

FOR SALE

MENLO GARDENS

12712 - 12714 MENLO AVENUE

HAWTHORNE, CA 90250

SELLING PRICE: \$4,050,000

BUILDING SIZE (5 SEPARATE TOWNHOMES): +/- 7,960 SF

OFFERING MEMORANDUM



**COLDWELL BANKER
COMMERCIAL REALTY**

MENLO GARDENS: 12712 - 12714 MENLO AVENUE

HAWTHORNE, CA 90250

Exclusively Marketed by:



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PROPERTY OVERVIEW

PROPERTY OVERVIEW

Coldwell Banker Commercial is proud to present 12712-12714 Menlo Avenue located in a highly desirable area of Hawthorne, minutes from the 105 and 405 interchange. It's an incredible opportunity for an investor to take these 5 freestanding townhomes on 1 parcel/APN number and do a condo-conversion to potentially sell each unit separately allowing for tremendous upside.* The Seller has also purposely kept one unit vacant, allowing for an exceptional opportunity for a Buyer to inhabit 12712B immediately and manage the other units as passive income.

A Buyer can capitalize on the fact that each unit is on Month-to-Month and the rental rates can be updated to market rates. It is good to note that the City of Hawthorne has no rent control.

On the market for the first time, this townhome development was built in 2011 and is regarded as having some of the best construction in Hawthorne. Each townhome has the same floorplan, each boasting 3 Bedrooms and 2.5 Bathrooms. They have spacious master suites that include a private balcony, walk-in closet, jacuzzi tub, walk-in shower, double sink, en-suite fireplace and cathedral ceilings. All three bedrooms are located upstairs with a loft and Cathedral ceilings all throughout. There is a service porch which provides nice natural lighting and fresh air in the Loft. The Living Room has an inviting fireplace, and there are in-unit washer and dryer connections. Additionally, each Townhome has a yard and a highly coveted private 3-car attached garage with direct access to the unit providing an extra layer of comfort and security.

* To be independently verified by Buyer

THE PROPERTY

5 FREESTANDING TOWNHOMES ON 1 LOT

CONSISTS OF: **5 TOWNHOMES**
3 BEDROOMS | 2.5 BATHS
+/- 1,592 SQ. FT. EACH | 3 CAR GARAGE

LOT SIZE: +/- 13,327 SF
TOTAL BUILDING AREA: +/- 7,960 SF

AMENITIES:

- Washer/Dryer hooked up in each unit
- Gated
- Individually metered gas and electricity
- Yard
- AC/Heat

SELLING PRICE:
\$4,050,000

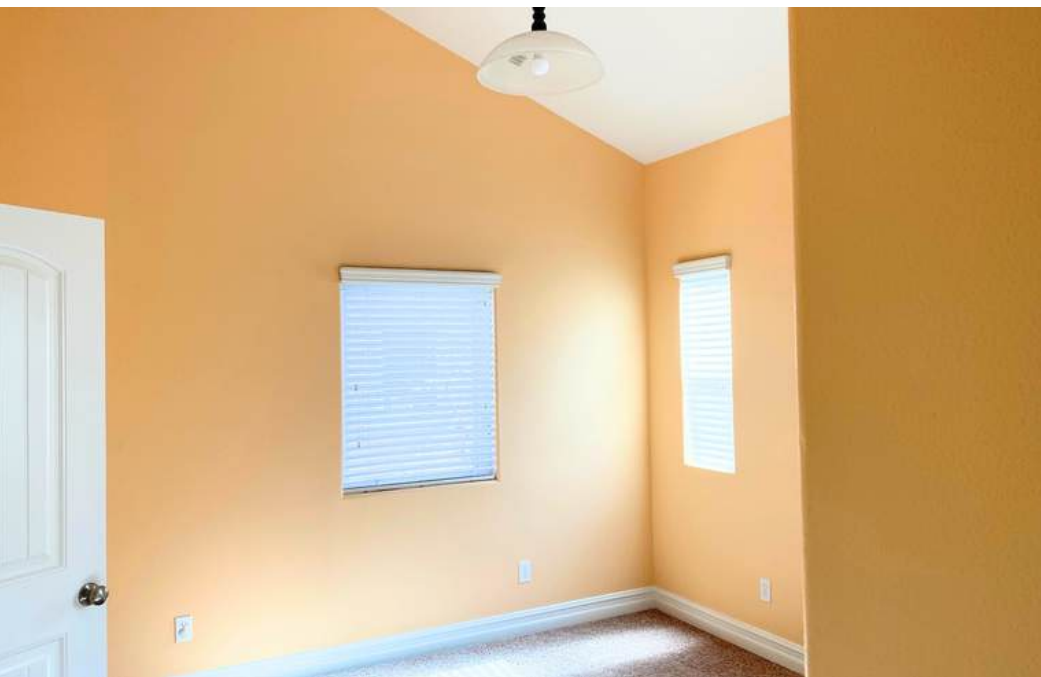
+/- 1,592 SQ. FT. EACH X 5
= +/- 7,960 SQ. FT.

