

FOR SALE

**20663-5**  
**SANTA CLARA ST**  
SANTA CLARITA, CA 91351

MULTI-TENANT  
INVESTMENT



**20663-5**  
**SANTA CLARA ST**  
SANTA CLARITA, CA 91351

**FOR SALE**  
**MULTI-TENANT**  
**INVESTMENT**



**EXECUTIVE SUMMARY** ..... 4-15  
**RENT ROLL** ..... 16-21  
**FINANCIAL ANALYSIS** ..... 22-29  
**DEMOGRAPHICS** ..... 30-37

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EXECUTIVE SUMMARY

# 20663-5 SANTA CLARA ST MULTI-TENANT INDUSTRIAL

STRATTON COMMERCIAL REAL ESTATE, EVE CAPITAL, and HEYLER REALTY are pleased to present the property at 20663-5 Santa Clara St for sale. This multi-tenant industrial complex constructed in 1958 is located on 2.17 acres of BP zoned land in the Santa Clarita Valley. The property features a diverse range of spaces suitable for many uses. The corner lot is secured with fencing and features a monument sign on Santa Clara St and Ruether Ave.

## OFFERING SUMMARY

<b>BUILDING SQ.FT (ASSESSOR)</b> .....	11,300
<b>NET RENTABLE AREA</b> .....	86,063
<b>LAND SQ.FT (ASSESSOR)</b> .....	94,520
<b>LAND ACRES (ASSESSOR)</b> .....	2.167
<b>YEAR BUILT</b> .....	1957
<b>APN</b> .....	2805-015-005
<b>OWNERSHIP TYPE</b> .....	Fee Simple

## FINANCIAL SUMMARY

<b>OFFERING PRICE</b> .....	\$5,995,000
<b>NOI - CURRENT</b> .....	\$277,520
<b>NOI - STABILIZED</b> .....	\$720,054





EXECUTIVE SUMMARY

**PROPERTY FEATURES**

- UNIQUE BLEND OF SPACES
- ONE LEASE EXPIRING WITHIN 3 YEARS
- EIGHT UNITS MONTH-TO-MONTH
- SIX UNITS DELIVERED VACANT AT COE
- SUITABLE FOR VARIETY OF USES
- DESIRABLE CORNER LOT
- FENCED AND GATED
- EXCELLENT INGRESS/EGRESS

PROPERTY FEATURES

<b>NUMBER OF TENANTS</b> .....	15
<b>BUILDING SQ.FT. (ASSESSOR)</b> .....	11,300
<b>NET RENTABLE AREA</b> .....	86,063
<b>LAND SQ.FT. (ASSESSOR)</b> .....	94,520
<b>LAND ACRES (ASSESSOR)</b> .....	2.167
<b>YEAR BUILT</b> .....	1957
<b># OF PARCELS</b> .....	1
<b>ZONING TYPE</b> .....	BP
<b>NUMBER OF STORIES</b> .....	1
<b>LOT DIMENSION EST.</b> .....	275'w x 310'd

NEIGHBORING PROPERTIES

<b>NORTH</b> .....	Cement/Gravel Plant
<b>SOUTH</b> .....	Self Storage
<b>EAST</b> .....	Auto Salvage
<b>WEST</b> .....	CM Showroom

TENANT INFORMATION

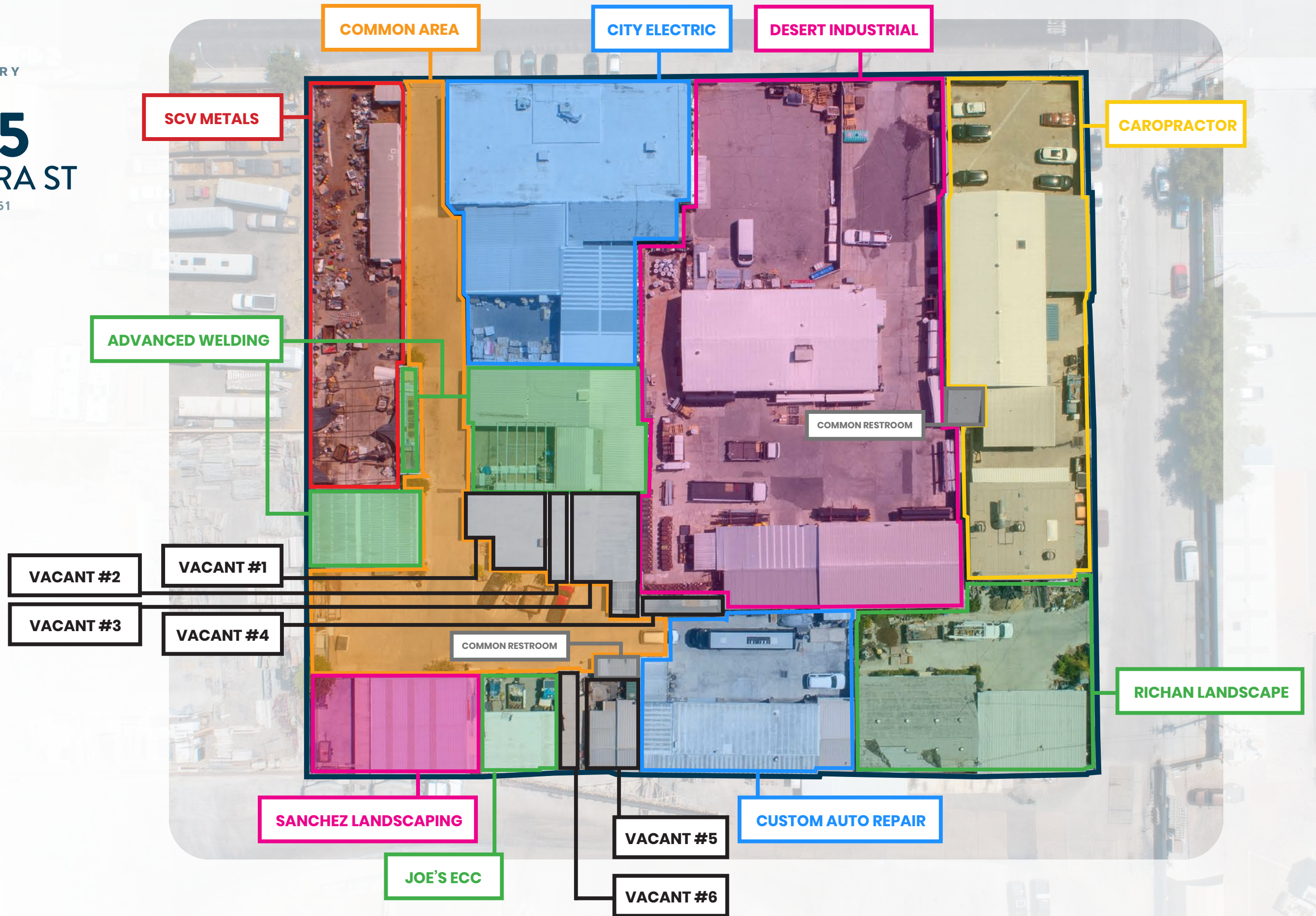
<b>LEASE TYPE</b> .....	Gross
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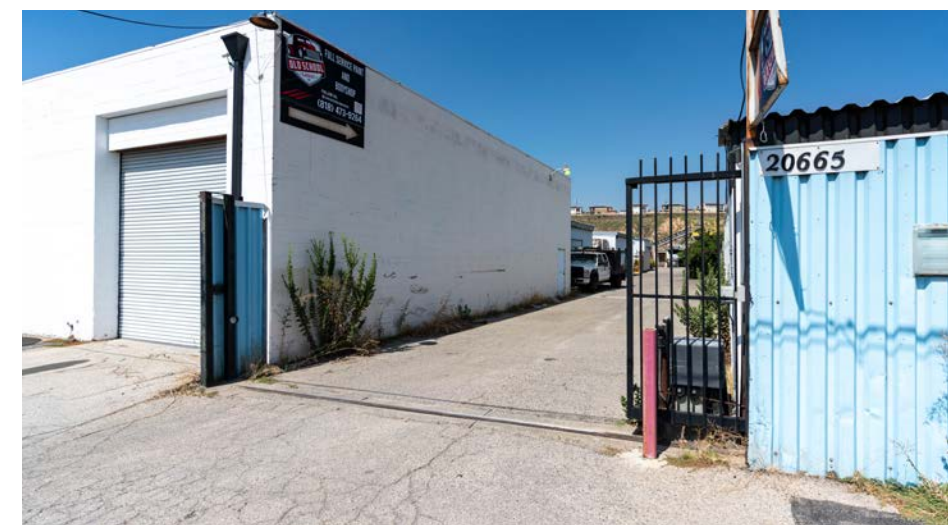


