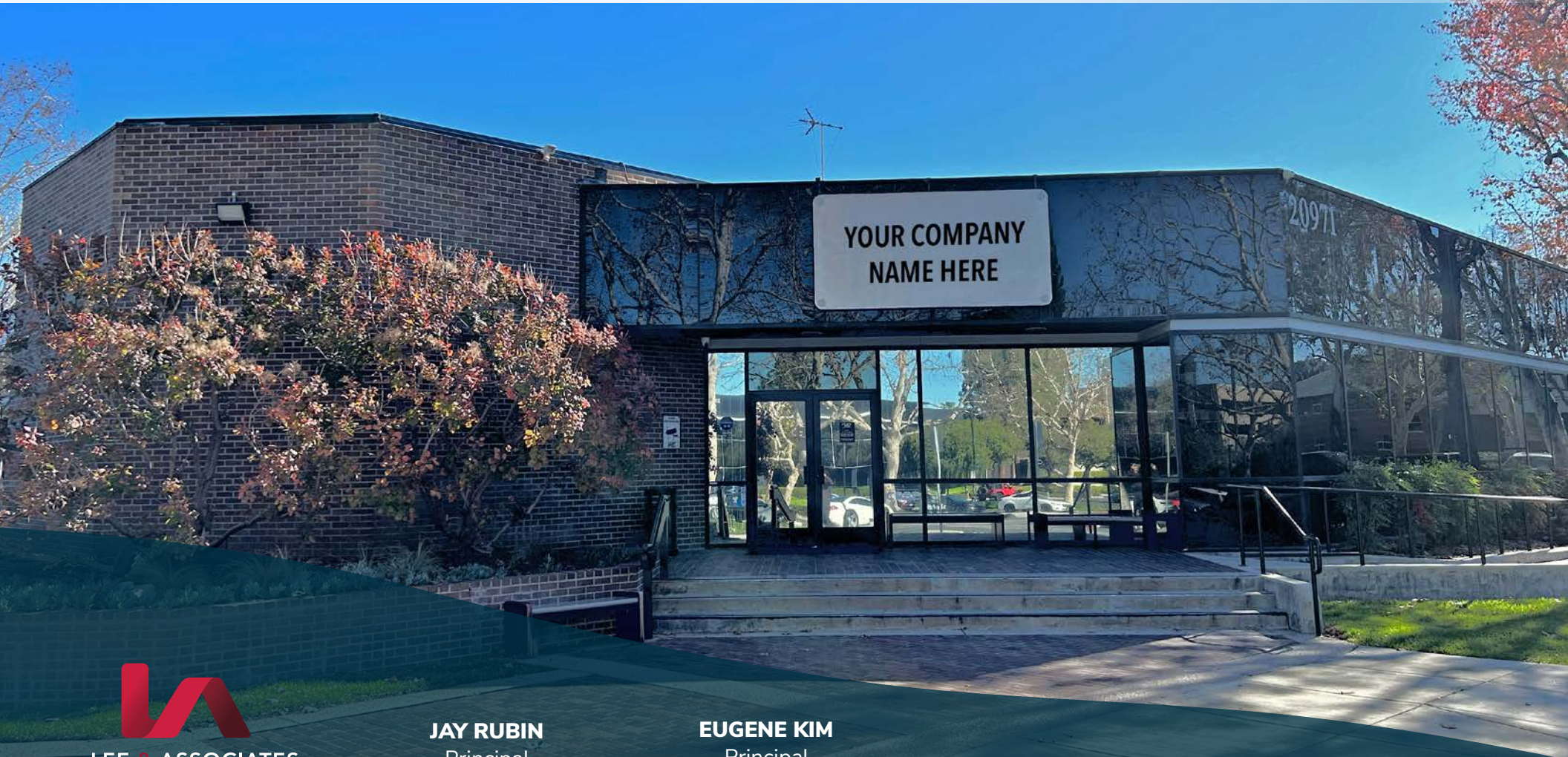


20971 Warner Center Lane Woodland Hills, CA

For Sale | Owner User Opportunity in Warner Center

Office or Medical Building

18,990 SF Single Story Free-Standing Building



LEE & ASSOCIATES
COMMERCIAL REAL ESTATE SERVICES

No warranty or representation is made as to the accuracy of the foregoing information. Terms of sale or lease and availability are subject to change or withdrawal without notice. CID #01191898

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DISCLAIMER

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The materials herein have been obtained from sources believed to be reliable. Nevertheless, the Seller nor Lee & Associates make no warranties or representations, expressed or implied, concerning the accuracy or completeness of this information. This document is submitted subject to errors, omissions, changes in price; rental, market or otherwise and withdrawal without notice.

No broker or agent, other than Lee & Associates Seller's exclusive representative, is authorized to present this investment opportunity.

Interested buyers should be aware that the owner (the "Seller") of the property known as **20971 WARNER CENTER LANE, WOODLAND HILLS, CA 91367** ("Property") is selling the property in "AS IS" CONDITION WITH ALL FAULTS, WITHOUT REPRESENTATIONS OR WARRANTIES OF ANY KIND OR NATURE, EXCEPT WARRANTY OF TITLE. Prior to and/or after contracting to purchase as appropriate, Buyer will be given a reasonable opportunity to inspect and investigate the Property and all improvements thereon, either independently or through agents of Buyer's choosing.