THREE CAR GARAGES

**OPPORTUNITY TO DO A
CONDO CONVERSION
CURRENTLY ON ONE PARCEL**











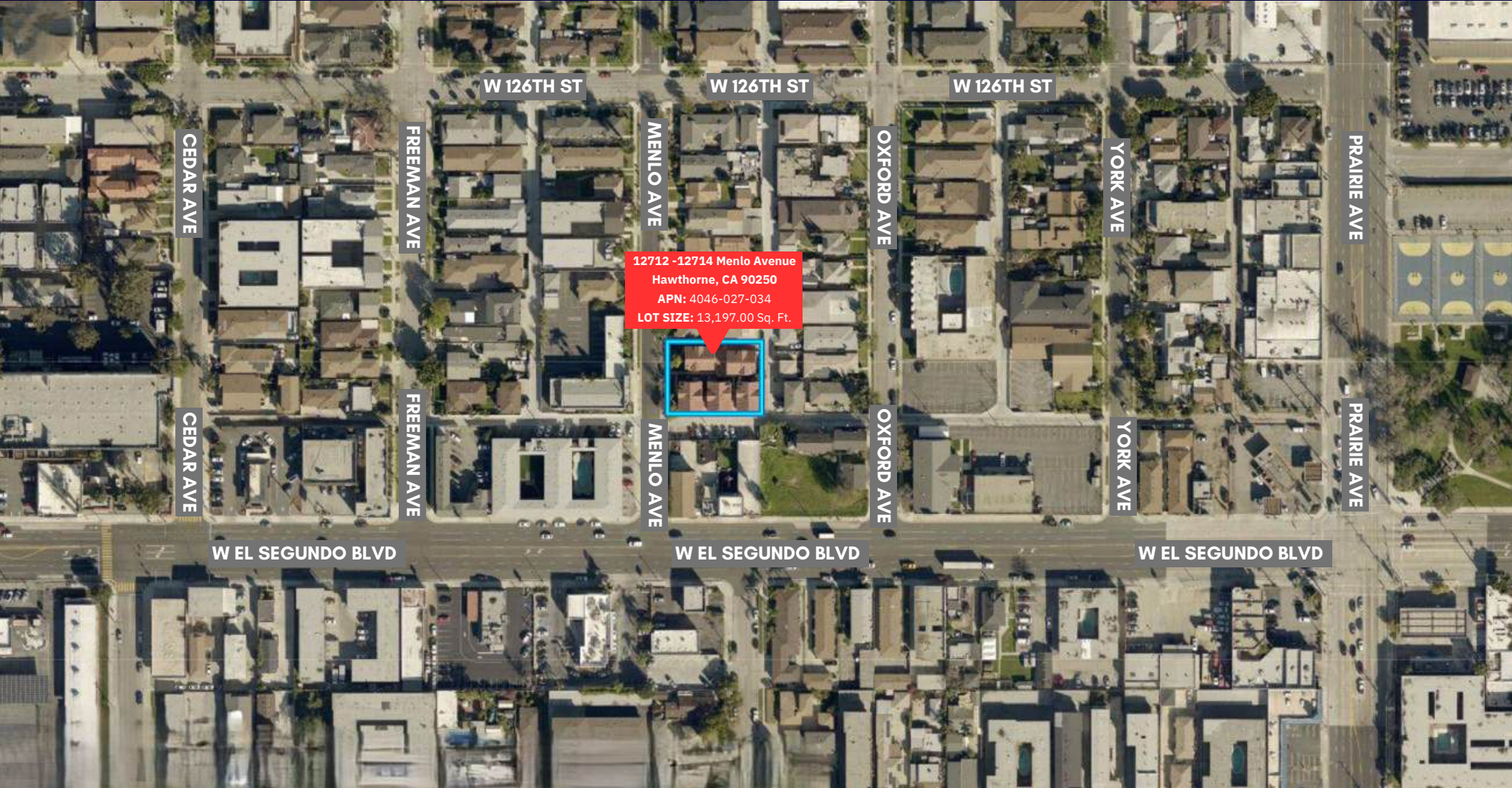


Washer/Dryer Hook-up





AERIAL MAP



12712 -12714 Menlo Avenue
Hawthorne, CA 90250
APN: 4046-027-034
LOT SIZE: 13,197.00 Sq. Ft.

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RETAIL MAP



Map data ©2024 Google Imagery ©2024 Airbus, Data CSUMB SFML, CA OPC, Data USGS, Landsat / Copernicus, Maxar Technologies

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INVESTMENT OVERVIEW

PROPERTY INFORMATION

Address	MENLO GARDENS: 12712 - 12714 Menlo Avenue, Hawthorne, CA 90250
County	Los Angeles
Number of Units	5 Freestanding Townhomes on 1 Lot
Year Built	2011
APN	4046-027-034
Building SF	+/- 7,960 SF
SF Per Unit	+/- 1,592 SF EACH
Lot Size (SF)	+/- 13,327 SF
Zoning	HAR3YY /High Density Residential



INVESTMENT SUMMARY

ASKING PRICE

\$4,050,000

PRICE PER UNIT

\$810,000

PRICE PER SF

\$509

UNIT MIX

UNIT MIX	UNIT COUNT	UNIT SF	NUMBER OF GARAGE	LEASE TERM
3 BR + 2.5 BA	5	+/- 1,592 SF EACH	3 CAR GARAGE EACH	MONTH TO MONTH

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2024 INCOME AND 2023 EXPENSES

INCOME SUMMARY

Annual Rental Income (If 12712 - B was Leased)	\$202,320
Vacancy Cost (1 Unit left Vacant to allow for an Owner/Occupier)	(\$48,000)
GROSS INCOME	\$154,320

EXPENSES SUMMARY

Waste Disposal (Trash)	\$2,078
Management Fees	\$20,906
Landscape, Tree Trim, Sprinklers Repair	\$3,350
Leasing / Administrative Fees	\$2,725
Maintenance and Repairs	\$31,673
Annual Maintenance of Fire Extinguisher	\$64
Property Tax	\$25,271
Insurance	\$4,868
OPERATING EXPENSES	\$90,935