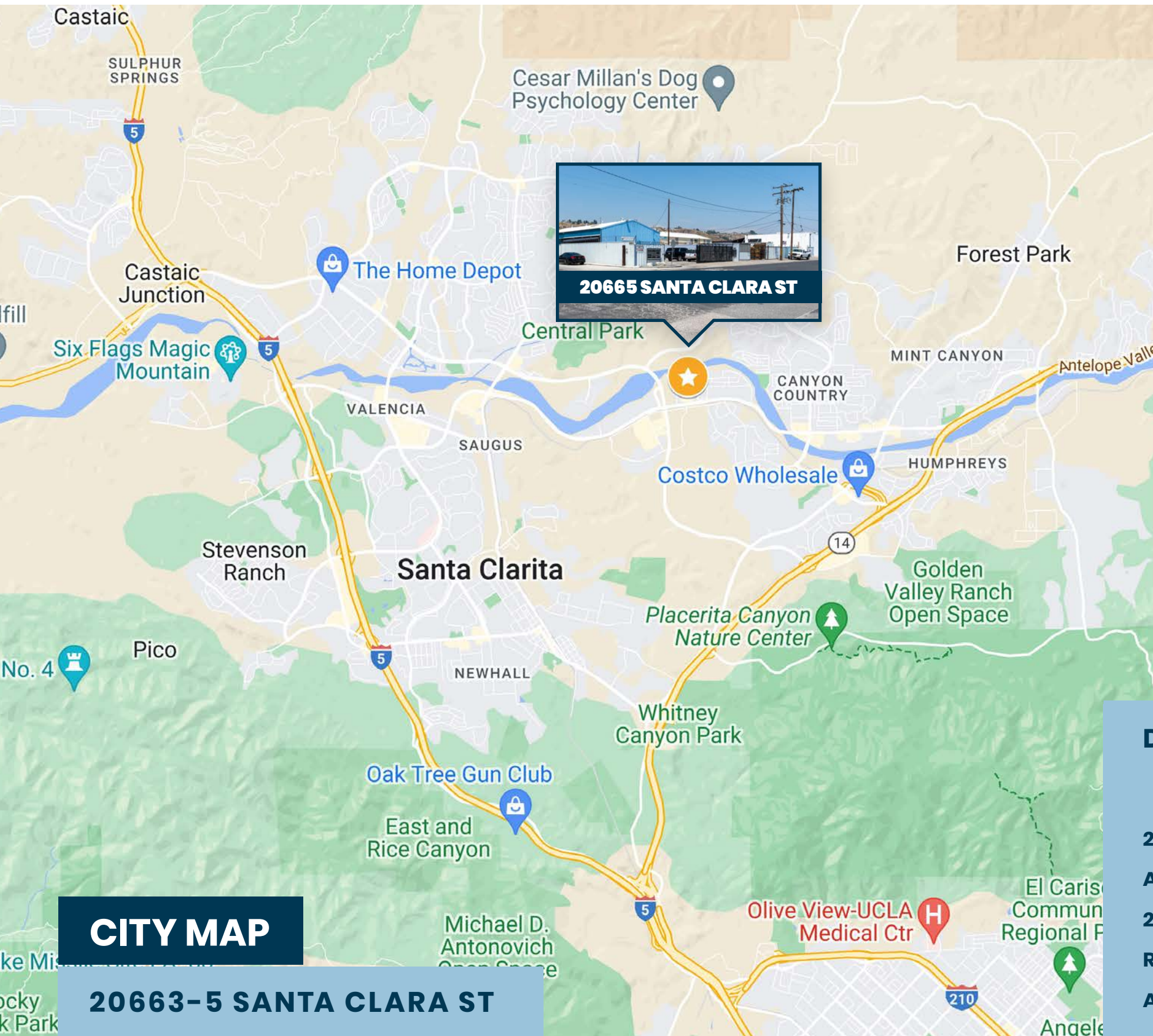
# 20663-5 SANTA CLARA ST

SANTA CLARITA, CA 91351

## SITE PLAN





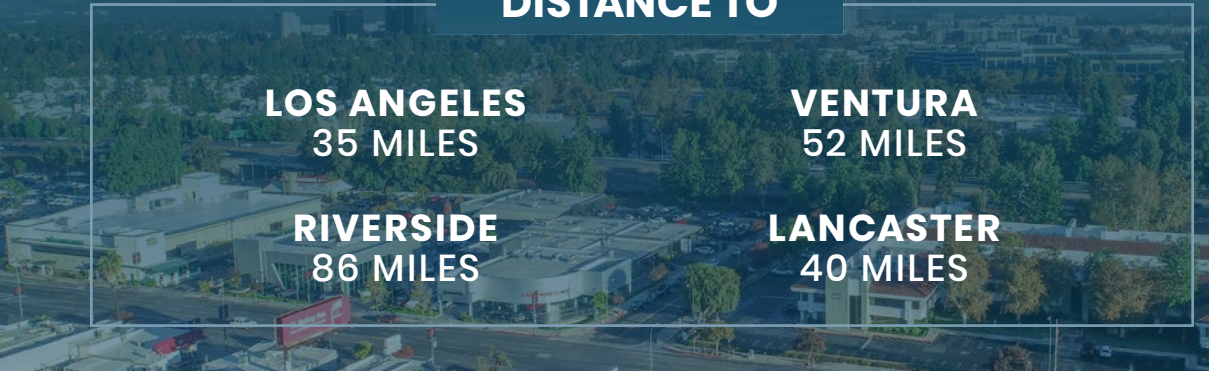


EXECUTIVE SUMMARY

# SANTA CLARITA VALLEY

Santa Clarita, CA, offers numerous advantages for commercial real estate. It has been recognized as the “Most Business-Friendly City in Los Angeles County” by The Los Angeles Economic Development Corp. Santa Clarita boasts no business license fees, utility users tax, gross receipts tax, or payroll tax, leading to lower operational costs. Businesses benefit from free recruitment and employment services at the America’s Job Center of California and the Use Tax Rebate Program. The city also features a Foreign Trade Zone, innovative programs such as the Small Business Grant Program and Shop/Eat Local campaign, and strong support for the arts and community events. With its strategic location along Interstate 5, rail connections to neighboring areas, and access to major thoroughfares, Santa Clarita is a prime location for commercial real estate ventures.