Buyer shall not be entitled to, and should not, rely on the Seller, or its agents as the (i) the quality, nature, adequacy and physical condition of the Property including, but not limited to the structural element, foundation, roof, appurtenances, access, landscaping, parking facilities and the electrical, HVAC, plumbing, sewage, and utility systems, facilities and appliances. (ii) the quality, nature adequacy and physical condition of soils and geology and the existence of ground water, (iii) the existence, quality, nature adequacy and physical condition of utilities serving the Property, (iv) the development potential of the Property, its habitability, merchantability, or fitness, suitability or adequacy of the Property for

any particular purpose, (v) the zoning or the legal status of the Property, (vi) the Property's or its operations' compliance with applicable codes, laws, regulations, statutes, ordinances, covenants, conditions and restrictions of any governmental, quasi-governmental entity or any other person or entity, (vi) the quality of any labor and materials, (viii) the compliance of Property with any environmental protection, pollution or land use laws, rules regulations, orders or requirements including but not limited to those pertaining to the handling, generating, storing or disposing of any hazardous materials, and (ix) except as expressly provided otherwise in an executed contract of sale, the condition of title and the nature, status and extent of any right-of-way, lease, right of redemption, possession, lien, encumbrance, license, reservation, covenant, condition restriction and any other matter affecting the title. Although Seller's predecessors may have performed work, or contracted for work performed by third parties in connection with the Property, the Seller, and its agents shall not be responsible to Buyer or any successor on account of any errors or omissions or construction defects of such predecessors and/or third parties.

The Seller reserves the right to withdraw the property being marketed at any time without notice, to reject all offers, and to accept any offer without regard to the relative price and terms of any other offer. Any offer to buy must be: (i) presented in the form of a non-binding letter of intent, (ii) incorporated in a formal written contract of purchase and sale to be prepared by or on behalf of the Seller and executed by both parties; and (iii) approved by Seller, and such other parties who may have an interest in the Property. Neither the prospective Buyer nor Seller shall be bound until execution of the contract of purchase and sale, which contract shall supersede prior discussions and constitute the sole agreement of the parties.

The Seller shall not be responsible for the payment of any commission, finder's fee or other form of compensation to Buyer's broker other than as set forth in Seller's commission agreement with Lee & Associates-LA North/Ventura, Inc.

SELLER AND ITS AGENTS MAKE NO REPRESENTATIONS OR WARRANTIES AS TO THE ACCURACY OR COMPLETENESS OF SUCH INFORMATION.

OFFERING SUMMARY

| | |
|----------------------|---------------------------------|
| ADDRESS | 20971 Warner Center Lane |
| BUILDING SIZE | 18,990 SF |
| ASKING PRICE | \$6,600,000 |
| PRICE PSF | \$348/SF |
| LAND PSF | \$101/SF |
| OWNERSHIP | Fee Simple |

OFFERING HIGHLIGHTS



IDEALLY SUITED FOR CORPORATE OFFICE, FITNESS USE, PRODUCTION STUDIOS, AND MEDICAL OFFICES



PRIME LOCATION IN WARNER CENTER, A REVITALIZED URBAN LIVE-WORK COMMUNITY WITH EXCELLENT EXPOSURE ALONG BURBANK BOULEVARD



FLEXIBILITY TO OCCUPY ENTIRE PROPERTY OR LEASE OUT A PORTION OF THE PROPERTY



EXCELLENT PARKING RATIO AT 3.5/1,000



OPPORTUNITY TO CONVERT TO MIXED USE MULTI-FAMILY



CONVENIENT ACCESS TO 101 FREEWAY



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PROPERTY PROFILE

LOCATION

**20971 Warner Center Lane,
Woodland Hills, CA 91367**

BUILDING

Single-Story 18,990 SF

LAND SIZE

±1.49 Acres (65,270SF)*

APN

2149-017-015

ZONING

WC “Warner Center Specific Plan Zone”

