\$364,048
Cap Rate	5.93%	7.35%
GRM	11.99	10.11



INCOME & EXPENSES

NO. OF UNITS	UNIT TYPE	% OF UNITS	AVG. CURRENT RENT	TOTAL RENT	PRO FORMA RENT	TOTAL RENT
11	1 BR / 1 BA	92%	\$3,046	\$33,504	\$3,500	\$38,500
1	Studio	8%	\$911	\$911	\$2,295	\$2,295
12	Total			\$34,415		\$40,795

ANNUALIZED EXPENSES	CURRENT	PRO FORMA
Real Estate Taxes	\$61,463	\$61,463
Insurance	\$6,200	\$6,200
Utilities	\$4,400	\$4,400
Repairs & Maint.	\$6,000	\$6,000
General & Admin	\$1,200	\$1,200
Management Fee	\$20,029	\$23,743
Contract Services	\$1,200	\$1,200
Turnover Costs	\$3,600	\$3,600
CAPEX/Reserves	\$3,000	\$3,000
Total	\$107,092	\$110,806
Per Unit	\$8,924	\$9,234
Per SF	\$17.94	\$18.57
% EGI	26.73%	23.33%

ANNUALIZED OPERATING DATA	CURRENT	PRO FORMA
All Units at Market Rent	\$489,540	\$489,540
Less: Loss to Lease	\$76,566	\$0
Gross Potential Rent	\$412,974	\$489,540
Less: Vacancy Allowance	\$12,389	\$14,686
Effective Gross Income	\$400,585	\$474,854
Less: Expenses	\$107,092	\$110,806
Net Operating Income	\$293,492	\$364,048

RENT ROLL

UNIT NO.	UNIT TYPE	CURRENT RENT	PRO FORMA RENT
1	1 BR / 1 BA	\$3,150	\$3,500
2*	1 BR / 1 BA	\$3,500	\$3,500
3	1 BR / 1 BA	\$3,150	\$3,500
4	1 BR / 1 BA	\$3,255	\$3,500
5	1 BR / 1 BA	\$3,195	\$3,500
6	1 BR / 1 BA	\$3,210	\$3,500
7	1 BR / 1 BA	\$3,210	\$3,500
8	1 BR / 1 BA	\$1,635	\$3,500
9	Studio	\$911	\$2,295
10*	1 BR / 1 BA	\$3,500	\$3,500
11	1 BR / 1 BA	\$2,199	\$3,500
12*	1 BR / 1 BA	\$3,500	\$3,500
12	Total	\$34,415	\$40,795