NET OPERATING INCOME	\$63,385
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*Please feel free to call broker with any questions

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RENT ROLL

UNIT	BEDROOMS	BATHROOMS	SIZE SF	RENT	MARKET RENT	LEASE START
12712 - A	3	2.5	1,592 SF	\$3,650	\$4,500	Month to Month
12712 - B (VACANT)	3	2.5	1,592 SF	\$4,000	\$4,500	Month to Month
12714 - A	3	2.5	1,592 SF	\$2,650	\$4,500	Month to Month
12714 - B	3	2.5	1,592 SF	\$2,980	\$4,500	Month to Month
12714 - C	3	2.5	1,592 SF	\$3,580	\$4,500	Month to Month
TOTALS			7,960 SF	\$16,860	\$22,500	
AVERAGES			1,592 SF	\$3,372	\$4,500	

If 12712 - B was Leased - \$202,320
Proforma Rent at \$4,500/Month - \$270,000

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2025 PROJECTED INCOME AND EXPENSES

Budget Detail

SoCal Premier Property Management, Inc

Properties: Men127 (Menlo Gardens) - 12712-12714 Menlo Avenue Hawthorne, CA 90250

Period Range: Jan 2025 to Dec 2025

Consolidate: No

Include Zero Balance GL Accounts: No

Account Name	Jan 2025	Feb 2025	Mar 2025	Apr 2025	May 2025	Jun 2025	Jul 2025	Aug 2025	Sep 2025	Oct 2025	Nov 2025	Dec 2025	Total	Percent
Men127 (Menlo Gardens) - 12712-12714 Menlo Avenue Hawthorne, CA 90250														
Income														
RENTS														
Rent Income	16,860.00	16,860.00	16,860.00	16,860.00	16,860.00	16,860.00	16,860.00	16,860.00	16,860.00	16,860.00	16,860.00	16,860.00	202,320.00	131.10
Total RENTS	16,860.00	16,860.00	16,860.00	16,860.00	16,860.00	16,860.00	16,860.00	16,860.00	16,860.00	16,860.00	16,860.00	16,860.00	202,320.00	131.10
Vacancy	-4,000.00	-4,000.00	-4,000.00	-4,000.00	-4,000.00	-4,000.00	-4,000.00	-4,000.00	-4,000.00	-4,000.00	-4,000.00	-4,000.00	-48,000.00	-31.10
Total Budgeted Income	12,860.00	12,860.00	12,860.00	12,860.00	12,860.00	12,860.00	12,860.00	12,860.00	12,860.00	12,860.00	12,860.00	12,860.00	154,320.00	100.00
Expense														
CONTRACT SERVICES														
Fire Protection/ Life Safety Contract	0.00	0.00	0.00	70.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	70.00	0.13
Landscaping Maintenance Contract	275.00	275.00	275.00	275.00	275.00	275.00	275.00	275.00	275.00	275.00	1,375.00	275.00	4,400.00	7.88
Total CONTRACT SERVICES	275.00	275.00	275.00	345.00	275.00	275.00	275.00	275.00	275.00	275.00	1,375.00	275.00	4,470.00	8.00
INSURANCE														
Property Insurance	0.00	4,868.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	4,868.00	8.71
Total INSURANCE	0.00	4,868.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	4,868.00	8.71
MANAGEMENT FEES														
Management Fees	771.60	771.60	771.60	771.60	771.60	771.60	771.60	771.60	771.60	771.60	771.60	771.60	9,259.20	16.57
Total MANAGEMENT FEES	771.60	771.60	771.60	771.60	771.60	771.60	771.60	771.60	771.60	771.60	771.60	771.60	9,259.20	16.57
REPAIRS AND MAINTENANCE														

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Budget Detail

Account Name	Jan 2025	Feb 2025	Mar 2025	Apr 2025	May 2025	Jun 2025	Jul 2025	Aug 2025	Sep 2025	Oct 2025	Nov 2025	Dec 2025	Total	Percent
Repairs and Maintenance-Other	329.00	329.00	329.00	329.00	329.00	329.00	329.00	329.00	329.00	329.00	329.00	329.00	3,948.00	7.07
Total REPAIRS AND MAINTENANCE	329.00	329.00	329.00	329.00	329.00	329.00	329.00	329.00	329.00	329.00	329.00	329.00	3,948.00	7.07
Supplies														
Office Supplies	13.00	13.00	13.00	13.00	13.00	13.00	13.00	13.00	13.00	13.00	13.00	13.00	156.00	0.28
Total Supplies	13.00	13.00	13.00	13.00	13.00	13.00	13.00	13.00	13.00	13.00	13.00	13.00	156.00	0.28
TAXES														
Property Tax	0.00	13,101.79	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	13,101.80	0.00	26,203.59	46.90
Total TAXES	0.00	13,101.79	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	13,101.80	0.00	26,203.59	46.90
UTILITIES														
Garbage and Recycling	367.10	0.00	367.10	0.00	367.10	0.00	367.10	0.00	367.10	0.00	367.10	0.00	2,202.60	3.94
Total UTILITIES	367.10	0.00	367.10	0.00	367.10	0.00	367.10	0.00	367.10	0.00	367.10	0.00	2,202.60	3.94
OTHER														
Bank Fees	23.00	23.00	23.00	23.00	23.00	23.00	23.00	23.00	23.00	23.00	23.00	23.00	276.00	0.49
Total OTHER	23.00	23.00	23.00	23.00	23.00	23.00	23.00	23.00	23.00	23.00	23.00	23.00	276.00	0.49
CAPITAL EXPENSES														
Appliances	0.00	0.00	2,288.00	0.00	0.00	950.00	0.00	750.00	0.00	500.00	0.00	0.00	4,488.00	8.03
Total CAPITAL EXPENSES	0.00	0.00	2,288.00	0.00	0.00	950.00	0.00	750.00	0.00	500.00	0.00	0.00	4,488.00	8.03
Total Budgeted Expense	1,778.70	19,381.39	4,066.70	1,481.60	1,778.70	2,361.60	1,778.70	2,161.60	1,778.70	1,911.60	15,980.50	1,411.60	55,871.39	100.00
Total Budgeted Income	12,860.00	12,860.00	12,860.00	12,860.00	12,860.00	12,860.00	12,860.00	12,860.00	12,860.00	12,860.00	12,860.00	12,860.00	154,320.00	100.00
Total Budgeted Expense	1,778.70	19,381.39	4,066.70	1,481.60	1,778.70	2,361.60	1,778.70	2,161.60	1,778.70	1,911.60	15,980.50	1,411.60	55,871.39	100.00
Net Operating Income	11,081.30	-6,521.39	8,793.30	11,378.40	11,081.30	10,498.40	11,081.30	10,698.40	11,081.30	10,948.40	-3,120.50	11,448.40	98,448.61	100.00