YEAR BUILT

1984

PARKING

3.5/1,000

ELECTRICAL

480/277-Volt, 800 Amps

HVAC

Roof Mounted Package Units

ROOF

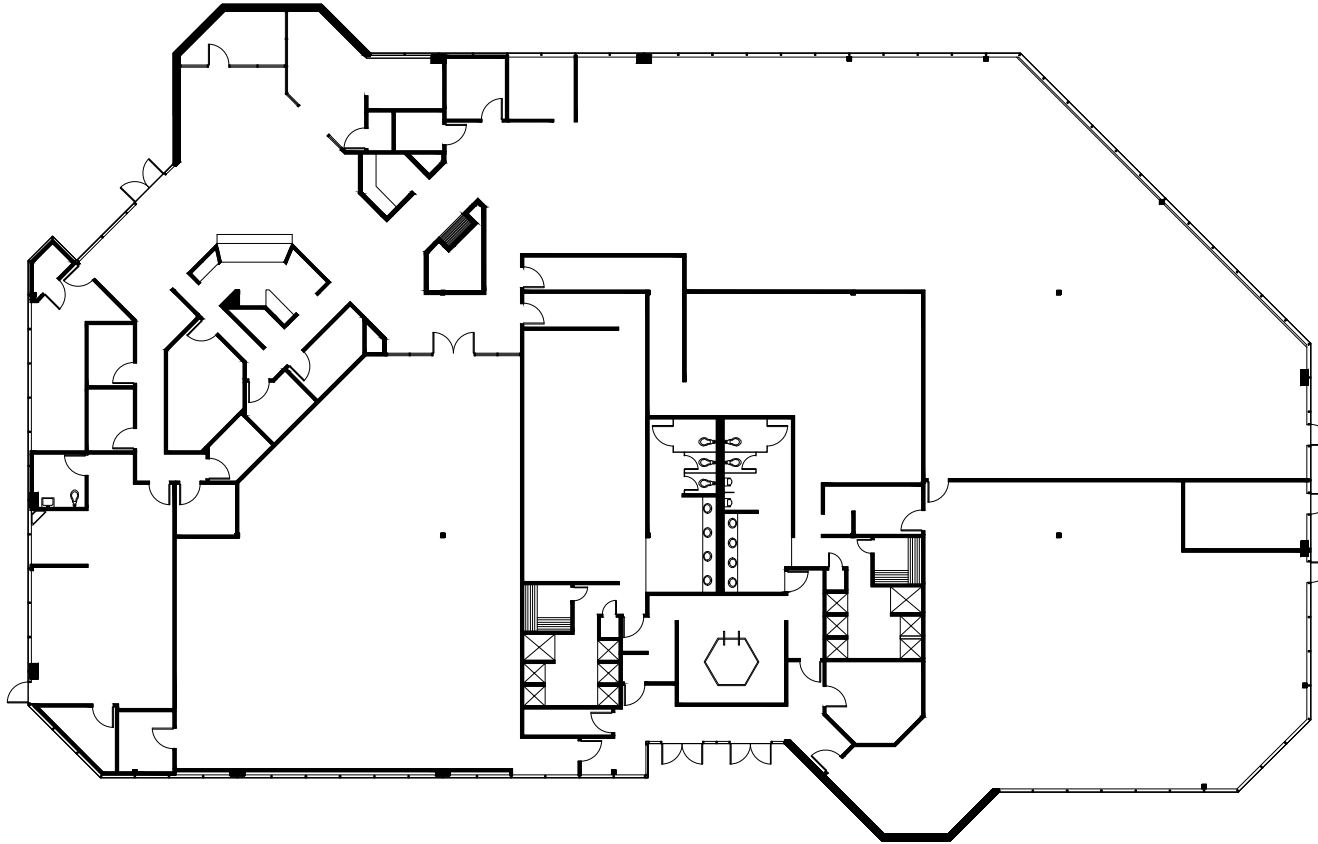
Built-Up Roof System

CC&R

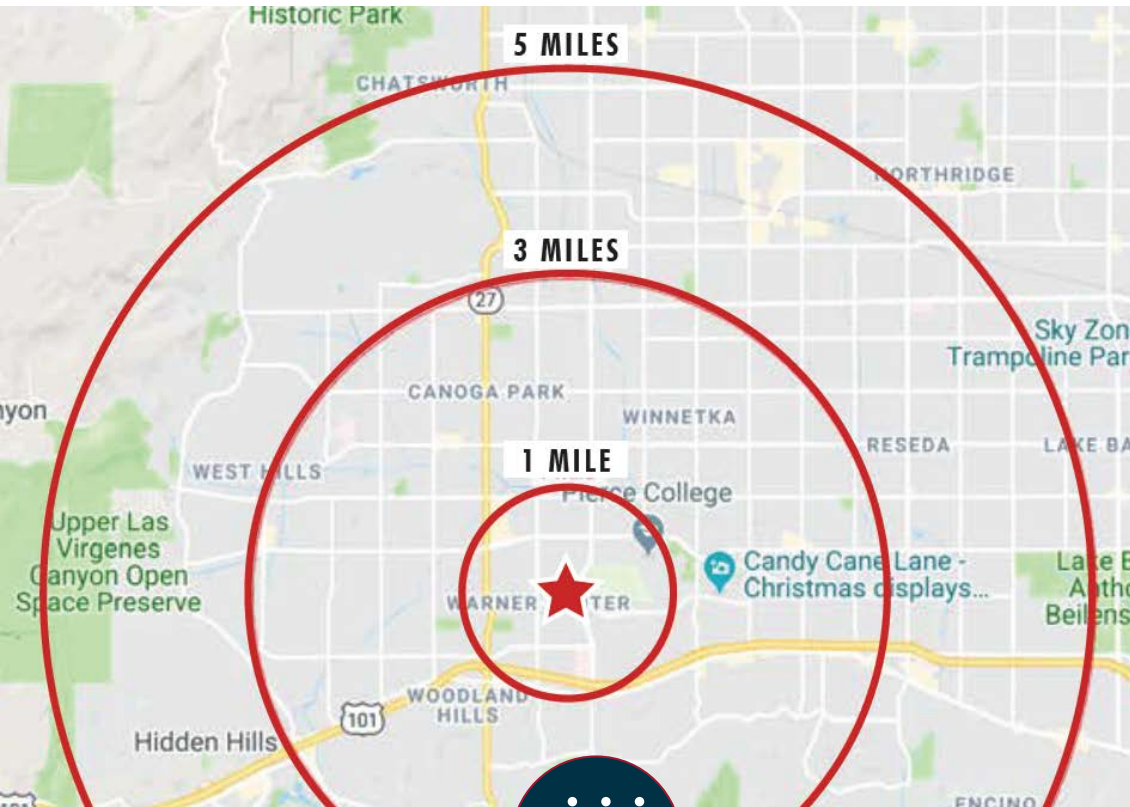
Warner Center Park Association Fee Estimate - \$2,509/Mo.

**Existing Parcel is +/-1.45 acres. Seller is pursuing a lot line adjustment expected to increase the parcel size to approximately ±1.49 acres (±65,270 SF). The adjustment may occur before or after closing.*

FLOOR PLAN



DEMOGRAPHICS



WITHIN 1 MILE OF WARNER CENTER LN.