*Vacant

10-YEAR CASH FLOW

	APR-27	APR-28	APR-29	APR-30	APR-31	MAR-32	MAR-33	MAR-34	MAR-35	MAR-36
Income										
All Units at Market Rent	\$509,122	\$529,486	\$550,666	\$572,693	\$595,600	\$619,424	\$644,201	\$669,969	\$696,768	\$724,639
Gain (Loss)-to-Lease	(\$74,805)	(\$73,084)	(\$71,404)	(\$69,761)	(\$68,157)	(\$66,589)	(\$65,058)	(\$63,561)	(\$62,099)	(\$60,671)
Gross Potential Rent	\$434,317	\$456,402	\$479,262	\$502,931	\$527,444	\$552,835	\$579,144	\$606,408	\$634,669	\$663,968
Vacancy Allowance	(\$13,029)	(\$13,692)	(\$14,378)	(\$15,088)	(\$15,823)	(\$16,585)	(\$17,374)	(\$18,192)	(\$19,040)	(\$19,919)
Effective Gross Income	\$421,287	\$442,710	\$464,885	\$487,843	\$511,620	\$536,250	\$561,769	\$588,216	\$615,629	\$644,049
Expenses										
Real Estate Taxes	\$62,692	\$63,946	\$65,225	\$66,530	\$67,860	\$69,217	\$70,602	\$72,014	\$73,454	\$74,923
Insurance	\$6,200	\$6,386	\$6,578	\$6,775	\$6,978	\$7,187	\$7,403	\$7,625	\$7,854	\$8,090
Utilities	\$4,400	\$4,532	\$4,668	\$4,808	\$4,952	\$5,101	\$5,254	\$5,411	\$5,574	\$5,741
Repairs & Maint.	\$6,000	\$6,180	\$6,365	\$6,556	\$6,753	\$6,956	\$7,164	\$7,379	\$7,601	\$7,829
General & Admin	\$1,200	\$1,236	\$1,273	\$1,311	\$1,351	\$1,391	\$1,433	\$1,476	\$1,520	\$1,566
Management Fee	\$21,064	\$22,135	\$23,244	\$24,392	\$25,581	\$26,813	\$28,088	\$29,411	\$30,781	\$32,202
Contract Services	\$1,200	\$1,236	\$1,273	\$1,311	\$1,351	\$1,391	\$1,433	\$1,476	\$1,520	\$1,566
Turnover Costs	\$3,600	\$3,708	\$3,819	\$3,934	\$4,052	\$4,173	\$4,299	\$4,428	\$4,560	\$4,697
Total Expenses	\$109,357	\$112,450	\$115,628	\$118,896	\$122,254	\$125,707	\$129,258	\$132,909	\$136,665	\$140,528
Net Operating Income	\$311,930	\$330,260	\$349,256	\$368,948	\$389,366	\$410,543	\$432,511	\$455,306	\$478,964	\$503,521

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 1.203757% on the full value of the land and improvements and \$1877.10 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 underwritten as provided from historical operations.

Pro forma repairs and maintenance expense is estimated at \$500 per unit. A standard amount for a building of this size, age, and condition.

Pro forma general and administrative expense is underwritten at 10000% of gross potential rent.

Pro forma management fee expense is underwritten at 5% of gross operating income.

Pro forma pest control expense is underwritten at \$100 per unit, pro forma landscaping expense is underwritten at \$0 per unit, and both are rolled into contract services.

Pro forma turnover cost is underwritten at \$300 per unit.

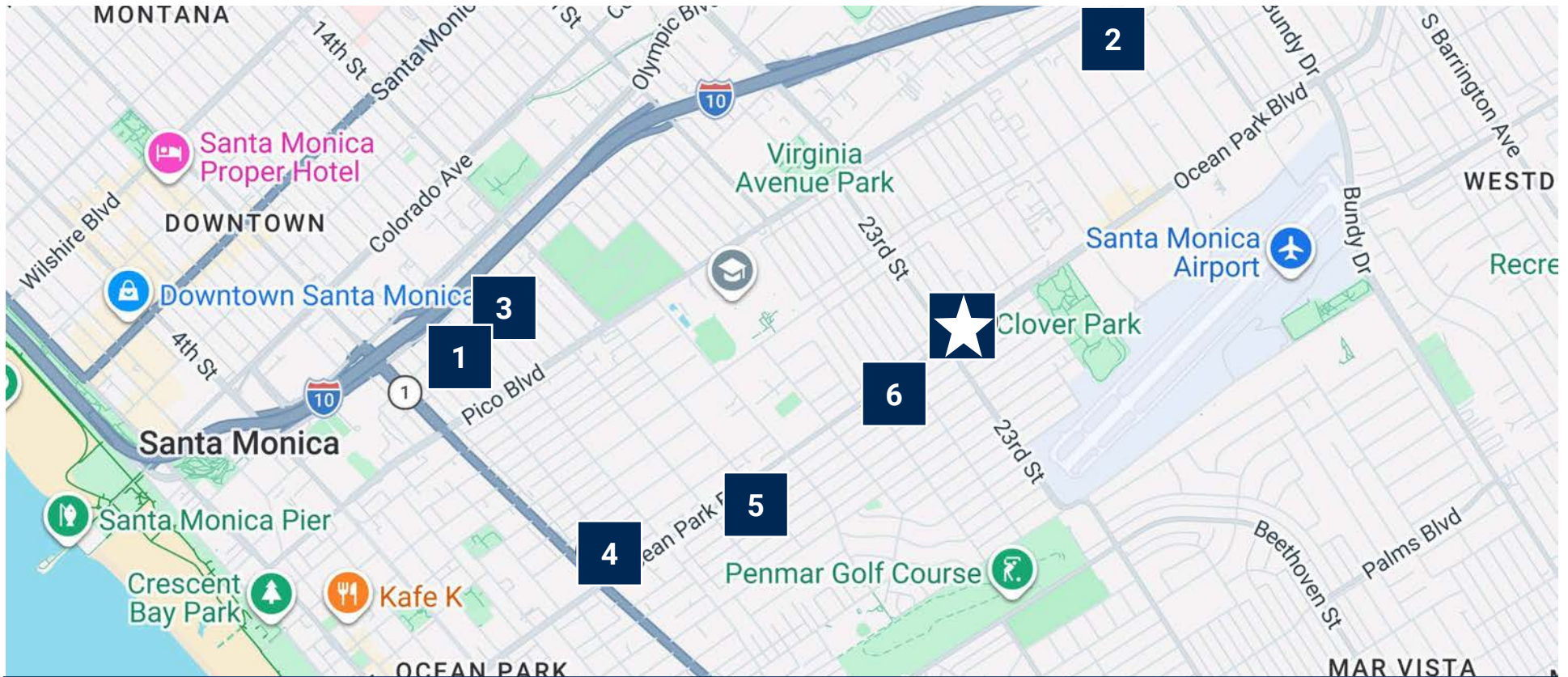
Pro forma replacements and reserves is underwritten at \$250 per unit, and represents industry standards for an asset of this size and age.