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SALES COMPS FOR INDIVIDUAL TOWNHOMES
 (SHOULD THE BUYER DO A CONDO CONVERSION AND SELL EACH UNIT SEPARATELY)

	ADDRESS	L/S PRICE	BD	BTH	SIZE (SF)	\$/SF	YEAR BUILT	ML#	SOLD DATE
1	13019 Park Pl #202, Hawthorne, 90250	\$1,013,000	2	2	1,570 SF	\$645.22	2007	SB24198424	22/11/2025
2	13021 Central Ave #302, Hawthorne, 90250	\$1,025,000	2	2	1,664 SF	\$615.99	2012	SB24115817	04/10/2025
3	12920 Central Ave #402, Hawthorne, 90250	\$1,040,000	2	2	1,572 SF	\$661.58	2013	24426236	23/09/2025
4	13023 Union Ave #105, Hawthorne, 90250	\$1,250,000	3	3	1,629 SF	\$767.34	2014	SB24155972	07/10/2025
		\$1,082,000	2	2.30	1,609 SF	\$673.00	2012		
Median:		\$1,032,500							
Average:		\$1,082,000							

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CURRENT LEASE COMPARABLES FOR TOWNHOMES
(WITHIN 2 MILES BASED ON SQUARE FOOTAGE)

	ADDRESS	L/S PRICE	BD	BTH	SIZE (SF)	YEAR BUILT	ML#	LEASED DATE
1	5565 Ocean #104, Hawthorne, 90250	\$4,450	2	3	1,367 SF	2010	SB24214764	29/11/2025
2	13029 Central Ave #303, Hawthorne, 90250	\$4,500	2	2	1,350 SF	2013	SB24083036	01/07/2025
3	12917 Central Av #301, Hawthorne, 90250	\$4,600	2	2	1,340 SF	2011	RS24154926	19/08/2025
4	5419 Strand #102, Hawthorne, 90250	\$4,600	2	3	1,554 SF	2014	SB24085778	08/06/2025
5	2175 Crescent Walk, Gardena, 90249	\$4,850	4	4	1,800 SF	2022	24429743	08/09/2025
		\$4,600	2	2.80	1,482 SF			
Median:		\$4,600						
Average:		\$4,600						

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AREA OVERVIEW

Housing Market Characteristics

12712 Menlo Ave, Hawthorne, California, 90250
Ring of 1 mile



\$769,387 ↑
Median Home Value

3% higher than **California** which is **\$747,132**



35

Housing Affordability Index



71.4%

Percent of Income for Mortgage



253

Percent of Income for Mortgage (Index)