- 2024 AVERAGE HOUSEHOLD INCOME: **\$121,826**
- 2029 PROJECTED AVERAGE HOUSEHOLD INCOME: **\$138,370**
- PERCENT OF HOUSEHOLDS WITH INCOME \$100,000+: **45.11%**
- POPULATION OVER AGE 25 WITH BACHELOR'S, MASTER'S, PROFESSIONAL OR DOCTORAL DEGREES: **61.2%**



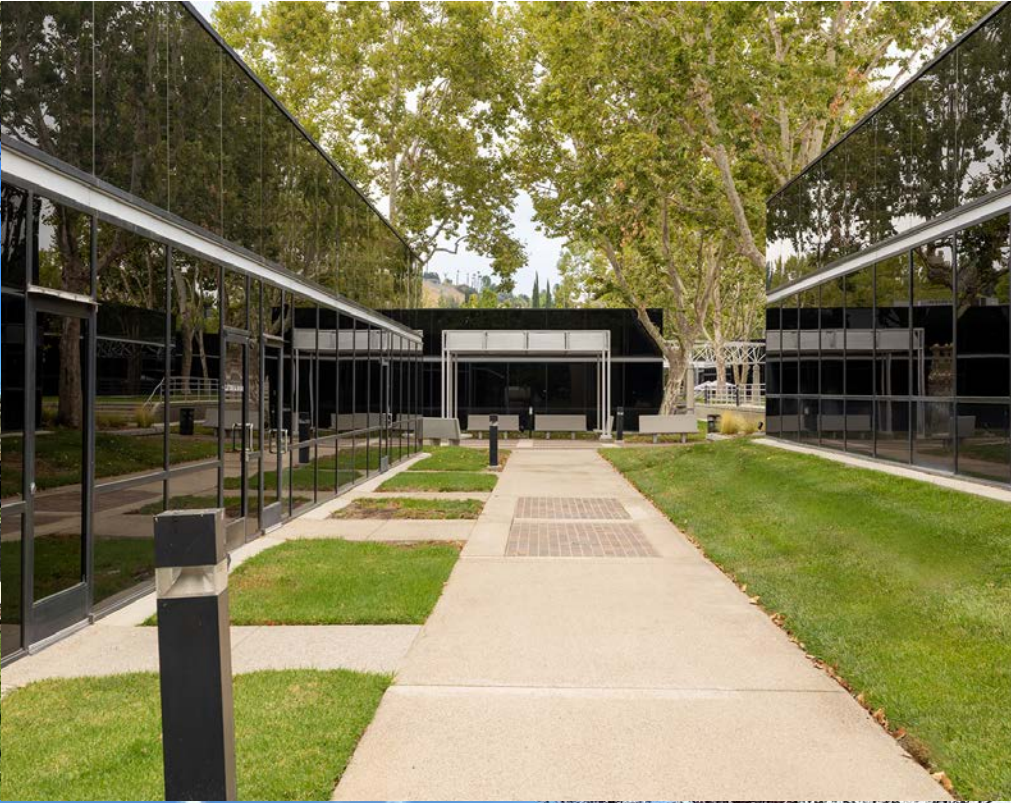
2024 POPULATION

| | | |
|---------------|----------------|----------------|
| 23,767 | 188,471 | 395,754 |
| 1-MILE | 3-MILE | 5-MILE |



2024 AVERAGE HOUSEHOLD INCOME

| | | |
|------------------|------------------|------------------|
| \$121,826 | \$127,992 | \$127,496 |
| 1-MILE | 3-MILE | 5-MILE |





