OFFERING MEMORANDUM

OFFERING PRICE: \$4,750,000

21012, 21024 & 21034 SHERMAN WAY CANOGA PARK, CA 91303

COMMERCIAL AUTO BODY & REPAIR BUILDING PORTFOLIO

- 3 Contiguous Parcels Totaling ±19,160 SF on a ±65,000 SF Lot
- Can be Purchased as a Portfolio or Separately
- Ideal for Owner/Operator or Investor Seeking a Highly-Desirable Automotive Market Position
- Strong Canoga Park Location, with High Demand for Auto Body-Related Service Businesses
- \$248 PPSF | 5.4% Cap Rate

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SUBJECT PROPERTY



EXECUTIVE SUMMARY | SHERMAN WAY PORTFOLIO

21012 – 21034 Sherman Way is an automotive Service center comprising 4 commercial buildings in Canoga Park, CA. These 3 contiguous parcels total 19,160 SF of rentable Building Area (RBA) and reside on a 65,148.91 SF lot. They are located along Sherman Way, a main thoroughfare between signalized corners.

The property benefits from its high-traffic location with visible street signage, frontage, and over 80 parking spaces. It provides ample parking for a car dealership and an auto repair shop, allowing customers to easily access these businesses.

This is an excellent opportunity for Investors to acquire a property to reposition with a new tenant base and increase market rents on a NNN basis or for an Owner/User to expand their business.

PROPERTY HIGHLIGHTS

- Showroom & Offices
- Permitted Spray Booths from AQMD & LADBS
- Hoists and 11 Above-Ground Lifts
- Clarifiers
- Above-Ground Tanks
- Updated Fire Suppression System
- Rotary Lifts
- Separate Primer Zone
- * Buyer to verify all property highlights with appropriate city entities and conduct their own inspections and due diligence.



EXECUTIVE SUMMARY | 21012 - 21024 SHERMAN WAY

21012 – 21024 Sherman Way is a commercial property comprised of a retail showroom with signage and 42 feet of frontage along Sherman Way, 9 automotive bays, 2nd-floor office space, and a freestanding building totaling 3 structures designated for vehicle sales and rentals.

Built in 1962, the structures are 14,948 SF on a 51,000 SF lot, 25,500 of which is designated as a commercial parking lot with 80 parking spaces.

The Property is currently leased to Nationwide Auto Exchange, an auto body repair and paint shop for vehicles. It appears that Nationwide Auto Exchange has a permit from South Coast AQMD and the city to conduct spray painting (spray booth). Which is an added benefit to the sale.

21012-21024 Sherman Way can be purchased separately with an offering price of: \$3,000,000.

21012 SHERMAN WAY (PARKING LOT)



2112-030-023

ASSESSOR PARCEL NUMBER



Parking Lot



±80
PARKING SPACES



25,500 SF

21024 SHERMAN WAY (BUILDING & LOT)



2112-030-004

ASSESSOR PARCEL NUMBER



14,948 SF



Commercial

PROPERTY TYPE



1962



Vehicle Rentals & Sales



3 BUILDINGS



25,500 SF



TENANT UNITS



C2 zoning

EXECUTIVE SUMMARY | 21034 SHERMAN WAY

21034 Sherman Way is a commercial building with an auto repair garage, office, and 4 Bays. Built in 1960 and comprised of 4,212 SF Sq. Ft. on a 14,049 SF lot. The property is zoned LAP, which doesn't currently enable a buildable component.

The Property is currently leased to Auto Craft Collision, an auto body repair and vehicle paint shop. It appears that Auto Craft Collision has a permit from LADBS & South Coast AQMD, for a spray painting (spray booth). This is an added benefit to the sale.

21034 Sherman Way can be purchased separately with an offering price of: \$1,750,000.

21034 SHERMAN WAY (BUILDING & LOT) 2112-030-022 ASSESSOR PARCEL NUMBER 4,212 SF **BUILDING SIZE** 14,049 SF LOT SIZE BUILDINGS 1960 YEAR BUILT LAP ZONING Commercial PROPERTY TYPE Auto Repair & Garage LAND USE **PARKING SPACES**

LEASE OVERVIEW

21012-21024 SHERMAN WAY

Lessee:

Nationwide Auto Exchange (CA Corporation)

Tenant Type:

Non-Credit Tenant with Personal Guarantee

Base Rent:

\$17,859.29/Month | \$214,311.49/Annual

Lease Type:

NET (Tenant pays utilities, personal insurance, some maintenance, and repairs)

Rent Increases:

Annual Fixed Rental Increases

Owner Responsibilities:

Current Owner Responsible for Maintenance of Roof, Structure, Insurance and Property Taxes

Lease Term Remaining:

Lease Expires on July 30, 2026

21034 SHERMAN WAY

Lessee:

Auto Craft Collision, LLC

Tenant Type:

Non-Credit Tenant with Personal Guarantee

Base Rent:

\$9,540.94/Month | \$114,491.28/Annual

Lease Type:

NET (Tenant pays utilities, personal insurance, some maintenance, and repairs)

Rent Increases:

Annual Fixed Rental Increases

Owner Responsibilities:

Current Owner Responsible for Maintenance of Roof, Structure, Insurance and Property Taxes

Lease Term:

Month-to-Month

OWNER-USER OR INVESTMENT OPPORTUNITY

Whether you're looking to expand your auto business, lease it out for income, or landbank in a stable location, this Auto Body & Repair Shop opportunity is ideal for Investors & Owner/User Operators.



HIGH DEMAND FOR AUTO SERVICES

Los Angeles is car-dependent, with over 6 million registered vehicles in LA County alone. Auto body and repair services are essential and recession-resistant, making tenant demand consistent even during economic downturns.



LIMITED SUPPLY | ZONED SPACE

Industrial and auto-related zoning is becoming increasingly rare and restrictive in LA due to rezoning for residential or mixed-use development. This limited supply means existing properties hold strong long-term value and experience low vacancy rates.



ESTABLISHED, LONG-TERM TENANTS

Auto shop tenants often stay in place for years due to the high cost of relocating and rebuilding infrastructure (lifts, paint booths, permits, etc.). This means stable, long-term lease income for property owners.



BARRIERS TO ENTRY PROTECT VALUE

Opening a new shop requires special permits (air quality, hazardous waste, zoning), which makes existing facilities more valuable and less likely to face competition from new developments.



VALUE-ADD

Owners can often boost returns through cosmetic improvements, lease-up strategies, or repositioning (e.g., adding used car sales, tire services, or towing operations). Furthermore, properties in prime locations may present future redevelopment potential.



DIVERSIFICATION IN AN INDUSTRIAL PORTFOLIO

Auto-related real estate offers a unique asset class within industrial properties, less reliant on logistics or warehousing, and provides stable cash flow with fewer tech-driven disruptions.

KEY HIGHLIGHTS

Situated in the heart of the San Fernando Valley, this property benefits from high traffic counts, excellent visibility, and proximity to major thoroughfares and freeways - ideal for capturing both local and commuter clientele.



EQUIPPED & OPERATIONAL

This isn't just a building, ownership retains the existing infrastructure suitable for automotive services, including lifts, spray booths, and ventilation, it offers immediate business utility for owner-operators or tenants.



ZONED & READY

Industrial/commercial zoning allows for continued use as an auto body and repair shop, and may support a range of other industrial or automotive-related businesses. Buyers can also explore redevelopment potential (subject to zoning).



DEVELOPMENT

Based on the Zoning there may be potential to develop.



STRONG MARKET FUNDAMENTALS

Canoga Park and the surrounding area have seen consistent industrial demand and limited supply, making this a solid long-term investment whether you're an operator, investor, or developer.



OWNER-USER OR INVESTMENT OPPORTUNITY

Whether you're looking to expand your auto business, lease it out for income, or landbank in a growing area, this property checks the boxes. Properties like this are rarely available in this part of the Valley.

AUTO BODY SHOP TRENDS | CANOGA PARK



LOCATION AND ACCESSIBILITY

- Prime Location: Situated in the San Fernando Valley, Canoga Park offers easy access to major freeways such as 101, 118, and 405, providing excellent connectivity for automotive businesses.
- High Traffic Area: Major thoroughfares like Sherman Way, Topanga Canyon Boulevard, and Roscoe Boulevard offer high visibility and significant vehicular traffic, ideal for attracting customers.

DEMOGRAPHICS AND MARKET POTENTIAL

- Diverse Population: Canoga Park is home to a diverse community with a mix of residential, commercial, and industrial zones, offering a broad customer base for automotive services.
- Growing Demand: A large percentage of the population relies on personal vehicles, creating consistent demand for automotive repairs, maintenance, and related services.