### DISTANCE TO



### DEMOGRAPHICS

	<u>2 MILE</u>	<u>5 MILE</u>	<u>10 MILE</u>
<b>2023 Population</b>	58,184	255,230	419,816
<b>Annual Growth 2010-2023</b>	2.6%	1.9%	1.0%
<b>2023 Households</b>	18,789	86,165	131,252
<b>Renter Occupied Households</b>	3,437	25,912	37,117
<b>Avg Household Income</b>	\$126,021	\$127,561	\$127,480

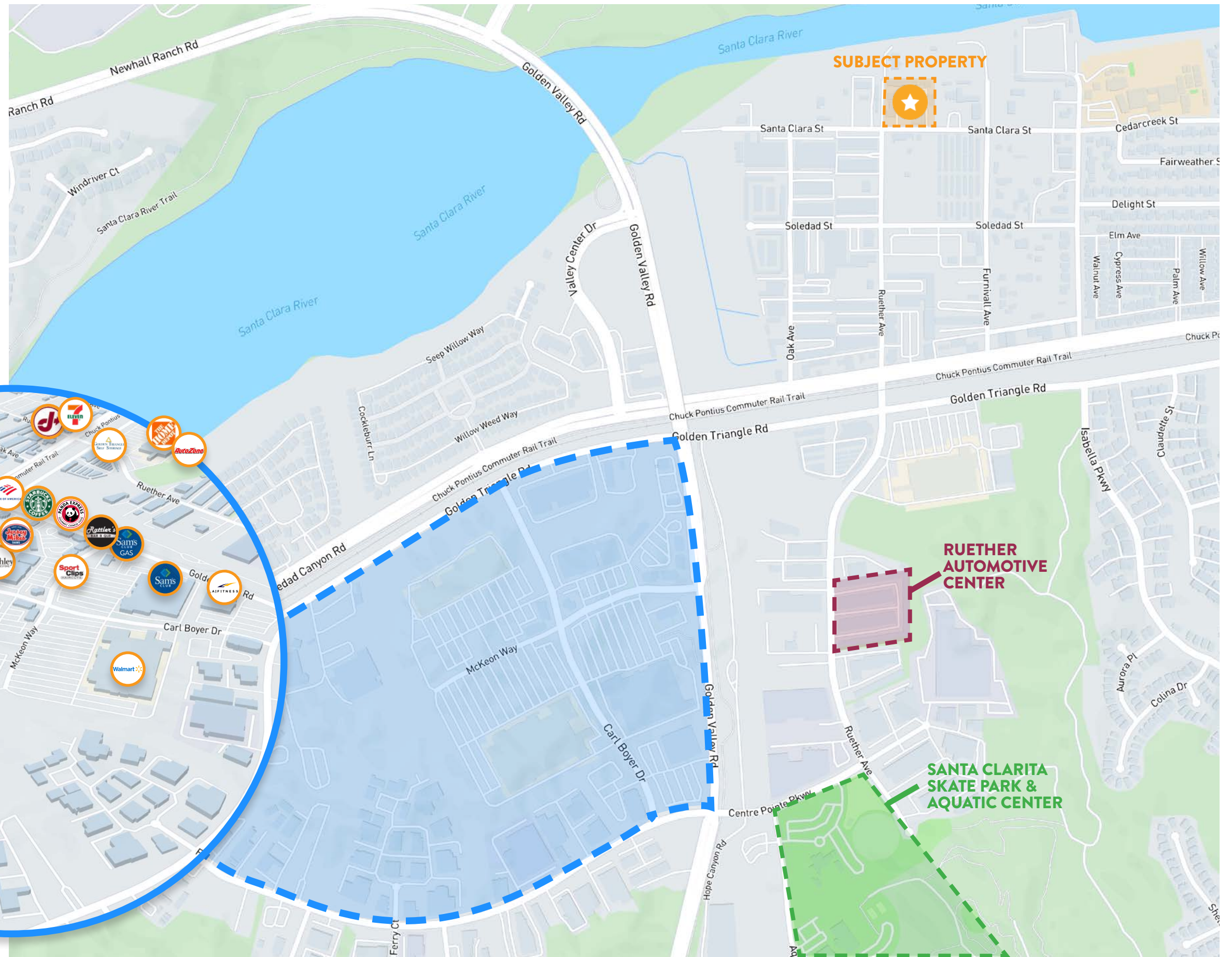
## CITY MAP

**20663-5 SANTA CLARA ST**

# 20663-5 SANTA CLARA ST

SANTA CLARITA, CA 91351

## AMENITIES & POINTS OF INTEREST







FINANCIALS

**RENT ROLL**

**20663-5 SANTA CLARA ST**

MARKET DATA

# 20663-5

## SANTA CLARA ST

SANTA CLARITA, CA 91351

### RENT ROLL

CONTINUED ON NEXT PAGE

Tenant Name	LEASE TERM Lease End	RENTAL RATES Monthly	PROFORMA RATE Monthly	Lease Type	Options/Notes
City Electric	4/31/27 + 1x 5 Yr Option	\$6,650	\$16,750	Gross	Electrical supply wholesaler with storage. Tenant rents approx. 5,000/SF building, 670/SF mezzanine, 2,945/SF enclosure and 7,950/SF of designated outdoor space.
Advanced Welding	Month-To-Month	\$5,200	\$7,070	Gross	Welding Shop. Tenant rents approx. 1,288/SF enclosure, 400/SF trailer and 2865/SF of designated outdoor space.
Custom Auto Repair	Month-To-Month	\$3,400	\$6,000	Gross	Auto Repair Shop. Tenant rents approx. 3834/SF enclosure and 3200/SF of designated outdoor space.
SCV Metal Recycling	Month-To-Month	\$1,500	\$3,570	Gross	Recycling company. Tenant rents approx. 440/SF trailer and 7,220/SF of designated outdoor space.
Sanchez Landscape	Month-To-Month	\$1,600	\$4,000	Gross	Landscaping Company. Tenant rents approx. 320/SF trailer and 2,400/SF of designated outdoor space.
Desert Industrial	Month-To-Month	\$6,250	\$16,000	Gross	Plumbing supply wholesaler with storage. Tenant rents approx. 3,200/SF building, 1,200/SF mezzanine, 3,240/SF enclosure and 14,223/SF of designated outdoor space.
Caropractor	Month-To-Month	\$5,000	\$12,000	Gross	Auto repair and painting company. Tenant rents approx. 1,600/SF building, 3,200/SF enclosure, and 1,315/SF of designated outdoor space.
ECC Contactor	Month-To-Month	\$865	\$1,200	Gross	Contractor Yard with equipment storage. Tenant rents approx. 320/SF trailer, and 1,280/SF of designated outdoor space.
Richan Landscape	Month-To-Month	\$2,500	\$6,060	Gross	Landscaping Company. Tenant rents approx. 1,500/SF building, 320/SF trailer, and 6,260/SF of designated outdoor space.
Ron Saumers <b>VACANT #2</b>	Vacant at COE	-	\$1,000	Gross	Personal storage. Tenant rents approx. 200/SF enclosure.
LL Storage Trailer <b>VACANT #4</b>	Vacant at COE	-	\$640	Gross	Delivered vacant at COE. 320/SF Trailer.
Trailer + Outdoor Space <b>VACANT #5</b>	Vacant	-	\$1,500	Gross	Delivered vacant at COE. 450/SF Trailer and 520/SF designated outdoor space.