SALES COMPARABLES

Marcus & Millichap

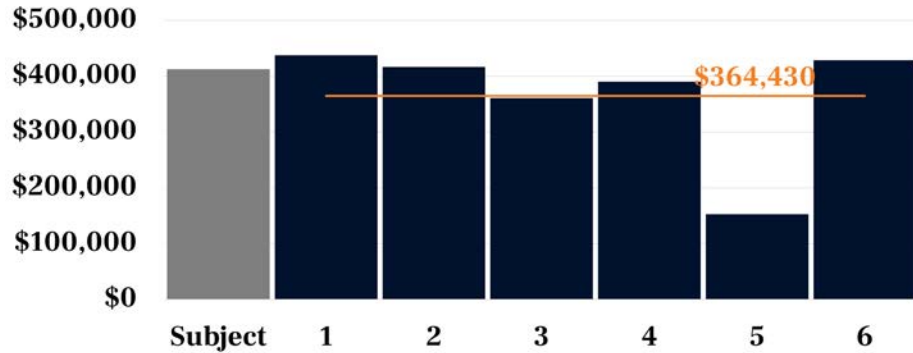
SALES COMPARABLES



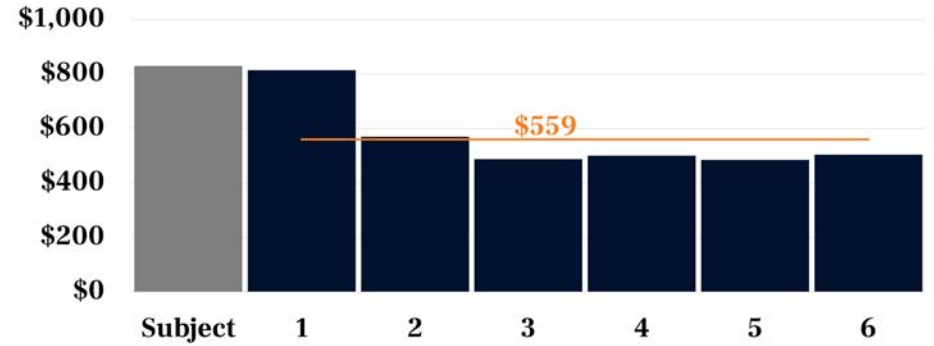
NO.	ADDRESS	PRICE	UNITS	PRICE/UNIT	PRICE/SF	CAP RATE	GRM	SALE DATE
1	1824 10th Street	\$2,625,000	6	\$437,500	\$814	5.67%	12.77	3/13/2026
2	2310-2318 33rd Street	\$5,000,000	12	\$416,667	\$568	5.24%	12.88	2/17/2026
3	1810 12th Street	\$2,525,000	7	\$360,714	\$487	6.32%	12.85	10/24/2025
4	821 Maple Street	\$1,950,000	5	\$390,000	\$499	5.49%	13.19	11/4/2024
5	1327 Oak Street	\$1,225,000	8	\$153,125	\$483	6.55%	8.82	5/30/2025
6	1802 Ocean Park Boulevard	\$3,000,000	7	\$428,571	\$503	6.51%	13.17	3/4/2025
Comparables Average				\$364,430	\$559	5.96%	12.28	
Subject	2626 Cloverfield Boulevard	\$4,950,000	12	\$412,500	\$829	5.93%	11.99	