BUSINESS-FRIENDLY ENVIRONMENT

- Industrial and Commercial Hubs: The area has numerous auto repair shops, dealerships, and supply stores, making it a well-established automotive market.
- Zoning Opportunities: Canoga Park has zones that support automotive businesses, including service, repair, and sales facilities.

COMPETITIVE ADVANTAGE

- Parking and Space Availability: Many properties in Canoga Park offer ample parking and larger lot sizes, which are beneficial for automotive businesses requiring space for vehicles, equipment, and customers.
- Proximity to Suppliers: Local availability of automotive parts and suppliers reduces costs and improves operational efficiency.

COMMUNITY AND NETWORKING

- Local Automotive Events: Canoga Park hosts car shows and events, providing networking and marketing opportunities for automotive business owners.
- Supportive Community: The neighborhood values small businesses, offering potential for word-ofmouth growth and loyal customer bases.

ECONOMIC INCENTIVES

- Local Programs: There may be business incentives or assistance programs for new or expanding businesses in the area.
- Affordability: Compared to nearby areas like Woodland Hills or Encino, Canoga Park often provides more cost-effective options for commercial properties.

AUTO-RELATED INVESTMENT TRENDS | CANOGA PARK

The auto body repair industry in Canoga Park and the Western San Fernando Valley reflects broader national trends, with local nuances influenced by regional demographics, economic conditions, and market demands.

LOCAL MARKET DYNAMICS

- High Vehicle Ownership: The San Fernando Valley, including Canoga Park, has a high rate of vehicle ownership, leading to consistent demand for auto body repair services.
- Established Auto Body Shops: The area hosts numerous reputable auto body repair shops.
- Competitive Landscape: Multiple auto body shops foster a competitive environment, encouraging businesses to maintain high service standards and competitive pricing.



PHOTO GALLERY | PARCELS

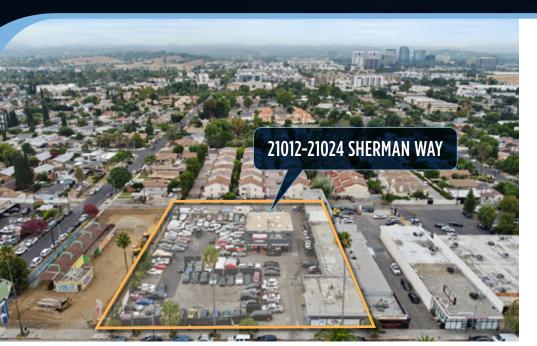






PHOTO GALLERY | EXTERIOR - 21012 & 21024 SHERMAN WAY

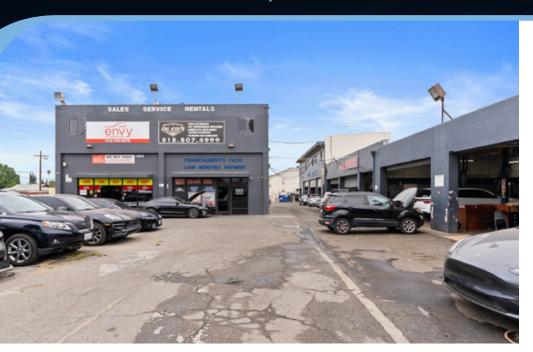
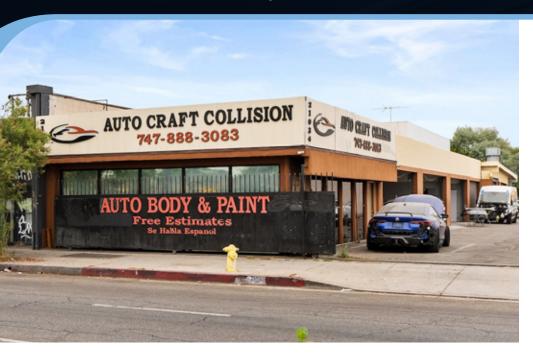