Age <18 **12,363**

Age 18-64 **36,840**

Age 65+ **6,033**

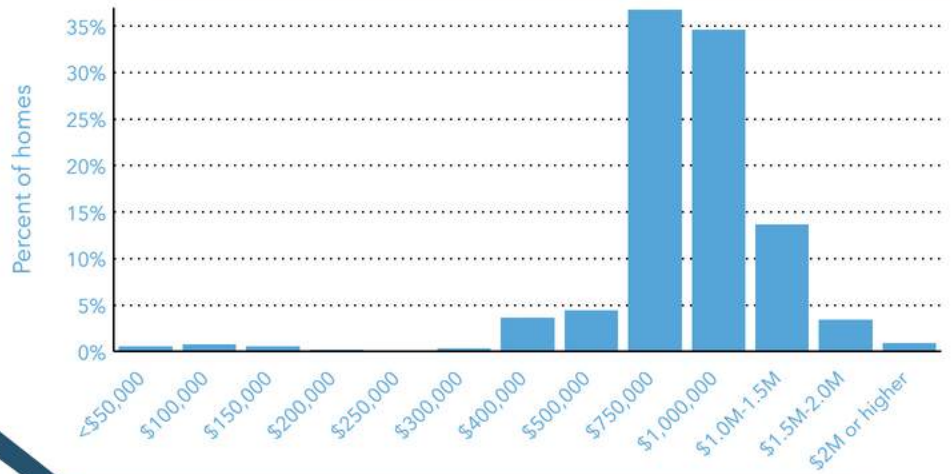
Total Pop **55,235**

Pop Growth **-0.76%**

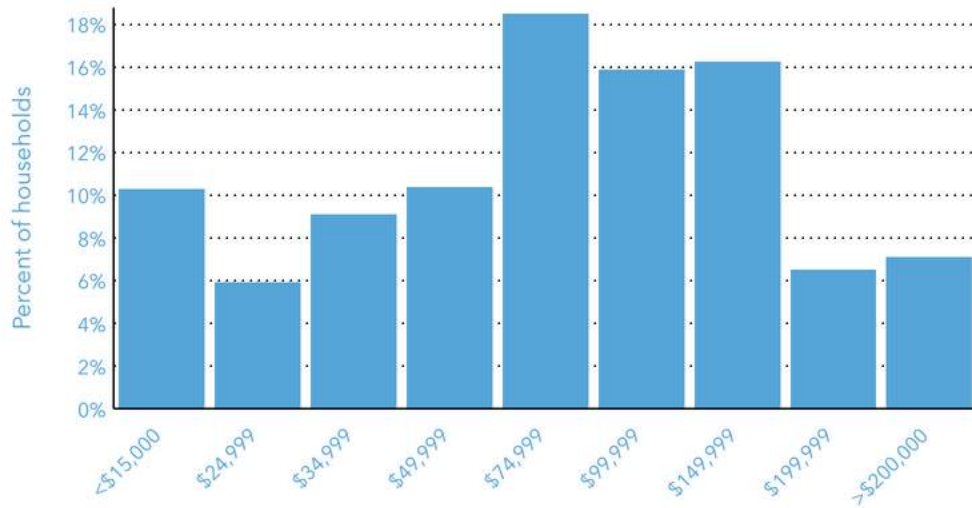
Average HH Size **2.86**

Median Net Worth **\$32,827**

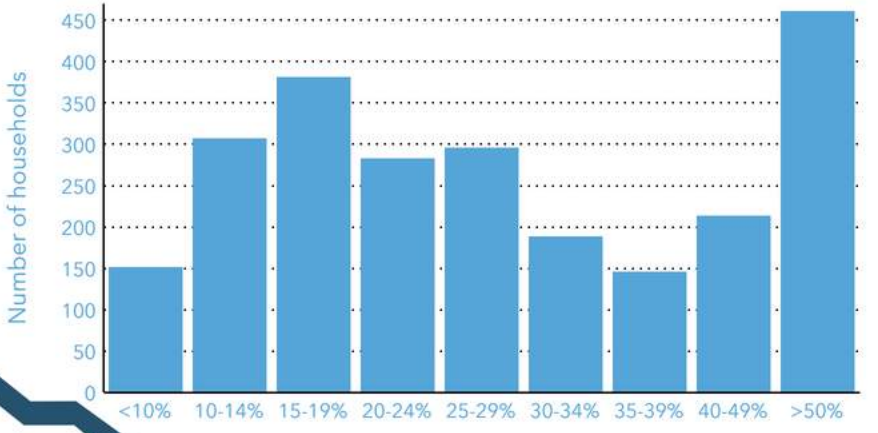
Home Value



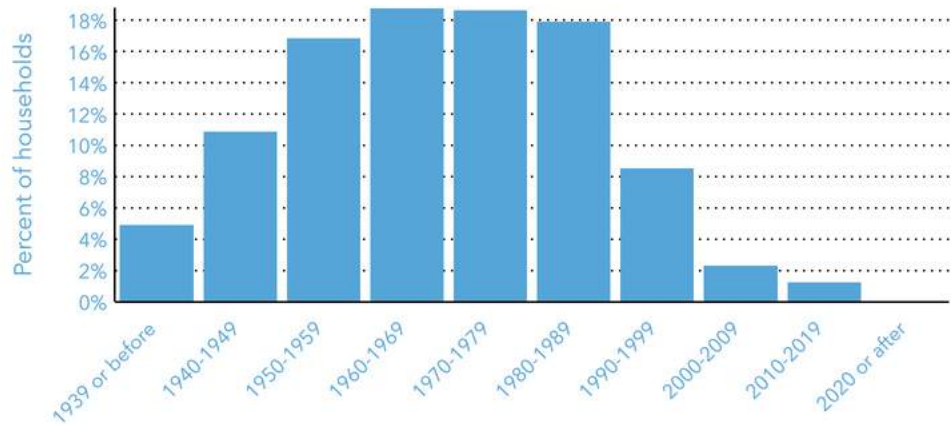
Household Income



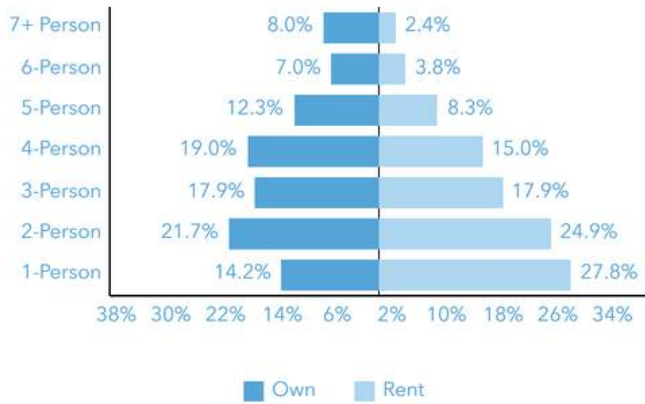
Mortgage as % Salary



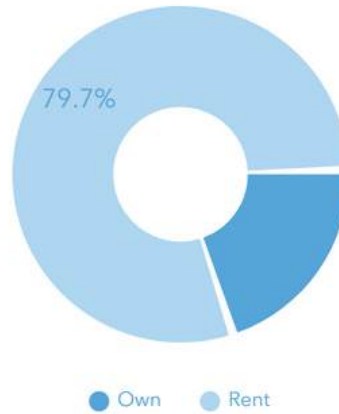
Year Property Built



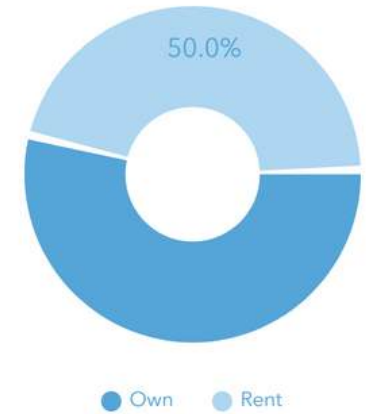
Census Housing by Size



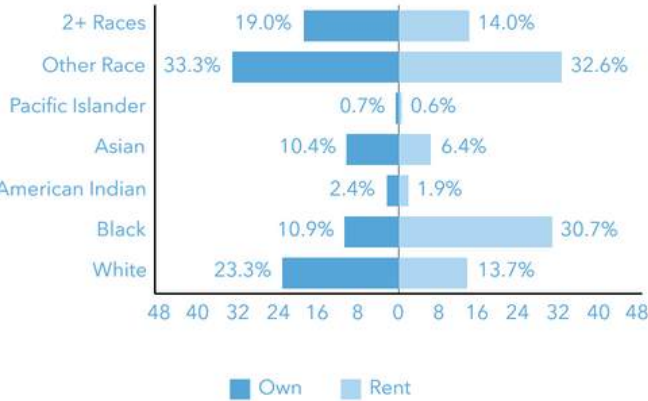
Home Ownership



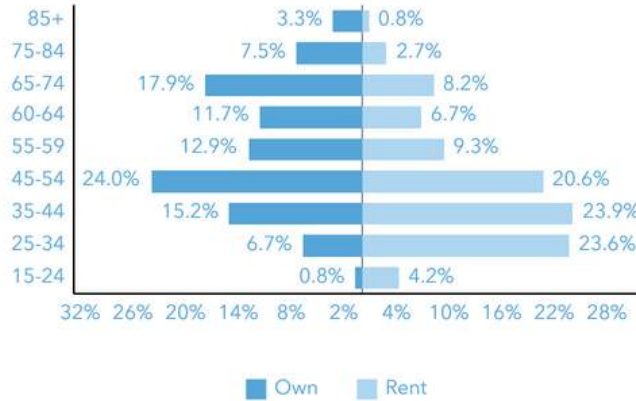
Hispanic Home Ownership



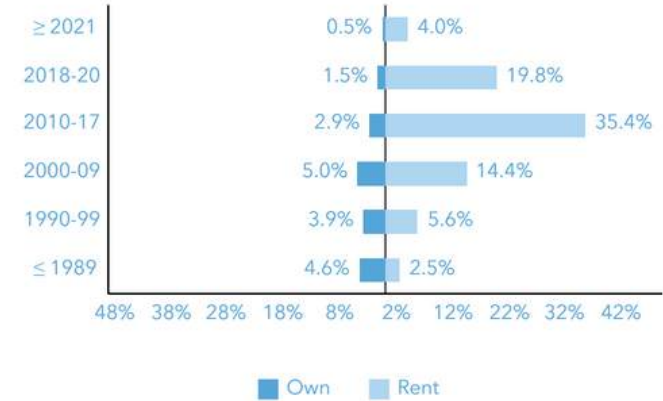
Housing by Race of Householder



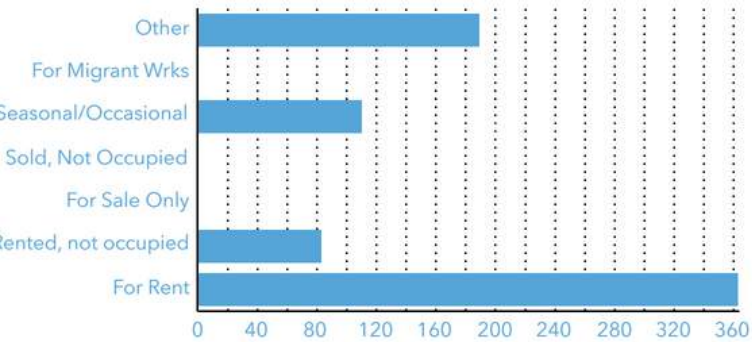
Housing by Age of Householder



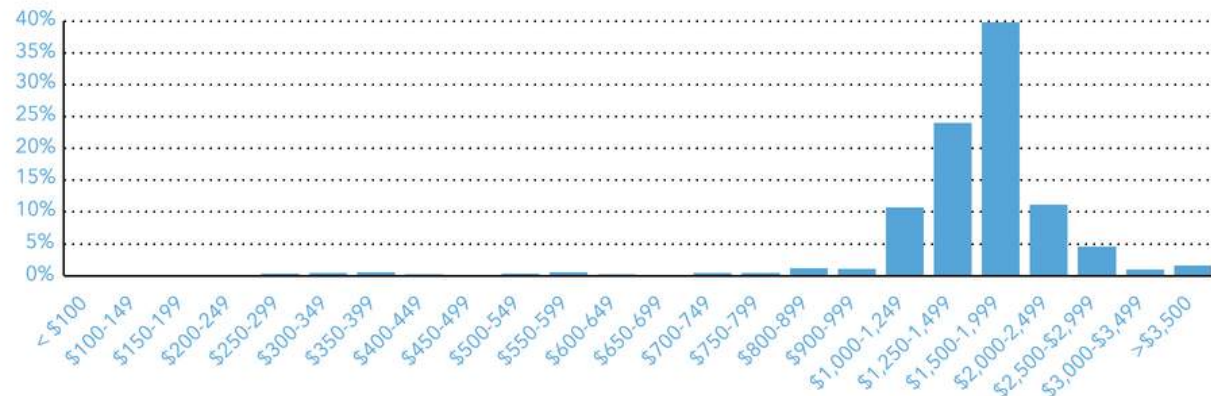