SALES COMPARABLES

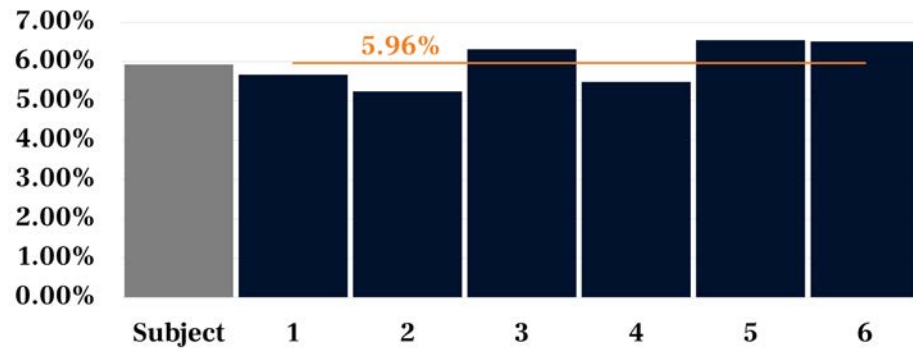
Price Per Unit



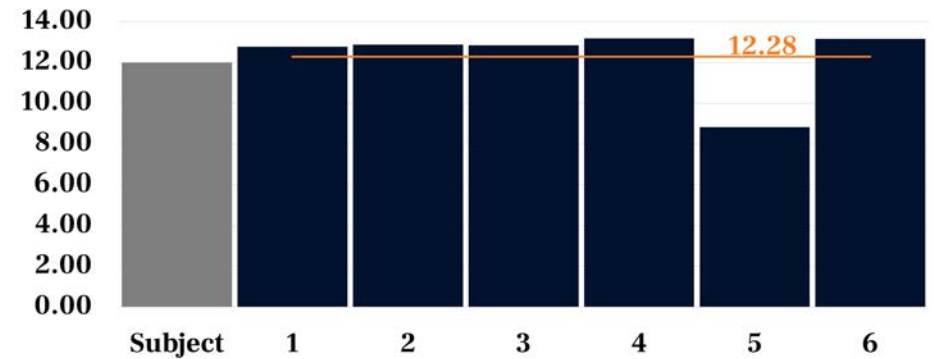
Price Per SF



Cap Rate



GRM



SALES COMPARABLES



1824 10th St
Santa Monica, CA 90404

Sale Date	3/13/2026
Price	\$2,625,000
Units	6
Price/Unit	\$437,500
Price/SF	\$813.95
Cap Rate	5.67%
GRM	12.77
Year Built	1952

Unit Mix	
1	Studio
4	One-Bedroom
1	Two-Bedroom



2310-2318 33rd St
Santa Monica, CA 90405

Sale Date	2/17/2026
Price	\$5,000,000
Units	12
Price/Unit	\$416,667
Price/SF	\$568.44
Cap Rate	5.24%
GRM	12.88
Year Built	1940