MARKET DATA

# 20663-5

## SANTA CLARA ST

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Tenant Name	LEASE TERM Lease End	RENTAL RATES Monthly	PROFORMA RATE Monthly	Lease Type	Options/Notes
Williams Motorcycles <b>VACANT #1</b>	Vacant at COE	-	\$1,500	Gross	Delivered vacant at COE. 600/SF Enclosure and 208/SF designated outdoor space.
Manager's Unit <b>VACANT #3</b>	Vacant at COE	-	\$1,800	Gross	Delivered vacant at COE. 900/SF Enclosure and 208/SF designated outdoor space.
BB Trailer <b>VACANT #6</b>	Vacant	-	\$640	Gross	Currently vacant. 208/SF Trailer.

### RENT ROLL





FINANCIALS

**FINANCIAL ANALYSIS**

**20663-5 SANTA CLARA ST**

# 20663-5 SANTA CLARA ST

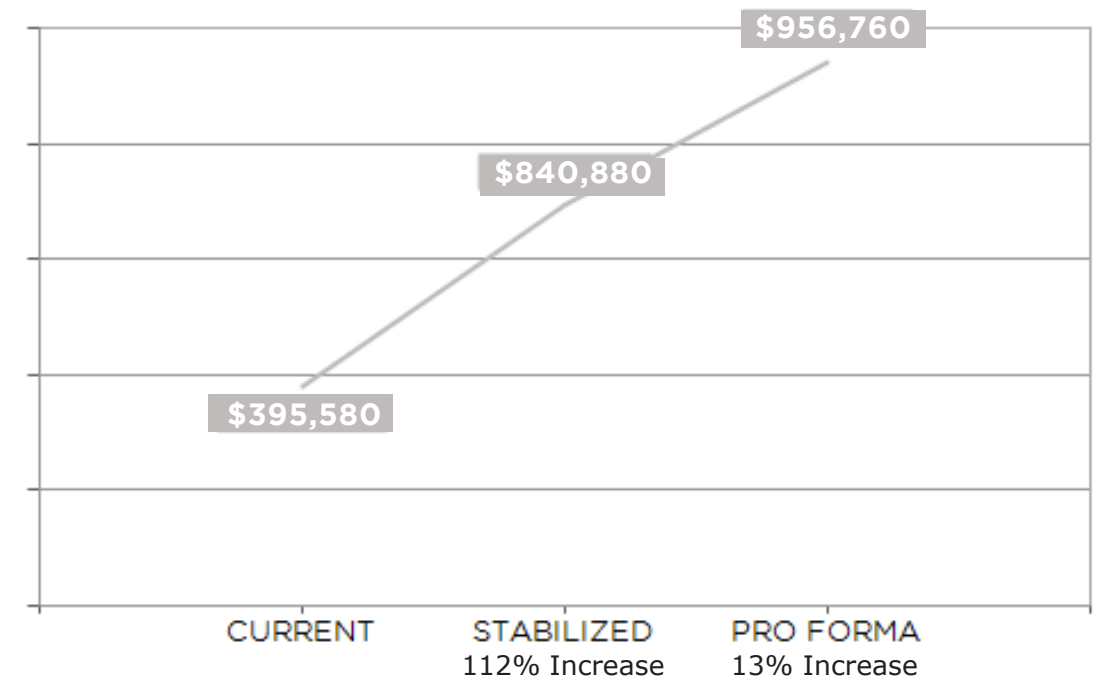
SANTA CLARITA, CA 91351

## INCOME & EXPENSE ANALYSIS

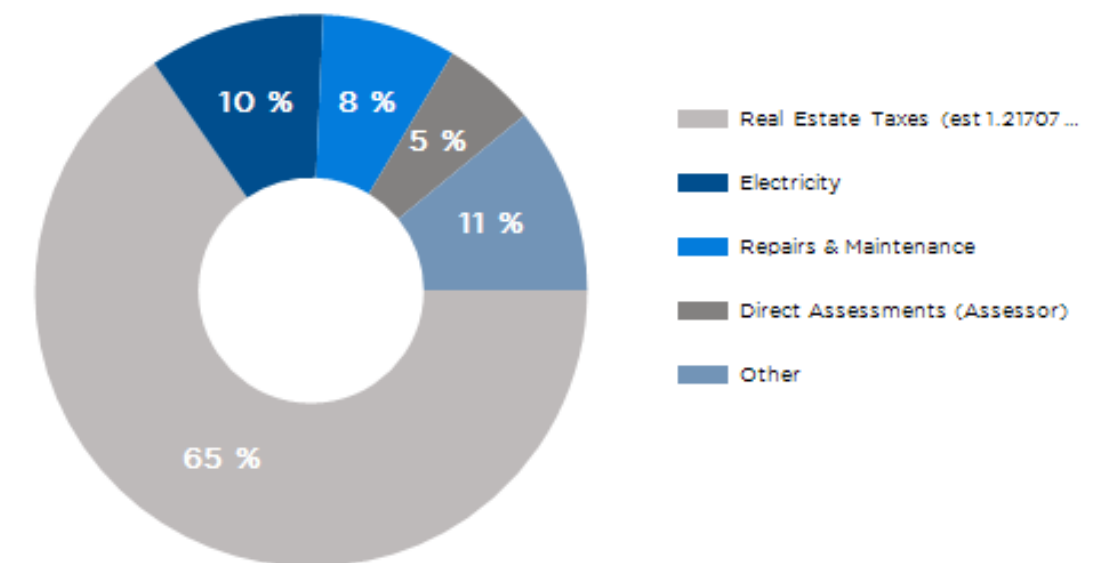
INCOME	CURRENT	STABILIZED	PRO FORMA
Gross Potential Rent	\$395,580	\$840,880	\$956,760
<b>Effective Gross Income</b>	\$395,580	\$840,880	\$956,760
Less Expense	\$118,060	\$118,060	\$118,060
<b>Net Operating Income</b>	\$277,520	\$722,820	\$838,700