PHOTO GALLERY | EXTERIOR - 21034 SHERMAN WAY



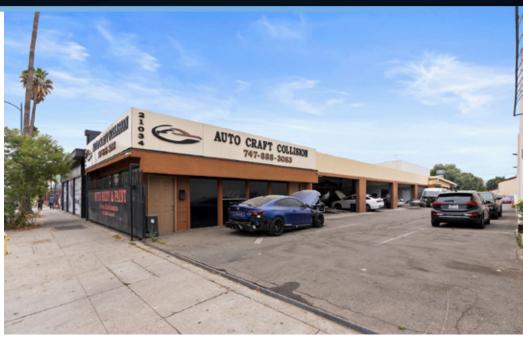
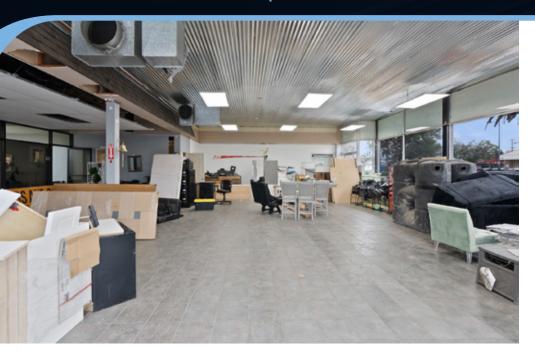






PHOTO GALLERY | INTERIOR - SHOWROOM



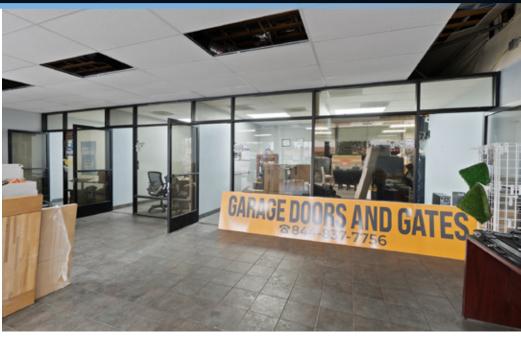
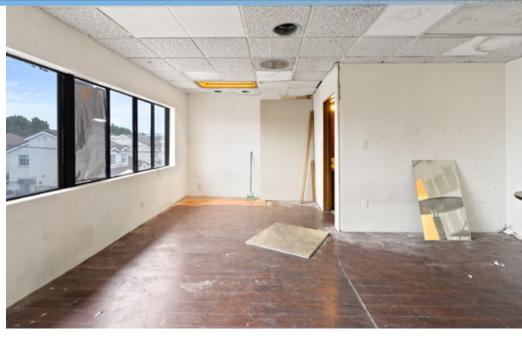






PHOTO GALLERY | INTERIOR - UPSTAIRS OFFICE





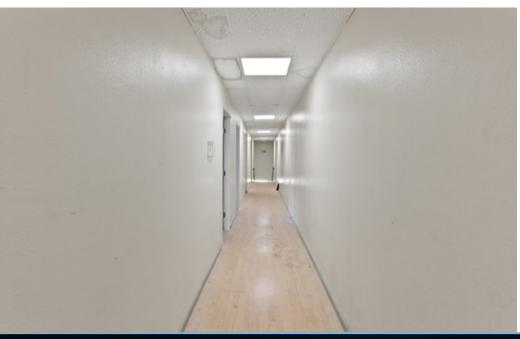




PHOTO GALLERY | EXTERIOR



FINANCIALS



PORTFOLIO FINANCIAL OVERVIEW

RECONSTRUCTED PROFIT & LOSS				
RENTAL INCOME	\$328,802.76			
REAL ESTATE TAXES (Based on 1.199691% of List Price)	\$56,985.32			
INSURANCE (Based on Previous P&L's)	\$16,000			
TOTAL ESTIMATED EXPENSE	\$72,985.32			
NET INCOME	\$255,817.44			
CAP RATE	5.4%			
PRICE PER SQ FT	\$248			
OFFER PRICE	\$4,750,000			

PORTFOLIO RENT ROLL

ADDRESS	TENANT	SQUARE FOOTAGE	MONTHLY RENT	ANNUAL RENT	LEASE START	LEASE END
21012-21024 Sherman Way	Nationwide Auto Exchange	14,948	\$17,859.29	\$214,311.48	7/1/2021	6/30/2026
21034 Sherman Way	Auto Craft Collision, LLC	4,212	\$9,540.94	\$114,491.28	1/1/2020	12/31/2024
TOTAL		19,160	\$27,400.23	\$328,802.76		

21012-21024 Sherman Way can be purchased separately with an offering price of: \$3,000,000.