Year Householder Moved In



Vacant Housing Units (Total 745)



Gross Rent





What's in My Community?

Places that make your life richer and community better

12712 Menlo Ave, Hawthorne, California, 90250
5 miles



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City of Hawthorne Overview

Strategically positioned in the South Bay region of Los Angeles County, Hawthorne represents a dynamic urban landscape with significant economic potential. The city spans approximately 5.4 square miles and boasts a diverse population of over 85,000 residents, offering a robust local workforce and strategic proximity to major transportation corridors. Hawthorne's economic profile is distinguished by its proximity to key aerospace and technology sectors, with notable employers in the Southbay including Honda, SpaceX, Raytheon, Lockheed Martin, Boeing, Mattel, Northrop Grumman, and Chevron headquartered within the city limits, creating a compelling environment for commercial real estate investment.

Source: CoStar



**CITY
OF
HAWTHORNE
90250**

SOUTH BAY MULTI-FAMILY OVERVIEW

The South Bay Submarket comprises the cities of Torrance, Carson, Hawthorne, Lawndale, and Gardena. The area has long been a research and development hub that historically was home to a heavy concentration of automotive design and manufacturing operations. The submarket was once the North American headquarters of Nissan, Honda, and Toyota, but Nissan and Toyota have moved on to more business-friendly metros. While relocations have adversely impacted the area, other major firms, including marketing firm Sunrider International and tech firm and defense contractor L3Harris Technologies, support the area's economy. Medical employers are also a significant economic driver.