EXPENSES	CURRENT	STABILIZED	PRO FORMA
Real Estate Taxes (est 1.217077%)	\$72,964	\$72,964	\$72,964
Direct Assessments (Assessor)	\$7,159	\$7,159	\$7,159
Insurance	\$1,314	\$1,314	\$1,314
MDSE-Materials	\$2,949	\$2,949	\$2,949
Repairs & Maintenance	\$13,426	\$13,426	\$13,426
Water	\$3,393	\$3,393	\$3,393
Waste	\$2,881	\$2,881	\$2,881
Electricity	\$10,261	\$10,261	\$10,261
Accounting	\$3,035	\$3,035	\$3,035
Licenses	\$165	\$165	\$165
Misc Expenses	\$369	\$369	\$369
Office Expenses	\$144	\$144	\$144
Total Operating Expenses	\$118,060	\$118,060	\$118,060
<b>% of EGI</b>	<b>29.84%</b>	<b>14.04%</b>	<b>12.34%</b>

### GROSS REVENUE TREND



### DISTRIBUTION OF EXPENSES STABILIZED



FINANCIALS

# 20663-5

## SANTA CLARA ST

SANTA CLARITA, CA 91351

### MULTI-YEAR CASH FLOW ANALYSIS

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#### GLOBAL

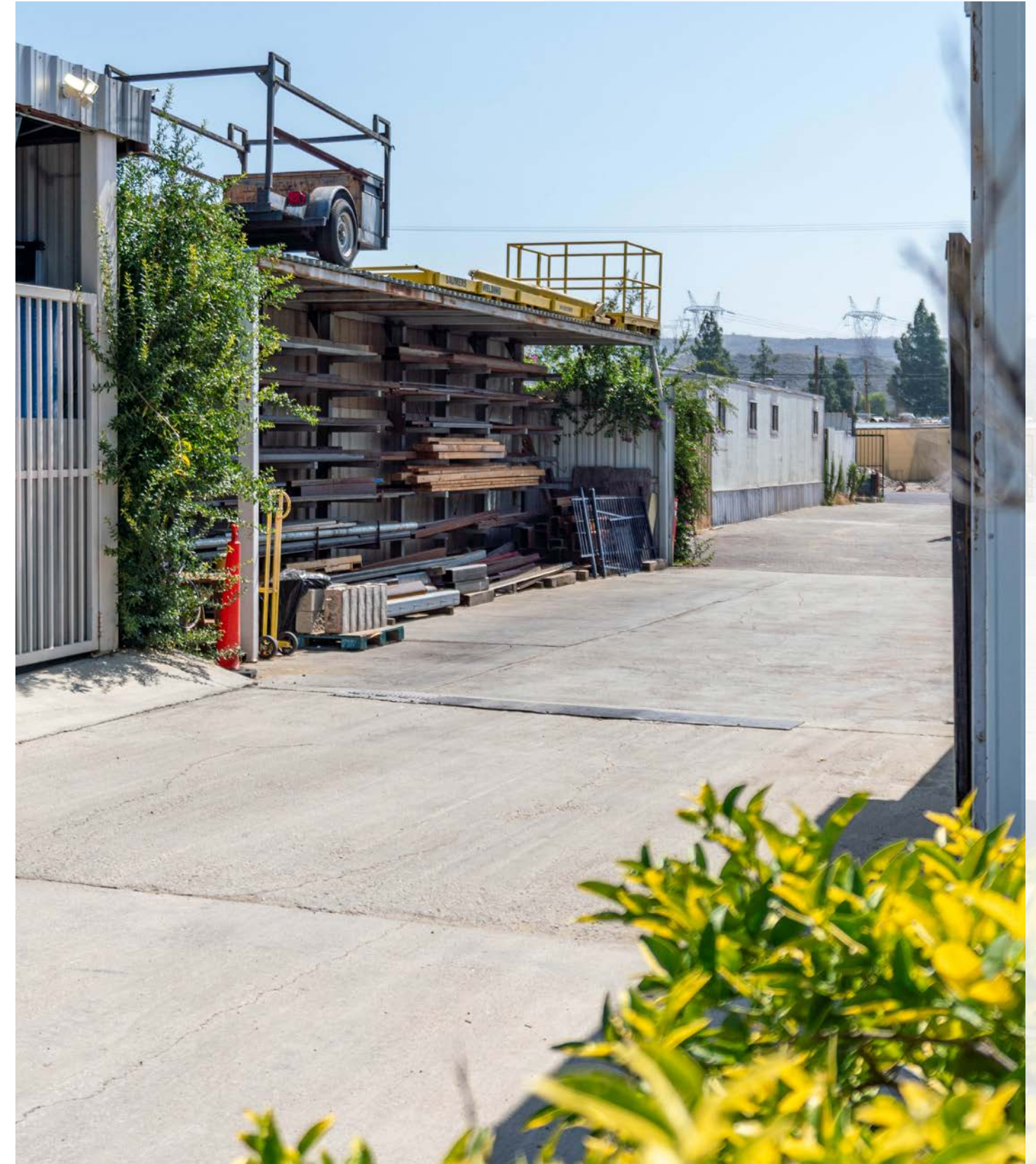
Offering Price	<b>\$5,995,000</b>
Analysis Period	10 year(s)

#### INCOME - Growth Rates

Gross Potential Rent	4.00 %
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#### EXPENSES - Growth Rates

Real Estate Taxes (est 1.217077%)	2.00 %
Direct Assessments (Assessor)	2.00 %
Insurance	4.00 %
MDSE-Materials	4.00 %
Repairs & Maintenance	4.00 %
Water	2.00 %
Waste	2.00 %
Electricity	2.00 %
Accounting	4.00 %
Licenses	4.00 %
Misc Expenses	4.00 %
Office Expenses	4.00 %