Unit Mix	
9	One-Bedroom
3	Two-Bedroom



1810 12th St
Santa Monica, CA 90404

Sale Date	10/24/2025
Price	\$2,525,000
Units	7
Price/Unit	\$360,714
Price/SF	\$486.51
Cap Rate	6.32%
GRM	12.85
Year Built	1963

Unit Mix	
4	One-Bedroom
2	Two-Bedroom
1	Three-Bedroom

SALES COMPARABLES



821 Maple St
Santa Monica, CA 90405

Sale Date	11/4/2024
Price	\$1,950,000
Units	5
Price/Unit	\$390,000
Price/SF	\$499.49
Cap Rate	5.49%
GRM	13.19
Year Built	1950

Unit Mix	
2	One-Bedroom
3	Two-Bedroom



1327 Oak St
Santa Monica, CA 90405-4728

Sale Date	5/30/2025
Price	\$1,225,000
Units	8
Price/Unit	\$153,125
Price/SF	\$483.43
Cap Rate	6.55%
GRM	8.82
Year Built	1943

Unit Mix	
5	Studio
3	One-Bedroom



1802 Ocean Park Blvd
Santa Monica, CA 90405

Sale Date	3/4/2025
Price	\$3,000,000
Units	7
Price/Unit	\$428,571
Price/SF	\$502.68
Cap Rate	6.51%
GRM	13.17
Year Built	1949

Unit Mix	
1	One-Bedroom
6	Two-Bedroom





RENT COMPARABLES

Marcus & Millichap

RENT COMPARABLES



NO.	ADDRESS	UNIT TYPE	UNIT SQFT	MONTHLY RENT	RENT PER SF
1	2408 Ocean Park Blvd	Studio	-	\$1,795	-
2	2316 Virginia Ave	Studio	400	\$1,995	\$4.99
3	2636 Kansas Ave	Studio	439	\$2,195	\$5.00
4	2622 28th St	Studio	-	\$2,295	-
5	1333 Oak St	Studio	350	\$2,495	\$7.13
6	1352 Ocean Park Blvd	1 BR / 1 BA	600	\$2,950	\$4.92
7	2120 Ocean Park Blvd	1 BR / 1 BA	798	\$2,995	\$3.75
8	1325 Kansas Ave	1 BR / 1 BA	650	\$2,995	\$4.61
9	1934 18th St	1 BR / 1 BA	750	\$3,000	\$4.00
10	1405 Ocean Park Blvd	1 BR / 1 BA	600	\$3,195	\$5.33

RENT COMPARABLES



2408 Ocean Park Blvd

Studio \$1,795



2316 Virginia Ave

Studio \$1,995



2636 Kansas Ave

Studio \$2,195



2622 28th St

Studio \$2,295



1333 Oak St

Studio \$2,495



1352 Ocean Park Blvd

1 BR / 1 BA \$2,950

RENT COMPARABLES

7



2120 Ocean Park Blvd

1 BR / 1 BA

\$2,995

8



1325 Kansas Ave

1 BR / 1 BA

\$2,995

9



1934 18th St

1 BR / 1 BA

\$3,000

10



1405 Ocean Park Blvd

1 BR / 1 BA

\$3,195



MARKET OVERVIEW

Marcus & Millichap

MARKET OVERVIEW

L.A. WESTSIDE CITIES

The Westside Cities area is located west of downtown Los Angeles and north of Los Angeles International Airport. The market contains the Brentwood-Westwood-Beverly Hills, Palms-Mar Vista and Santa Monica-Marina del Rey submarkets. Cities from Venice, to West Hollywood, to Culver City are all located within these submarkets. Known for its proximity to beaches, world-class universities and major job centers, the Westside attracts an affluent population of students and working professionals.