21034 Sherman Way can be purchased separately with an offering price of: \$1,750,000.

DEMOGRAPHICS

POPULATION	1 MILE	3 MILES	5 MILES	10 MILES	10 MIN DRIVE
POPULATION	45,216	230,141	457,903	1,105,824	378,823
5-YEAR GROWTH	-2.0%	-2.3%	-2.5%	-2.6%	-2.0%
MEDIAN AGE	36	40	41	40	41
5-YEAR FORECAST	38	41	42	42	42
WHITE/BLACK/HISPANIC	22% / 5% / 62%	37% / 5% / 42%	43% / 5% / 37%	41% / 4% / 42%	40% / 5% / 40%
5-YEAR FORECAST	22% / 5% / 62%	36% / 5% / 42%	43% / 5% / 37%	41% / 4% / 42%	39% / 5% / 40%
EMPLOYMENT	16,848	128,839	232,491	490,274	201,159
BUYING POWER	\$954.7M	\$6.7B	\$14.4B	\$33.1B	\$11.4B
5-YEAR GROWTH	-1.6%	-3.3%	-3.4%	-3.4%	-2.8%
COLLEGE GRADUATES	22.2%	34.5%	37.3%	35.5%	47.2%
HOUSEHOLD	1 MILE	3 MILES	5 MILES	10 MILES	10 MIN DRIVE
HOUSEHOLDS	14,946	80,026	160,702	377,857	131,045
5-YEAR GROWTH	-1.8%	-2.3%	-2.6%	-2.8%	-2.1%
MEDIAN HOUSEHOLD INCOME	\$63,879	\$84,116	\$89,407	\$87,612	\$87,291
5-YEAR FORECAST	\$64,059	\$83,289	\$88,681	\$87,022	\$86,695
AVERAGE HOUSEHOLD INCOME	\$83,940	\$109,288	\$116,827	\$115,879	\$113,527
5-YEAR FORECAST	\$84,819	\$108,398	\$115,969	\$115,239	\$112,829
% HIGH INCOME (>\$75K)	43%	55%	57%	56%	56%
HOUSING	1 MILE	3 MILES	5 MILES	10 MILES	10 MIN DRIVE
MEDIAN HOME VALUE	\$695,266	\$746,497	\$802,720	\$808,788	\$772,695
MEDIAN YEAR BUILT	1979	1972	1970	1971	1970
OWNER / RENTER OCCUPIED	25% / 75%	46% / 54%	52% / 48%	52% / 48%	50% / 50%

INCOME & SPENDING DEMOGRAPHICS

	1 M	IILE	3 M	ILES	5 M	ILES	10 MIN	DRIVE
2024 HOUSEHOLD BY HH INCOME	14,947		80,026		160,702		131,045	
<\$25,000	2,946	19.71%	12,927	16.15%	23,451	14.59%	19,641	14.99%
\$25,000 - \$50,000	3,068	20.53%	11,903	14.87%	22,928	14.27%	19,216	14.66%
\$50,000 - \$75,000	2,533	16.95%	11,544	14.43%	23,054	14.35%	18,689	14.26%
\$75,000 - \$100,000	1,929	12.91%	9,979	12.47%	18,945	11.79%	16,223	12.38%
\$100,000 - \$125,000	1,516	10.14%	8,876	11.09%	17,785	11.07%	14,636	11.17%
\$125,000 - \$150,000	1,075	7.19%	6,166	7.70%	12,064	7.51%	9,887	7.54%
\$150,000 - \$200,000	966	6.46%	8,097	10.12%	17,207	10.71%	13,739	10.48%
\$200,000+	914	6.11%	10,534	13.16%	25,268	15.72%	19,013	14.51%
2024 AVG HOUSEHOLD INCOME	\$83	,940	\$109	9,288	\$116	5,827	\$113	,527
2024 MED HOUSEHOLD INCOME	\$63	,879	\$84,116		\$89,407		\$87,291	
TOTAL SPECIFIED CONSUMER SPENDING	\$44	9.9M	\$2	\$2.9B \$6B		5B	\$4.8B	
TOTAL APPAREL	\$26.5M	5.90%	\$150.4M	5.24%	\$306.2M	5.07%	\$249.1M	5.15%
WOMEN'S APPAREL	\$9.8M	2.18%	\$58.4M	2.04%	\$120.2M	1.99%	\$97.1M	2.01%
MEN'S APPAREL	\$5.5M	1.23%	\$31.8M	1.11%	\$65M	1.08%	\$53M	1.10%
GIRL'S APPAREL	\$1.9M	0.43%	\$10.2M	0.36%	\$20.5M	0.34%	\$16.8M	0.35%
BOY'S APPAREL	\$1.5M	0.32%	\$7.6M	0.26%	\$15M	0.25%	\$12.3M	0.25%
INFANT APPAREL	\$1.3M	0.30%	\$6.9M	0.24%	\$13.4M	0.22%	\$11.1M	0.23%
FOOTWEAR	\$6.5M	1.44%	\$35.5M	1.24%	\$72M	1.19%	\$58.9M	1.22%
TOTAL ENTERTAINMENT & HOBBIES	\$59.6M	13.25%	\$403.7M	14.08%	\$865.1M	14.31%	\$685.8M	5.15%
ENTERTAINMENT	\$9.7M	2.16%	\$66.4M	2.31%	\$141.5M	2.34%	\$112.8M	2.01%
AUDIO & VISUAL EQUIPMENT/SERVICE	\$13.3M	2.95%	\$80.5M	2.81%	\$167.5M	2.77%	\$134.8M	1.10%
READING MATERIALS	\$844.3K	0.19%	\$6.5M	0.23%	\$14.2M	0.23%	\$11.2M	0.35%
PETS, TOYS, & HOBBIES	\$9.1M	2.02%	\$65.1M	2.27%	\$140.7M	2.33%	\$110.8M	0.23%
PERSONAL ITEMS	\$26.7M	5.92%	\$185.4M	6.47%	\$401.2M	6.64%	\$316.2M	1.22%