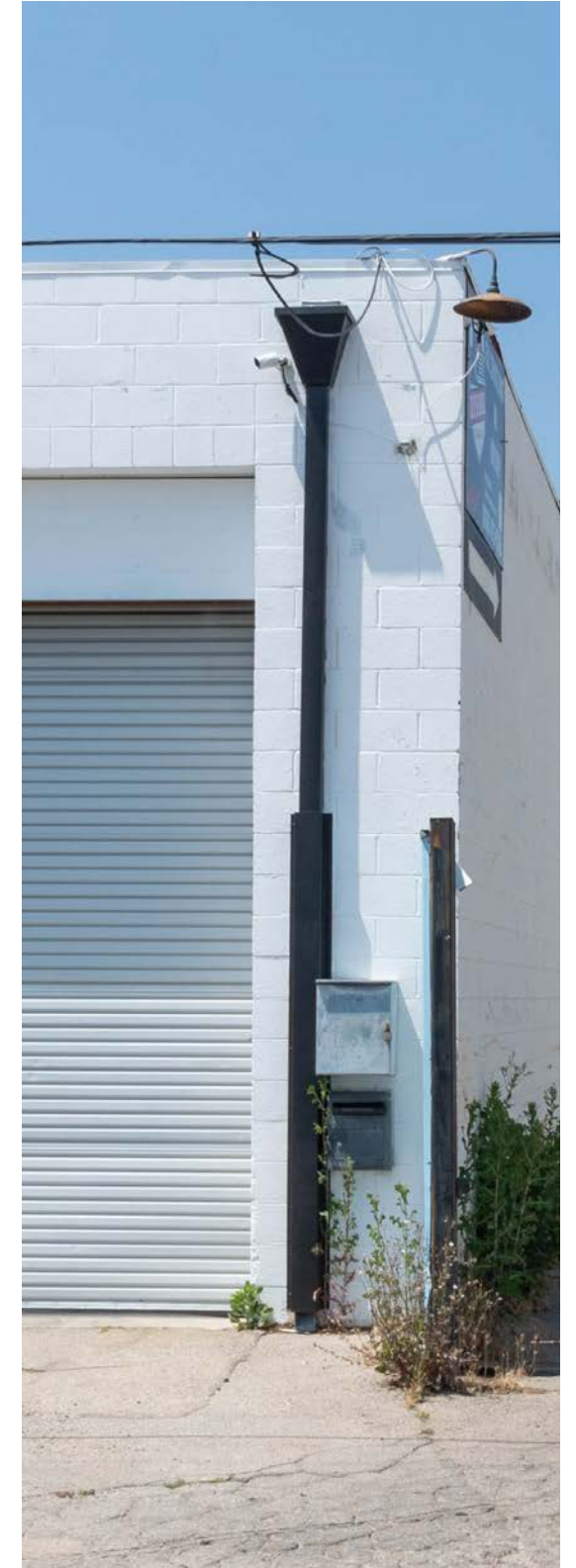


FINANCIALS

# 20663-5 SANTA CLARA ST

SANTA CLARITA, CA 91351

## MULTI-YEAR CASH FLOW ANALYSIS



	Year 1: Current	Year 2: Stabilized	Year 3	Year 4	Year 5	Year 6
<b>Gross Potential Revenue</b>						
Total Monthly	\$32,965	\$70,073	\$73,302	\$81,968	\$88,264	\$91,794
Total Annual	\$395,580	\$840,880	\$879,626	\$983,618	\$1,059,167	\$1,101,534
<b>Operating Expenses</b>						
Real Estate Taxes (est 1.217077%)	\$72,964	\$74,423	\$75,912	\$77,430	\$78,978	\$80,558
Direct Assessments (Assessor)	\$7,159	\$7,302	\$7,448	\$7,597	\$7,749	\$7,904
Insurance	\$1,314	\$1,340	\$1,367	\$1,394	\$1,422	\$1,451
MDSE-Materials	\$2,949	\$3,008	\$3,068	\$3,130	\$3,192	\$3,256
Repairs & Maintenance	\$13,426	\$13,695	\$13,968	\$14,248	\$14,533	\$14,823
Water	\$3,393	\$3,529	\$3,670	\$3,817	\$3,969	\$4,128
Waste	\$2,881	\$2,996	\$3,116	\$3,241	\$3,370	\$3,505
Electricity	\$10,261	\$10,671	\$11,098	\$11,542	\$12,004	\$12,484
Accounting	\$3,035	\$3,156	\$3,283	\$3,414	\$3,551	\$3,693
Licenses	\$165	\$172	\$178	\$186	\$193	\$201
Misc Expenses	\$369	\$384	\$399	\$415	\$432	\$449
Office Expenses	\$144	\$150	\$156	\$162	\$168	\$175
<b>Total Operating Expenses</b>	\$118,060	\$120,826	\$123,664	\$126,575	\$129,562	\$132,627
<b>Net Operating Income</b>	\$277,520	\$720,054	\$755,963	\$857,043	\$929,605	\$968,907
<b>CAP Rate</b>						
	<b>4.63%</b>	<b>12.01%</b>	<b>12.61%</b>	<b>14.30%</b>	<b>15.51%</b>	<b>16.16%</b>
Operating Expense Ratio	29.84%	14.37%	14.06%	12.87%	12.23%	12.04%
Breakeven Ratio	29.84%	14.37%	14.06%	12.87%	12.23%	12.04%

	Year 7	Year 8	Year 9	Year 10	Year 11
Total Monthly	\$95,466	\$99,285	\$103,256	\$107,387	\$111,682
Total Annual	\$1,145,595	\$1,191,419	\$1,239,076	\$1,288,639	\$1,340,184
<b>Operating Expenses</b>					
Real Estate Taxes (est 1.217077%)	\$82,169	\$83,812	\$85,489	\$87,198	\$88,942
Direct Assessments (Assessor)	\$8,062	\$8,223	\$8,388	\$8,556	\$8,727
Insurance	\$1,480	\$1,509	\$1,540	\$1,570	\$1,602
MDSE-Materials	\$3,321	\$3,387	\$3,455	\$3,524	\$3,595
Repairs & Maintenance	\$15,120	\$15,422	\$15,731	\$16,045	\$16,366
Water	\$4,293	\$4,465	\$4,644	\$4,829	\$5,022
Waste	\$3,645	\$3,791	\$3,943	\$4,101	\$4,265
Electricity	\$12,983	\$13,503	\$14,043	\$14,605	\$15,189
Accounting	\$3,840	\$3,994	\$4,154	\$4,320	\$4,493
Licenses	\$209	\$217	\$226	\$235	\$244
Misc Expenses	\$467	\$486	\$505	\$525	\$546
Office Expenses	\$182	\$189	\$197	\$205	\$213
<b>Total Operating Expenses</b>	\$135,772	\$139,000	\$142,313	\$145,713	\$149,204
<b>Net Operating Income</b>	\$1,009,823	\$1,052,419	\$1,096,763	\$1,142,926	\$1,190,980
<b>CAP Rate</b>					
	<b>16.84%</b>	<b>17.55%</b>	<b>18.29%</b>	<b>19.06%</b>	<b>19.87%</b>
Operating Expense Ratio	11.85%	11.67%	11.49%	11.31%	11.13%
Breakeven Ratio	11.85%	11.67%	11.49%	11.31%	11.13%



DEMOGRAPHICS  
**DEMOGRAPHICS**  
20663-5 SANTA CLARA ST



DEMOGRAPHICS

# 20663-5 SANTA CLARA ST

SANTA CLARITA, CA 91351

## DEMOGRAPHIC DATA

POPULATION	1 MILE	3 MILE	5 MILE
2000 Population	8,795	80,655	153,398
2010 Population	9,920	97,491	201,292
2022 Population	13,464	111,315	224,816
2027 Population	13,156	108,896	220,474
2022 African American	673	4,946	9,589
2022 American Indian	149	1,300	2,511
2022 Asian	1,570	12,888	28,846
2022 Hispanic	5,569	41,061	77,458
2022 Other Race	3,019	19,466	36,603
2022 White	5,895	54,257	111,163
2022 Multiracial	2,134	18,274	35,776
2022-2027: Population: Growth Rate	-2.30 %	-2.20 %	-1.95 %
2022 HOUSEHOLD INCOME	1 MILE	3 MILE	5 MILE
less than \$15,000	169	1,272	2,730
\$15,000-\$24,999	100	1,088	2,151
\$25,000-\$34,999	190	1,269	2,621
\$35,000-\$49,999	308	2,474	4,666
\$50,000-\$74,999	729	5,334	9,680
\$75,000-\$99,999	552	4,867	9,485
\$100,000-\$149,999	953	8,794	17,149
\$150,000-\$199,999	689	5,749	11,434
\$200,000 or greater	647	6,414	15,471
Median HH Income	\$104,156	\$109,165	\$113,680
Average HH Income	\$134,158	\$141,627	\$150,082