Population
639K

Growth 2024-2029*
1.7%



Median Age
40.0

U.S. Median
39.0



Households
293K

Growth 2024-2029*
1.8%



Median HH Income
\$126,200

U.S. Median
\$76,100

* Forecast

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

Metro Highlights

- **Prominent Tech Center:** The region's sizable tech sector has awarded the Santa Monica/Venice area the nickname of "Silicon Beach." Snap Inc., Google and Hulu all maintain a local presence.
- **Well-Educated Workforce:** More than 37 percent of adults possess a bachelor's degree, well above the national average, with roughly 30 percent of all adults also holding a graduate or professional degree.
- **High Incomes:** Educational attainment translates into a median household income above \$125,000; however, high home prices are a barrier to homeownership. This dynamic supports a strong rental market, with local apartment vacancy 5 percent entering 2025.

Economy Highlights

- Major employers here include entertainment giants CAA, Netflix and Sony Pictures. Though entertainment accounts for a substantial share of local employment, the market is also broadly aided by strong concentrations in marketing, advertising, media and tech.
- A large health care industry regionally is represented by UCLA Medical Group, Cedars-Sinai Medical Center, Providence Saint John's Health Center and the local VA.
- Educational institutions throughout the region, including UCLA, Loyola Marymount University and Pepperdine University, help support an educated workforce. They also employ more than 40,000 workers.

LOCAL DEMOGRAPHICS

POPULATION	1 MILE	3 MILES	5 MILES
2029 Projection	27,778	313,523	568,325
2024 Estimate	26,835	307,481	557,978
2020 Census	25,482	302,933	552,953
2010 Census	24,704	289,119	517,809
Growth 2024 - 2029	3.51%	1.97%	1.85%
Growth 2020 - 2024	5.31%	1.50%	0.91%
Growth 2010 - 2020	3.15%	4.78%	6.79%
Daytime Population	44,250	423,680	898,568
Median Age	42.0	39.0	39.0

HOUSEHOLDS	1 MILE	3 MILES	5 MILES
2029 Projection	12,151	154,800	261,122
2024 Estimate	11,734	151,892	256,176
2020 Census	11,162	147,919	249,410
2010 Census	10,990	143,232	238,991
Growth 2024 - 2029	3.55%	1.91%	1.93%
Growth 2020 - 2024	5.13%	2.69%	2.71%
Growth 2010 - 2020	1.57%	3.27%	4.36%

2024 HOUSEHOLD INCOME	1 MILE	3 MILES	5 MILES
\$200,000 or More	26.98%	25.19%	26.94%
\$150,000 - \$199,999	11.08%	11.75%	11.80%
\$100,000 - \$149,999	14.96%	17.32%	17.40%
\$75,000 - \$99,999	9.57%	10.38%	10.30%
\$50,000 - \$74,999	12.00%	11.41%	10.75%
\$35,000 - \$49,999	5.96%	6.18%	5.90%
\$25,000 - \$34,999	4.34%	4.55%	4.43%
\$15,000 - \$24,999	5.16%	5.02%	4.52%
\$10,000 - \$14,999	2.21%	2.55%	2.42%
Under \$9,999	7.76%	5.64%	5.54%
Average Household Income	\$148,550	\$146,942	\$151,316
Median Household Income	\$120,835	\$117,186	\$123,011
Per Capita Income	\$64,735	\$72,713	\$70,683

2024 HOUSING UNITS	1 MILE	3 MILES	5 MILES
Owner-Occupied	38.2%	27.1%	32.2%
Renter-Occupied	55.0%	64.0%	59.0%
Vacant	6.82%	8.94%	8.80%