INCOME & SPENDING DEMOGRAPHICS

	1 M	ILE	3 M	ILES	5 M	ILES	10 MIN	DRIVE
TOTAL FOOD AND ALCOHOL	\$133.9M	29.76%	\$782.8M	27.30%	\$1.6B	26.63%	\$1.3B	5.15%
FOOD AT HOME	\$73M	16.22%	\$410.6M	14.32%	\$837.3M	13.85%	\$683.9M	2.01%
FOOD AWAY FROM HOME	\$52.5M	11.67%	\$319.5M	11.14%	\$661.9M	10.95%	\$532.2M	0.23%
ALCOHOLIC BEVERAGES	\$8.4M	1.86%	\$52.7M	1.84%	\$110.8M	1.83%	\$87.4M	1.22%
TOTAL HOUSEHOLD	\$64.8M	14.40%	\$472.6M	16.48%	\$1B	16.95%	\$809.3M	5.15%
HOUSE MAINTENANCE & REPAIR	\$8.2M	1.83%	\$79.5M	2.77%	\$182.4M	3.02%	\$142.5M	2.01%
HOUSEHOLD EQUIP & FURNISHINGS	\$26.7M	5.93%	\$176.3M	6.15%	\$372.8M	6.17%	\$296.2M	1.10%
HOUSEHOLD OPERATIONS	\$21.5M	4.79%	\$152M	5.30%	\$326.8M	5.41%	\$258.5M	0.23%
HOUSING COSTS	\$8.3M	1.85%	\$64.8M	2.26%	\$142.7M	2.36%	\$112.1M	1.22%
TOTAL TRANSPORTATION/MAINT.	\$116.9M	25.97%	\$719.3M	25.08%	\$1.5B	24.93%	\$1.2B	5.15%
VEHICLE PURCHASES	\$55.2M	12.27%	\$340.1M	11.86%	\$716.9M	11.86%	\$574.5M	2.01%
GASOLINE	\$32.1M	7.13%	\$181.5M	6.33%	\$370.8M	6.13%	\$300.9M	1.10%
VEHICLE EXPENSES	\$2.2M	0.50%	\$18.9M	0.66%	\$42.1M	0.70%	\$33.1M	0.35%
TRANSPORTATION	\$12.8M	2.83%	\$90.4M	3.15%	\$193.4M	3.20%	\$153.2M	0.23%
AUTOMOTIVE REPAIR & MAINT.	\$14.6M	3.24%	\$88.4M	3.08%	\$184M	3.04%	\$148M	1.22%
TOTAL HEALTH CARE	\$20M	4.44%	\$132.2M	4.61%	\$283.7M	4.69%	\$224.7M	5.15%
MEDICAL SERVICES	\$12.2M	2.72%	\$80.9M	2.82%	\$173.6M	2.87%	\$137.4M	2.01%
PRESCRIPTION DRUGS	\$5.5M	1.22%	\$36.6M	1.28%	\$79.1M	1.31%	\$62.2M	0.23%
MEDICAL SUPPLIES	\$2.2M	0.49%	\$14.7M	0.51%	\$31.1M	0.51%	\$25M	1.22%
TOTAL EDUCATION/DAY CARE	\$28.3M	6.30%	\$206.4M	7.20%	\$448.1M	7.41%	\$354.1M	5.15%
EDUCATION	\$18M	4.00%	\$128.4M	4.48%	\$277.5M	4.59%	\$220M	2.01%
FEES & ADMISSIONS	\$10.3M	2.30%	\$78M	2.72%	\$170.6M	2.82%	\$134M	1.22%