20971 WARNER CENTER LANE, WOODLAND HILLS, CALIFORNIA



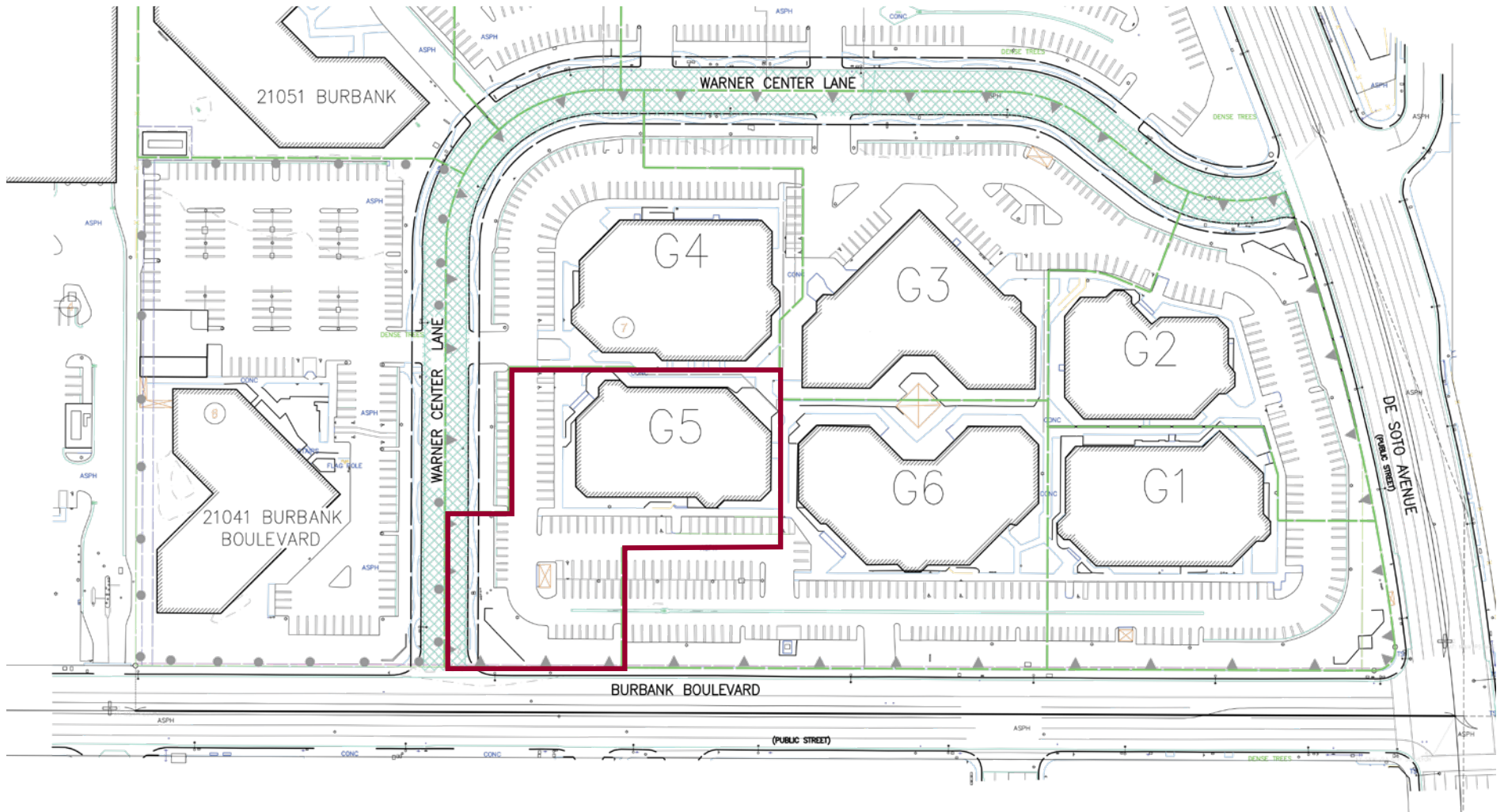
AERIAL OVERVIEW



20971 Warner Center Lane is situated in the heart of Warner Center and within the prestigious Warner Center Corporate Park and adjacent to Kaiser Permanente. The property is a single story, freestanding, single or multi-tenant office building ready for an investor's or user's vision. This is a rare opportunity to acquire a freestanding building in a private and quiet environment located in the heart of the Warner Center. The generous window line provides ample natural light and parklike environment. An owner/user who occupies up to 51% of the building can take advantage of attractive SBA financing programs. Monument signage is available to provide building identity.

PARCEL MAP

*The proposed property boundary lines are approximate and subject to final survey. Exact lot dimensions and legal parcel configuration to be determined.



LOCATION OVERVIEW

INVEST IN WARNER CENTER

WARNER CENTER 2035 SPECIFIC PLAN

The Warner Center is a thriving hub for leading corporations across media and entertainment, insurance, healthcare, technology, and finance, making it a premier destination for business.

LA City has adopted the Warner Center 2035 Specific Plan, a visionary blueprint for high-density, transit-oriented development. This plan positions Warner Center as a vibrant, pedestrian-friendly district designed to foster a dynamic “Live/ Work/Play” lifestyle.

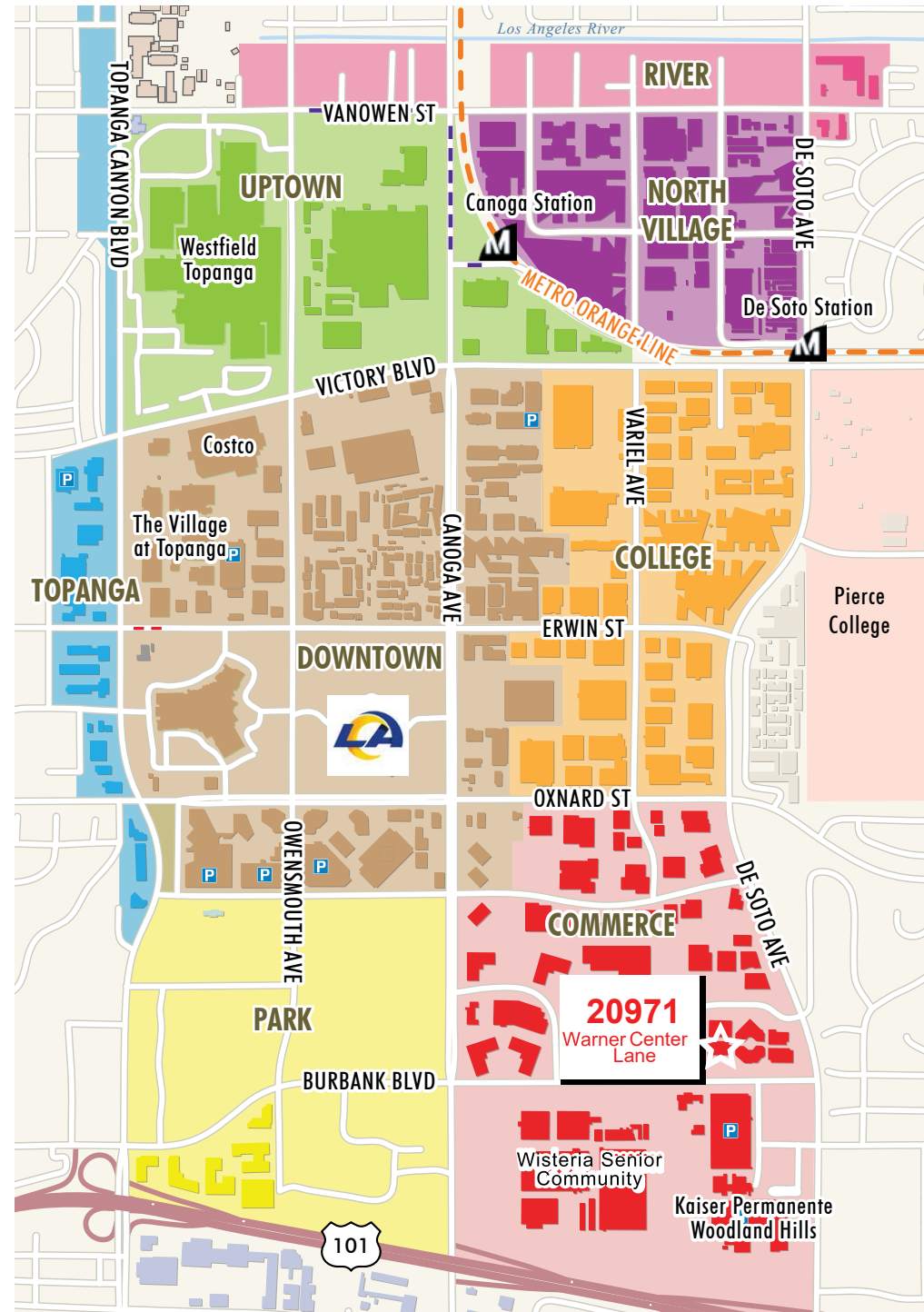
Spanning approximately 1,100 acres and bounded by the Los Angeles River, Ventura Freeway, De Soto Avenue, and Topanga Canyon Boulevard, the Warner Center is poised for sustained success and is an ideal location for commercial property investors.