INVESTMENT FORECAST

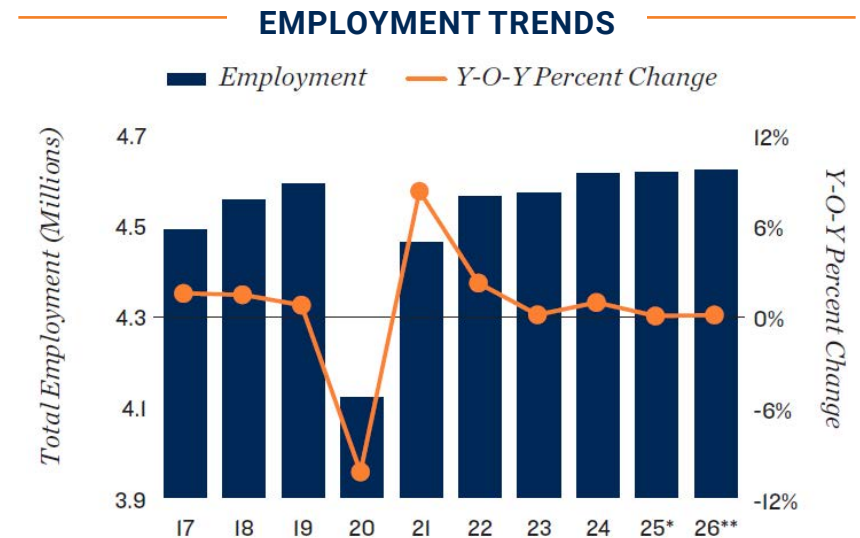
LOS ANGELES METRO 2026

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.

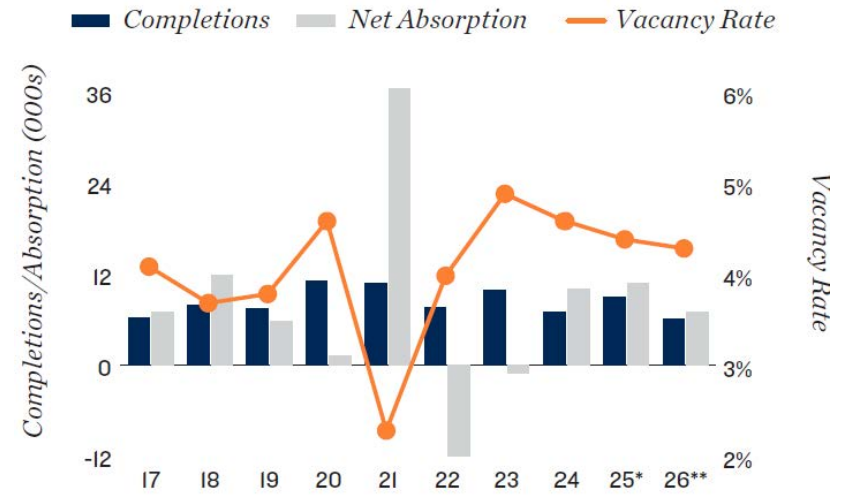


1.7%
increase in
effective rent

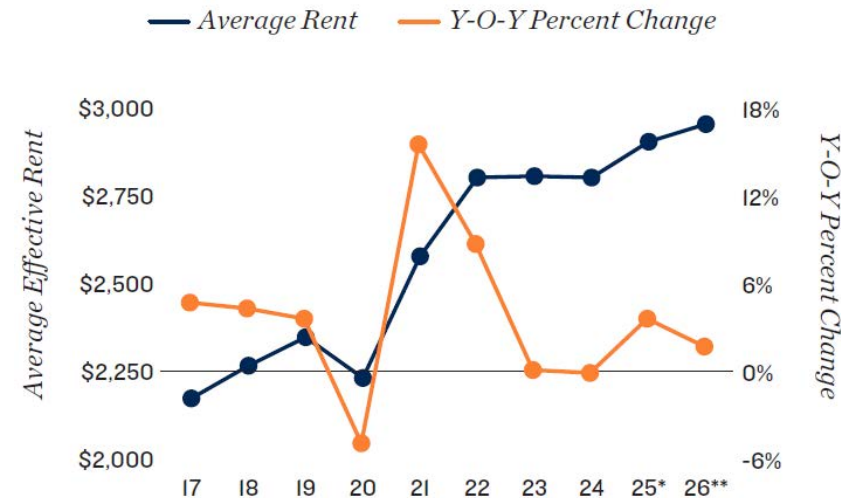
RENT

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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