HOUSEHOLDS	1 MILE	3 MILE	5 MILE
2000 Total Housing	3,001	28,577	54,164
2010 Total Households	3,254	32,318	66,996
2022 Total Households	4,336	37,261	75,388
2027 Total Households	4,250	36,534	74,110
2022 Average Household Size	3.10	2.98	2.97
2000 Owner Occupied Housing	2,363	20,634	37,574
2000 Renter Occupied Housing	506	6,793	14,469
2022 Owner Occupied Housing	3,425	27,797	52,512
2022 Renter Occupied Housing	911	9,464	22,875
2022 Vacant Housing	112	906	2,328
2022 Total Housing	4,448	38,167	77,716
2027 Owner Occupied Housing	3,372	27,388	51,882
2027 Renter Occupied Housing	878	9,146	22,228
2027 Vacant Housing	175	1,664	3,484
2027 Total Housing	4,425	38,198	77,594
2022-2027: Households: Growth Rate	-2.00 %	-1.95 %	-1.70 %



# 20663-5

## SANTA CLARA ST

SANTA CLARITA, CA 91351

### DEMOGRAPHIC DATA

2022 POPULATION BY AGE	1 MILE	3 MILE	5 MILE
2022 Population Age 30-34	949	8,407	16,856
2022 Population Age 35-39	907	7,903	16,207
2022 Population Age 40-44	830	7,488	15,338
2022 Population Age 45-49	835	7,390	15,045
2022 Population Age 50-54	886	7,552	15,254
2022 Population Age 55-59	883	7,491	14,755
2022 Population Age 60-64	868	6,683	13,024
2022 Population Age 65-69	739	5,332	10,204
2022 Population Age 70-74	616	4,069	7,664
2022 Population Age 75-79	466	2,777	5,204
2022 Population Age 80-84	296	1,779	3,091
2022 Population Age 85+	231	1,619	2,958
2022 Population Age 18+	10,586	85,493	170,811
2022 Median Age	40	38	37

2022 INCOME BY AGE	1 MILE	3 MILE	5 MILE
Median Household Income 25-34	\$107,766	\$105,045	\$106,038
Average Household Income 25-34	\$133,345	\$132,694	\$135,670
Median Household Income 35-44	\$125,644	\$123,442	\$128,770
Average Household Income 35-44	\$158,468	\$157,706	\$165,292
Median Household Income 45-54	\$122,984	\$136,375	\$148,297
Average Household Income 45-54	\$156,200	\$169,684	\$181,618
Median Household Income 55-64	\$107,857	\$120,188	\$128,579
Average Household Income 55-64	\$137,679	\$154,854	\$166,661
Median Household Income 65-74	\$84,981	\$89,611	\$93,455
Average Household Income 65-74	\$115,731	\$116,806	\$122,371
Average Household Income 75+	\$88,834	\$80,018	\$81,987

2027 POPULATION BY AGE	1 MILE	3 MILE	5 MILE
2027 Population Age 30-34	1,069	8,546	17,757
2027 Population Age 35-39	1,015	9,304	18,830
2027 Population Age 40-44	854	7,679	15,690
2027 Population Age 45-49	746	6,989	13,922
2027 Population Age 50-54	735	6,667	13,344
2027 Population Age 55-59	820	6,751	13,288
2027 Population Age 60-64	787	6,445	12,469
2027 Population Age 65-69	785	5,831	11,168
2027 Population Age 70-74	679	4,593	8,597
2027 Population Age 75-79	536	3,381	6,278
2027 Population Age 80-84	365	2,208	4,036
2027 Population Age 85+	272	1,893	3,352
2027 Population Age 18+	10,475	84,845	169,873
2027 Median Age	40	39	38

2027 INCOME BY AGE	1 MILE	3 MILE	5 MILE
Median Household Income 25-34	\$121,049	\$115,749	\$119,648
Average Household Income 25-34	\$154,186	\$152,329	\$160,748
Median Household Income 35-44	\$152,081	\$145,735	\$152,403
Average Household Income 35-44	\$188,353	\$184,756	\$193,637
Median Household Income 45-54	\$150,291	\$153,060	\$160,720
Average Household Income 45-54	\$184,468	\$192,092	\$205,468
Median Household Income 55-64	\$128,601	\$139,234	\$151,325
Average Household Income 55-64	\$168,366	\$180,370	\$194,000
Median Household Income 65-74	\$105,210	\$107,503	\$109,546
Average Household Income 65-74	\$146,303	\$145,892	\$152,331
Average Household Income 75+	\$121,710	\$107,800	\$110,982