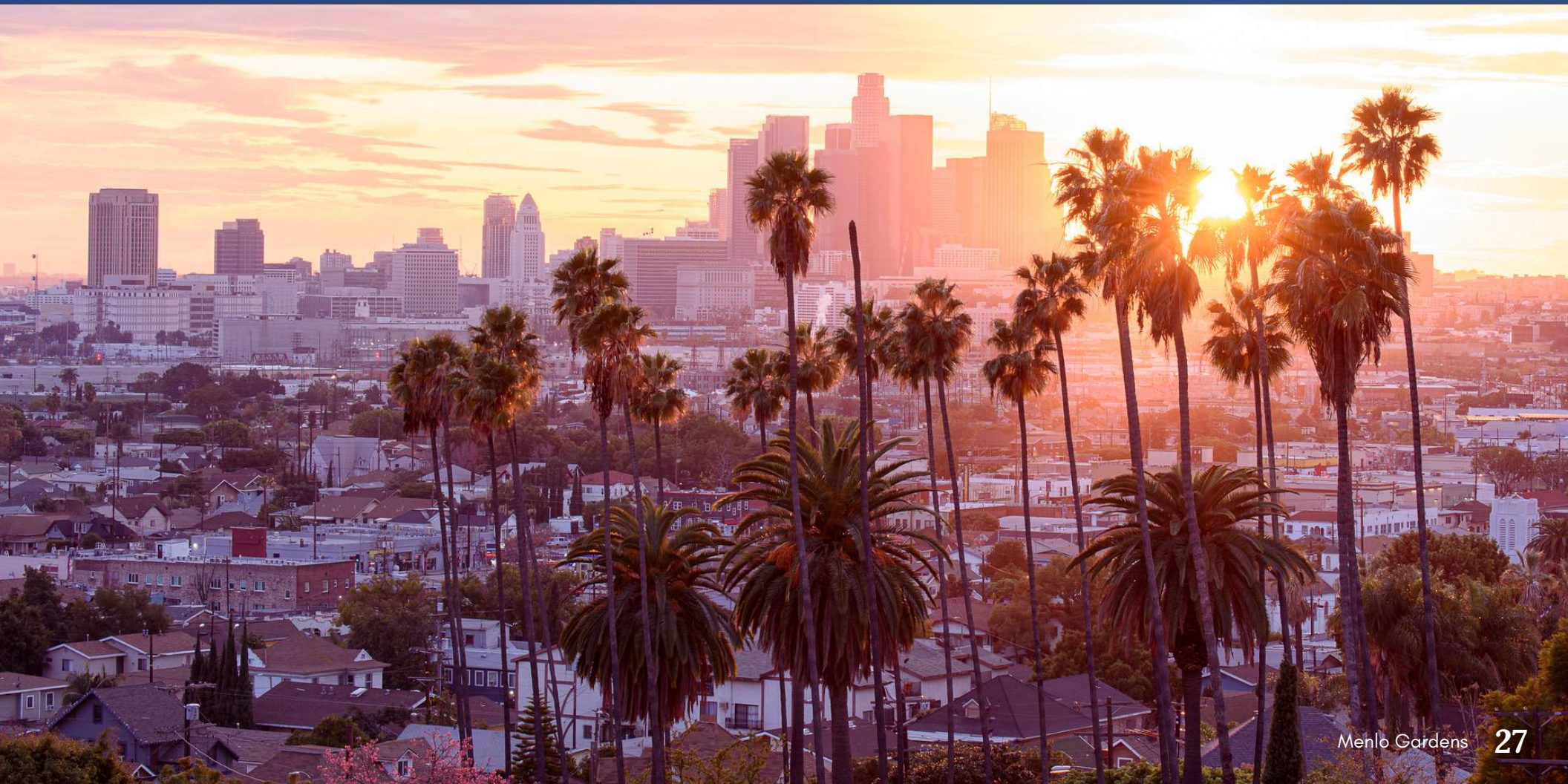
Source: CoStar



Los Angeles Metropolitan Market Outlook

The Los Angeles metropolitan area continues to demonstrate resilience and growth potential across multiple commercial real estate sectors, driven by robust economic fundamentals and diversified industry clusters. With a projected economic expansion fueled by technology, entertainment, international trade, and advanced manufacturing, the region offers investors a dynamic and increasingly attractive market. Recent trends indicate sustained demand for strategic commercial properties, underpinned by low vacancy rates, steady rental rate appreciation, and ongoing infrastructure improvements that enhance regional connectivity and economic accessibility.

Source: CoStar



LOCAL ATTRACTIONS AND ECONOMIC DRIVERS

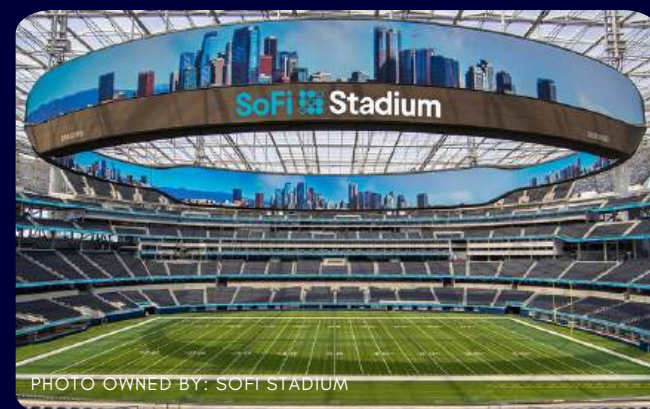
Hawthorne's strategic location provides exceptional access to premier Southern California attractions and economic centers, positioning it as an attractive commercial real estate destination. The city is within minutes of Los Angeles International Airport (LAX), multiple tech corridors, and iconic beaches of the South Bay region. Nearby attractions include the renowned Manhattan Beach Pier, Hermosa Beach's vibrant entertainment district, and the aerospace museums of El Segundo, complemented by easy access to major highways including the 105 and 405 freeways. This union of transportation infrastructure, recreational amenities, and economic opportunities creates a compelling narrative for commercial real estate investment in the Hawthorne market.

Hawthorne enjoys exceptional proximity to some of Southern California's most prominent sports venues, positioning residents and visitors within easy reach of world-class athletic experiences. The city is strategically located near SoFi Stadium in Inglewood, a state-of-the-art facility that serves as the home of the NFL's Los Angeles Rams and Los Angeles Chargers. This \$5 billion venue, which opened in 2020, is just minutes from Hawthorne and has quickly become a premier destination for major sporting events, concerts, and entertainment spectacles.



LOS ANGELES INTERNATIONAL AIRPORT (LAX)

ICONIC BEACHES OF THE SOUTH BAY REGION



SOFI STADIUM
HOME OF THE NFL'S LOS ANGELES RAMS
AND LOS ANGELES CHARGERS

GROCERY CHAINS IN LOS ANGELES



POPULAR RETAIL BRANDS IN LOS ANGELES



MAJOR RETAIL CHAINS AND DESTINATIONS

Within a close radius of the property, residents and visitors can access a variety of nationally recognized retailers, including:

1. **Walmart Supercenter:** Located nearby on Hawthorne Boulevard, offering a comprehensive shopping experience with groceries, home goods, electronics, and general merchandise.
2. **Target:** Situated in the immediate vicinity, providing a wide range of clothing, home decor, electronics, and household essentials.
3. **Costco Wholesale:** Offering bulk shopping, competitive pricing on groceries, electronics, and membership benefits.

GROCERY AND PHARMACY CHAINS

- Albertsons
- Walgreens
- Ralphs
- Rite Aid
- CVS Pharmacy

POPULAR SHOPPING AND DINING BRANDS

Retail Stores:

Restaurant Chains:

- | | |
|--|--|
| <ul style="list-style-type: none"> • Best Buy • HomeGoods • Ross Dress for Less • TJ Maxx • Marshalls • GameStop • Sprint/T-Mobile Store • AT&T Mobile Store | <ul style="list-style-type: none"> • McDonald's • Starbucks • Chipotle • Subway • Domino's Pizza • Burger King |
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POPULAR SHOPPING AND DINING BRANDS

The Southbay Pavilion and Hawthorne Plaza Shopping Center host additional recognizable brands that caters to diverse consumer needs and preferences.

MENLO GARDENS: 12712 - 12714 MENLO AVENUE

HAWTHORNE, CA 90250

Exclusively Marketed by:



KATHI CONSTANZO, CCIM

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