COMMERCE DISTRICT

20971 Warner Center Lane is located in the Commerce District.

The Commerce District is intended to be the most “jobs-rich” district, providing flexible-employment uses such as hybrid industrial, hospital, healthcare related uses, media production and research and development and associated retail. New pathways and new streets are expected to improve pedestrian circulation within the District. The Commerce District will serve multiple modes of transit to provide complete modal networks within the plan area.

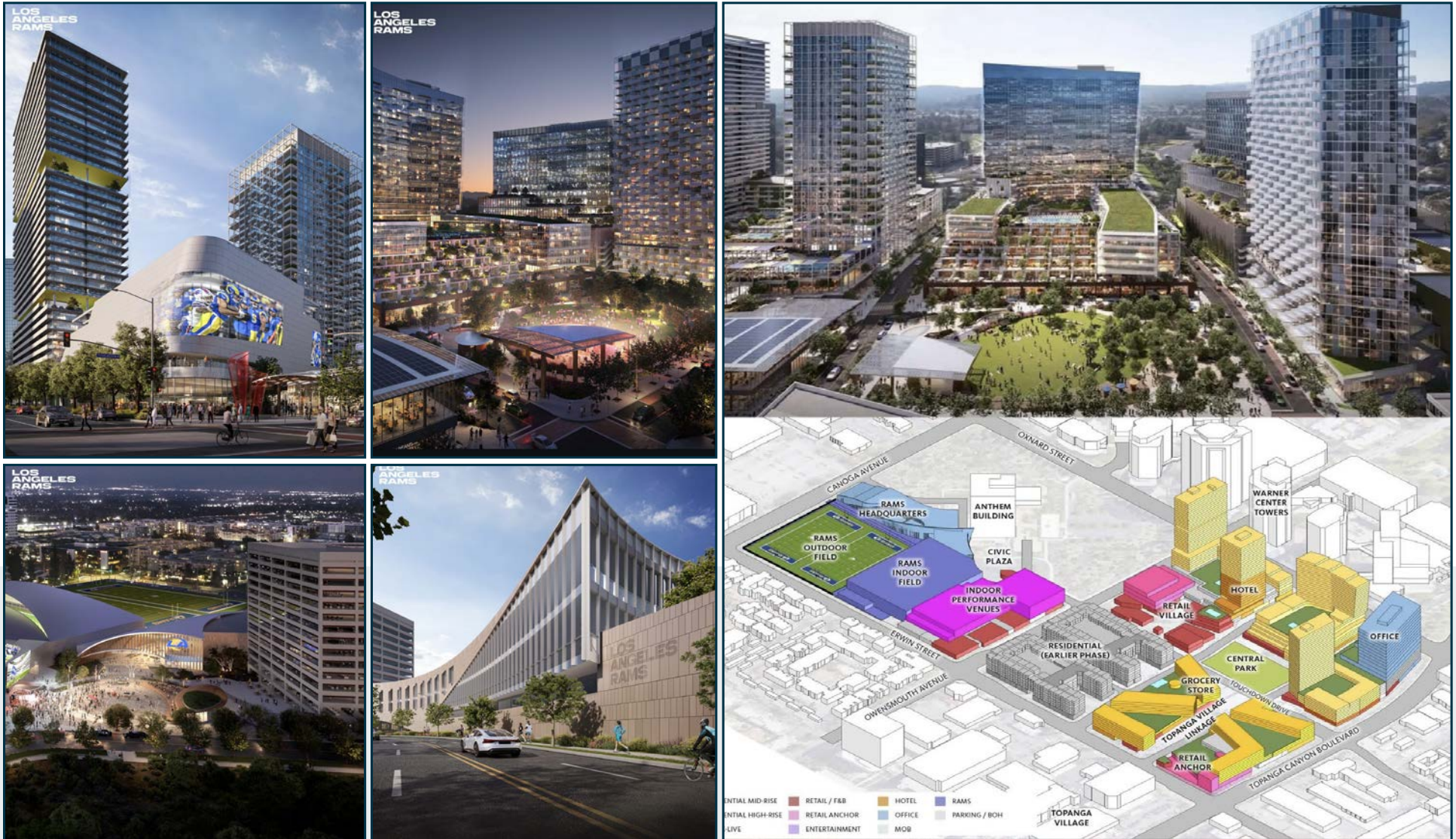
The Commerce District permits future developments to build 50/50 split of residential and commercial uses with a base maximum FAR of 4.5:1.