TRAFFIC COUNT



TRAFFIC COUNTS				
Sherman Way/Independence Ave.	29.7K			
Sherman Way/Loma Verde Ave.	32.5K			
Sherman Way/Milwood Ave.	29.8K			
De Soto Ave./Gault St.	36.6K			

LOCATION				
Location Score	EXCELLENT LOCATION (89)			
Walk Score®	VERY WALKABLE (87)			
Transit Score®	GOOD TRANSIT (53)			

COLLECTION STREET	CROSS STREET - DIRECTION	TRAFFIC VOLUME	COUNT YEAR	DIST FROM SUBJECT
Sherman Way	Independence Ave E	29,713	2022	0.01 mi
Sherman Way	Loma Verde Ave E	32,525	2022	0.10 mi
Sherman Way	Milwood Ave E	29,800	2022	0.17 mi
De Soto Ave.	Gault St S	36,611	2022	0.20 mi
De Soto Ave.	W. Sherman Way - S	37,656	2022	0.20 mi
Sherman Way	Eton Ave E	32,711	2022	0.24 mi
Sherman Way	Kelvin Ave W	30,174	2018	0.35 mi
Canoga Ave.	Gault St S	29,641	2022	0.35 mi
Sherman Way	Canoga Ave E	31,355	2022	0.38 mi
Alabama Ave.	Gault St S	1,018	2022	0.43 mi

SOLD COMPARABLES



SOLD COMPARABLES MAP



SOLD COMPARABLES | 21012, 21024 & 21034 SHERMAN WAY



21012, 21024 & 21034 SHERMAN WAY

Canoga Park, CA 91303

ТҮРЕ	Auto Sales
BUILT	1962
BUILDING SF	19,160
LIST PRICE	\$4,750,000
PRICE PER SF	\$248
SOLD DATE	TBD



6723 RESEDA BLVD.

Reseda, CA 91335

ТҮРЕ	Auto Repair
BUILT	1960
BUILDING SF	9,250
SOLD PRICE	\$3,900,000
PRICE PER SF	\$422
SOLD DATE	11/25/2024



22107 SHERMAN WAY

Canoga Park, CA 91303

ТҮРЕ	Auto Sales
BUILT	1979
BUILDING SF	12,136
SOLD PRICE	\$3,875,000
PRICE PER SF	\$419
SOLD DATE	10/7/2024



17733 CHATSWORTH ST

Granada Hills, CA 91344

TYPE	Retail
BUILT	1953
BUILDING SF	3,245
SOLD PRICE	\$1,300,000
PRICE PER SF	\$401
SOLD DATE	7/1/2025

SOLD COMPARABLES | 21012, 21024 & 21034 SHERMAN WAY



21012, 21024 & 21034 SHERMAN WAY

Canoga Park, CA 91303

ТҮРЕ	Auto Sales
BUILT	1962
BUILDING SF	19,160
LIST PRICE	\$4,750,000
PRICE PER SF	\$248
SOLD DATE	TBD



14723 AETNA ST.

Van Nuys, CA 91411

ТҮРЕ	Retail
BUILT	1945
BUILDING SF	5,440
SOLD PRICE	\$4,300,000
PRICE PER SF	\$790
SOLD DATE	3/28/2025



14520 DELANO ST.

Van Nuys, CA 91411

ТҮРЕ	Retail
BUILT	1929
BUILDING SF	5,000
SOLD PRICE	\$2,450,000
PRICE PER SF	\$490
SOLD DATE	3/26/2025



17733 CHATSWORTH ST.

Granada Hills, CA 91344

Retail
1953
3,245
\$1,300,000
\$401
6/25/2025

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