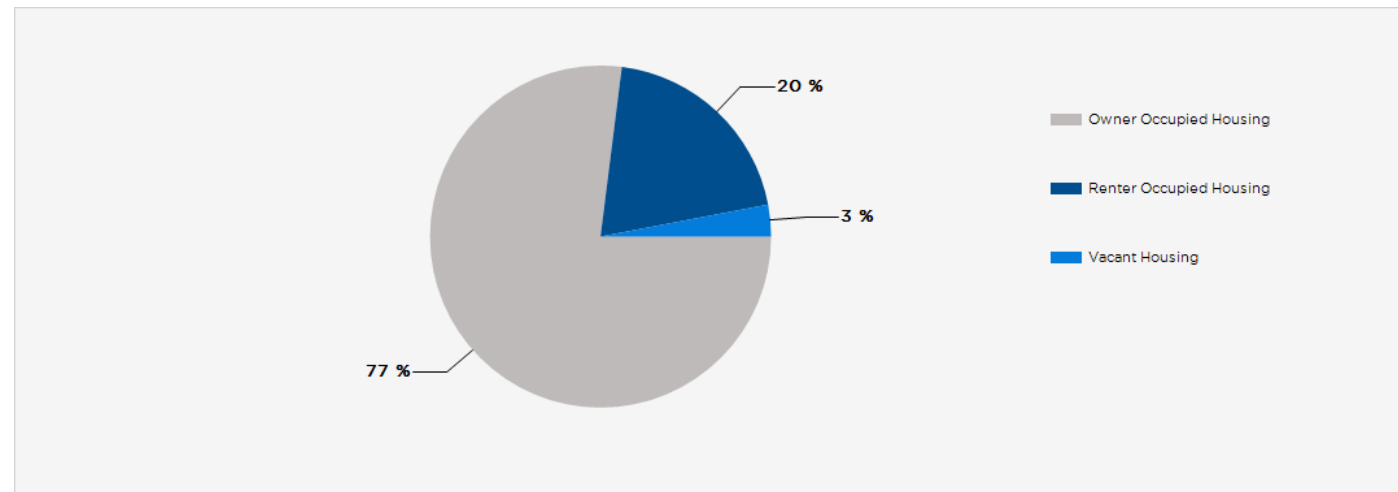
DEMOGRAPHICS

# 20663-5 SANTA CLARA ST

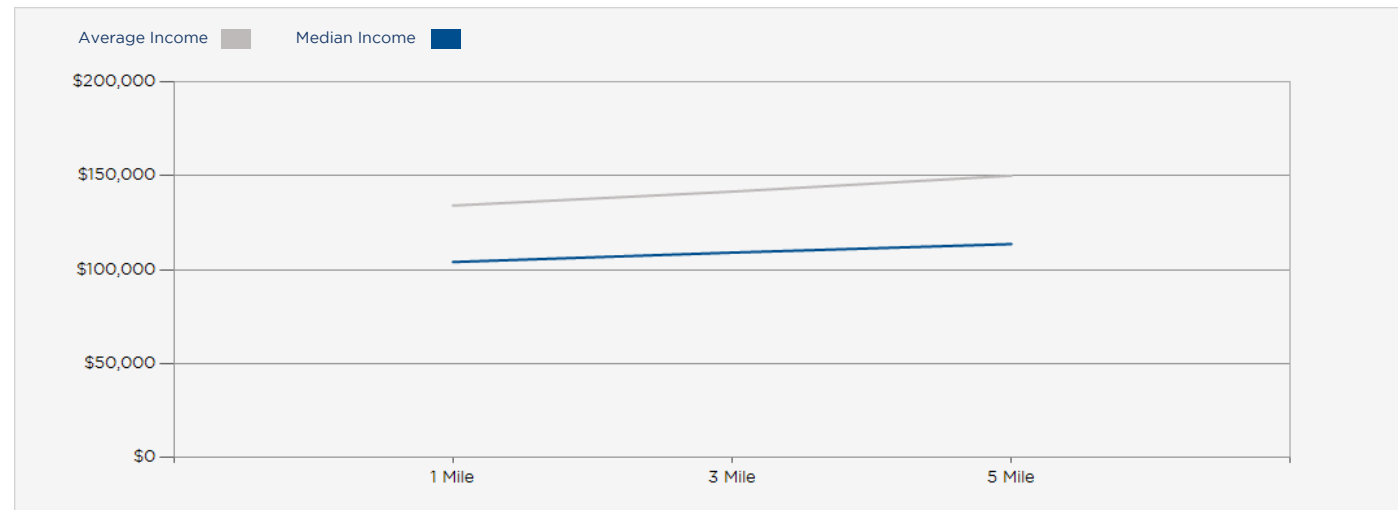
SANTA CLARITA, CA 91351

## DEMOGRAPHIC CHARTS

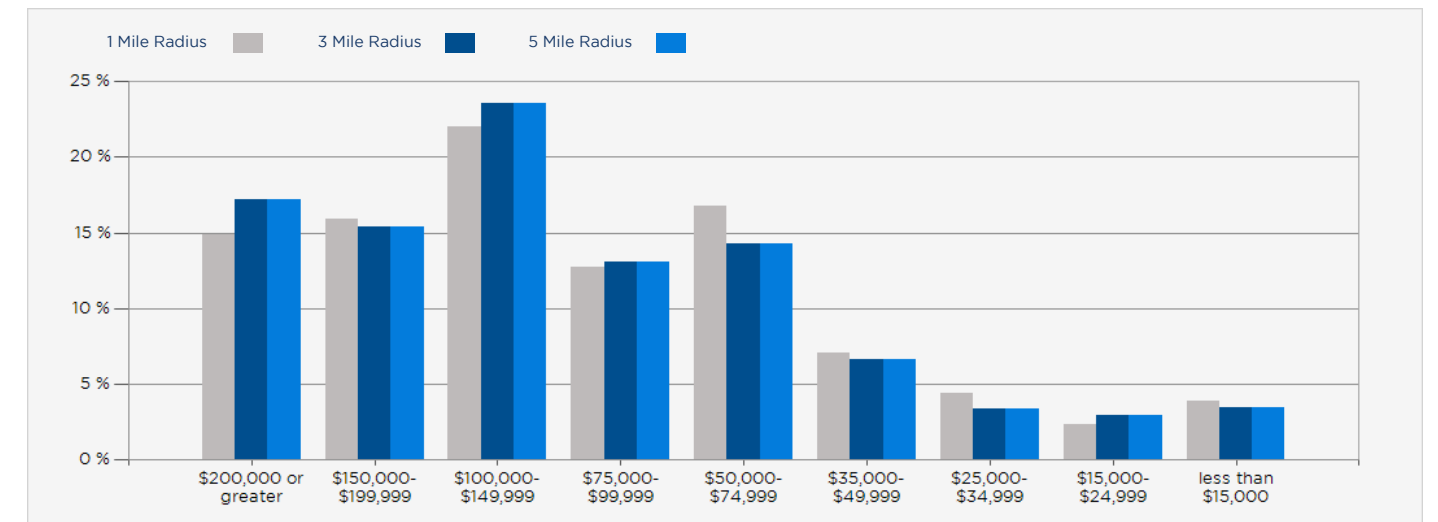
2022 Household Occupancy - 1 Mile Radius



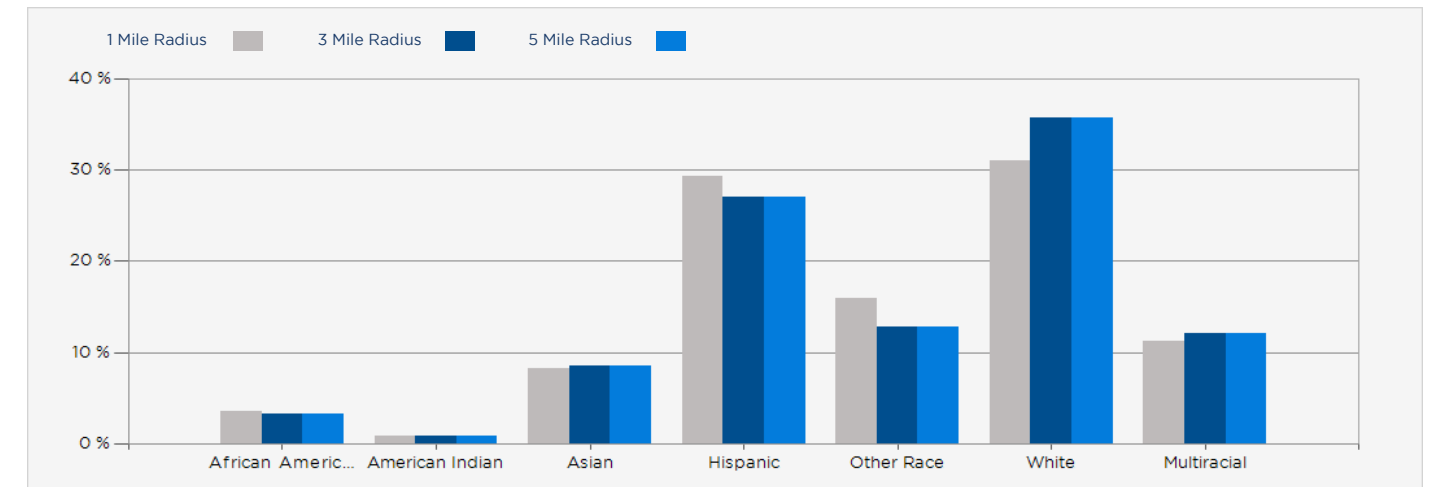
2022 Household Income Average and Median



2022 Household Income



2022 Population by Race





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One or more listing agents is related to the sellers.

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**FOR SALE**

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