RAMS DEVELOPMENT



- The Kroenke Organization has unveiled ambitious plans for a 52-acre mixed-use development in Warner Center known as Rams Village at Warner Center, part of nearly 100 acres of property the organization acquired starting in 2022, including the Promenade mall and the former Anthem office building.
- Beyond the Rams' facilities, Rams Village is envisioned as a dynamic live-work-play neighborhood, offering a rich blend of residential units (including high-rise, mid-rise, and live-work styles), nearly 2 million sq ft of retail and office space, a hotel, and two performance venues (one 5,000-seat, one 2,500-seat) for concerts, awards shows, and events

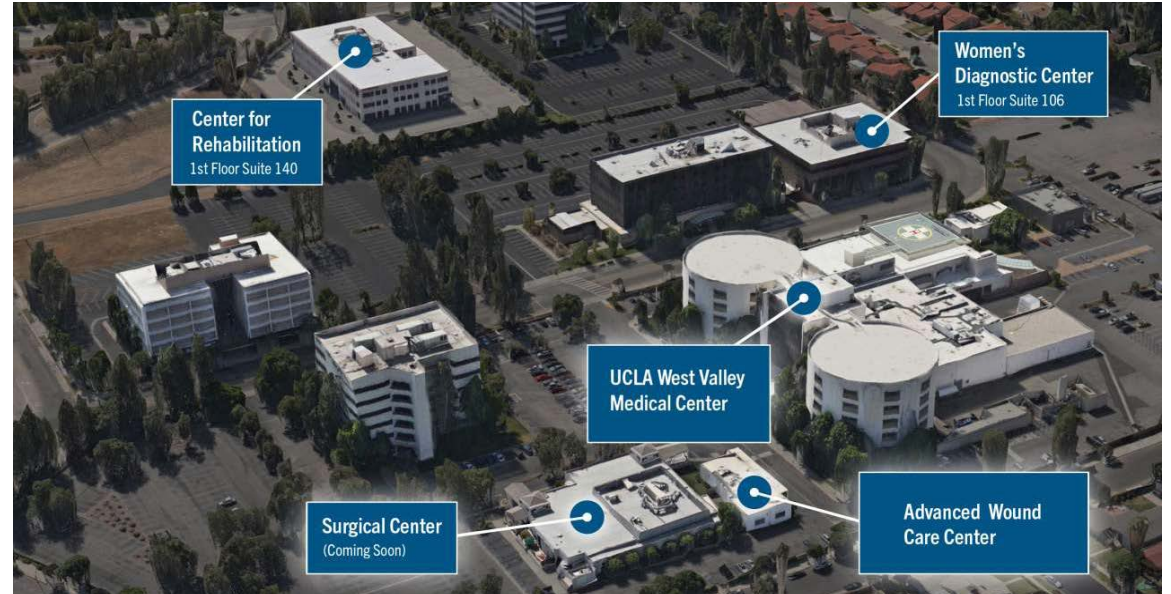


HEALTHCARE EXPANSION IN THE WEST VALLEY.....

UCLA Health acquired the 260-bed West Hills Hospital in 2024, rebranding it as UCLA West Valley Medical Center. Located in West Hills, the hospital sits on a 14-acre campus and significantly expands UCLA's inpatient capacity in the San Fernando Valley. The facility features a 24/7 emergency department, ICU, surgical suites, a dedicated burn center, and advanced cardiac services—all now integrated into UCLA's broader healthcare system.

This acquisition reflects the continued growth of the healthcare sector in the West Valley, driven by rising demand for regional medical services and access to specialty care. Properties in Warner Center—especially those suitable for medical conversion—are well-positioned to meet this demand. The growth of the healthcare services in the West Valley makes 20971 Warner Center Lane a compelling opportunity for medical office users seeking alignment with the expanding healthcare corridor.

Located just south of 20971 Warner Center Lane, **Kaiser Permanente** has significantly expanded its presence in the West San Fernando Valley, reinforcing Woodland Hills as a key regional healthcare hub. The Woodland Hills Medical Center recently underwent a major modernization, adding a five-story, 276,000-square-foot expansion that includes a larger emergency department, additional operating rooms, and upgraded patient facilities.



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WARNER CENTER CORPORATE PARK



AMENITIES AERIAL



THE VILLAGE

- COSTCO WHOLESALE**
- Il Fornaio* CUCINA ITALIANA
- LARSEN'S RESTAURANTS**
- Crate&Barrel
- JOEY RESTAURANTS**
- SAINT & SECOND
- Katsu-ya*

WESTFIELD TOPANGA MALL

- TARGET** **macy's** **NORDSTROM**
- AMC THEATRES** **EB** **HERMÈS PARIS** **STK** **VERSACE** **LV**
- BURBERRY** *Topanga Social* **Cartier** **PRADA** *Neiman Marcus*
- BVLGARI** **FERRAGAMO** **GUCCI** **Apple Store**

RAMS VILLAGE Ram's HQ & Training Facility, Residential, Office, Retail & Entertainment Venue

20971 Warner Center Lane
Woodland Hills, CA

WISTERIA SENIOR LIVING

KAISER PERMANENTE

PIERCE COLLEGE

TOPANGA CANYON BLVD

OWENSOUTH AVE

CANOGA AVE

BURBANK BLVD

DE SOTO AVE

US 101 VENTURA FWY/US-101

VENTURA BLVD

ERWIN ST

OXNARD ST

VICTORY BLVD

OWN VS LEASE ANALYSIS

OWN

| PURCHASE ASSUMPTIONS | | PER SF |
|-----------------------------|----------|--------------------|
| SIZE | | 18,990 SF |
| PURCHASE PRICE | \$347.55 | \$6,600,000 |
| TOTAL PURCHASE COSTS | | \$6,600,000 |

| START-UP COSTS | |
|----------------------------------|------------------|
| 10% DOWN PAYMENT | \$660,000 |
| ESTIMATED FEES & REPORTS | \$39,000 |
| TOTAL OUT-OF-POCKET COSTS | \$699,000 |

| MONTHLY COSTS | | PER SF |
|------------------------------------|--------|-----------------|
| MORTGAGE PAYMENT | \$1.95 | \$36,972 |
| OPEX/PROPERTY TAX/ASSOCIATION COST | \$1.00 | \$18,990 |
| TOTAL MONTHLY COSTS | | \$55,962 |

| MONTHLY OWNERSHIP BENEFITS | | |
|--------------------------------------|-----------------|-----------------|
| DEPRECIATION DEDUCTION | \$2,962 | |
| PRINCIPAL PAYDOWN (EQUITY) | \$10,914 | |
| MORTGAGE INTEREST DEDUCTION | \$5,461 | |
| OPEX DEDUCTION | \$1,121 | |
| INTEREST ON START-UP COST | -\$1,193 | |
| TOTAL OWNERSHIP BENEFITS | \$19,264 | |
| EFFECTIVE MONTHLY COST | \$1.21 | \$22,991 |
| APPRECIATION BENEFIT (1.5%) | 0.43 | \$8,250 |
| NET COST (AFTER OWN BENEFITS) | \$0.78 | \$14,741 |

LEASE

| LEASE ASSUMPTIONS | |
|-----------------------------------|-----------|
| SIZE | 18,990 SF |
| LEASE RATE (MG) | \$2.50 |
| STARTING MONTHLY RENT | \$47,475 |
| ENDING RENT (3% ANNUAL INCREASES) | \$56,688 |

| START-UP COSTS | |
|----------------------------------|------------------|
| PREPAID RENT/SECURITY DEPOSIT | \$104,163 |
| TOTAL OUT-OF-POCKET COSTS | \$104,163 |

| MONTHLY COSTS | | PER SF |
|----------------------------|--------|-----------------|
| LEASE PAYMENT | \$2.50 | \$47,475 |
| UTILITIES AND JANITORIAL | \$0.40 | \$7,596 |
| TOTAL MONTHLY COSTS | | \$55,071 |

| MONTHLY OWNERSHIP BENEFITS | | |
|--|-----------------|-----------------|
| DEPRECIATION DEDUCTION | N/A | |
| PRINCIPAL PAYDOWN (EQUITY) | N/A | |
| RENT DEDUCTION | \$9,970 | |
| OPEX DEDUCTION | \$1,595 | |
| RENTAL INCOME | N/A | |
| TOTAL LEASE BENEFITS | \$11,565 | |
| EFFECTIVE MONTHLY COST | \$2.29 | \$43,506 |
| APPRECIATION BENEFIT (1.5%) | N/A | |
| NET COST (AFTER LEASE BENEFITS) | \$2.29 | \$43,506 |



OWNER USER FINANCING OVERVIEW

SBA 504

| | |
|---------------------|--------------------|
| PURCHASE PRICE | \$6,600,000 |
| IMPROVEMENTS | \$0 |
| TOTAL PROJECT COSTS | <u>\$6,600,000</u> |

504 LOAN

| | | |
|-----------------|-----|--------------------|
| BANK LOAN | 50% | \$3,300,000 |
| SBA 504 LOAN* | 40% | \$2,712,660 |
| CASH INJECTION | 10% | \$660,000 |
| TOTAL FINANCING | | <u>\$6,672,660</u> |

*Includes financed SBA fee of \$69,960 & \$2,700 legal fee.

MONTHLY COSTS 504

| | Amount | Rate | Payment |
|--------------------|--------|--------------|-----------------|
| 1ST MORTGAGE | 25 yrs | 5.25% | \$19,775 |
| 2ND MORTGAGE (SBA) | 25 yrs | 5.83% | \$17,197 |
| TOTAL FINANCING | | <u>5.54%</u> | <u>\$36,972</u> |

COLLATERAL REQUIREMENTS 504

- 1ST MORTGAGE ON SUBJECT PROPERTY
- 2ND MORTGAGE ON SUBJECT PROPERTY

Additional collateral may be required if appraised value is lower than purchase price.

FEES & OUT OF POCKET EXPENSES 504*

| | | |
|------------------------------|---------|------------------|
| SBA GUARANTEED LOAN AMOUNT | 100.00% | \$2,640,000 |
| SBA FEE 504 LOAN (FINANCED) | 2.65% | \$72,660 |
| BANK FEE 1ST LOAN | 1.00% | \$33,000 |
| CASH DOWN PAYMENT | 10.00% | \$660,000 |
| TOTAL OUT OF POCKET EXPENSES | | <u>\$693,000</u> |

DEBT & FINANCE CONTACT

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 DIANA@DHFINANCING.COM
 949.300.5555
 BRE #02013225

**FOR MORE INFORMATION
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