

10 UNITS

1001-1015 E 20th St

LONG BEACH, CA 90806

JOHNNIE STIEGLER

FIRST VICE PRESIDENT | DRE 01981957

(310) 447-2213 | JOHNNIE@LYONSTAHL.COM

FLETCHER NORSEEN

ASSOCIATE AGENT | DRE 02156659

(949) 307-8706 | FLETCHER.NORSEEN@LYONSTAHL.COM



JOHNNIE STIEGLER
FIRST VICE PRESIDENT | DRE 01981957

(310) 447-2213 | JOHNNIE@LYONSTAHL.COM

STEPHEN TAKAHASHI
FIRST VICE PRESIDENT | DRE 01944770

(310) 403-9145 | STEPHEN@LYONSTAHL.COM

FLETCHER NORSEEN
ASSOCIATE AGENT | DRE 02156659

(949) 307-8706 | FLETCHER.NORSEEN@LYONSTAHL.COM

TABLE OF CONTENTS

- 1 INVESTMENT OVERVIEW
- 2 FINANCIAL ANALYSIS
- 3 LOCATION OVERVIEW
- 4 MEET THE TEAM

CONFIDENTIALITY & DISCLAIMER

The information contained in this Offering Memorandum ("Memorandum") is proprietary and strictly confidential; it is intended to be reviewed only by the party receiving it from The Stiegler Takahashi Group of Lyon Stahl Investment Real Estate and should not be made available to anyone else without the written consent of The Stiegler Takahashi Group of Lyon Stahl Investment Real Estate. By retention or use of this Memorandum, you agree that its contents are confidential, that you will hold it in the strictest confidence, and that you will not disclose any of its contents contrary to these terms. This Memorandum has been prepared to provide summary, unverified information to establish a preliminary level of interest in the subject property ("Property"). The information in this Memorandum has been obtained from sources The Stiegler Takahashi Group of Lyon Stahl Investment Real Estate believes to be reliable; however, The Stiegler Takahashi Group of Lyon Stahl Investment Real Estate has not conducted sufficient investigation to make any warranty or representation whatsoever including but not limited to the accuracy or completeness of the information, veracity or accuracy of the information, condition of the Property or its compliance or lack of compliance with applicable governmental requirements, development potential, suitability, or financial performance of the Property, income or expenses for the Property, the size and square footage of the Property and improvements, the presence or absence of contaminating substances, PCB's or asbestos, the compliance with State or Federal regulations, the physical condition of the improvements thereon, or the financial condition or business prospects of any tenant or any tenant's plans or intentions to continue occupancy of the Property. The Memorandum has selected information relating to the Property and does not purport to be an all-inclusive representation regarding the Property or to contain all or part of the information which prospective investors may require to evaluate the purchase of the Property. Additional information and an opportunity to investigate the Property will be made available to interested and qualified prospective purchasers. All information

is based on assumptions relating to the general economy, market conditions, competition and other factors beyond the control of The Stiegler Takahashi Group of Lyon Stahl Investment Real Estate, therefore, all information is subject to material variation. The information contained herein is not a substitute for a thorough due diligence investigation. Interested parties are expected to review all information of whatever nature independently and not rely on the contents of this Memorandum in any manner. The Property owner ("Owner") expressly reserves the right, at its sole discretion, to reject any or all offers to purchase the Property, and/or to terminate discussions at any time with or without notice. The Owner shall have no legal commitment or obligation unless and until written agreement(s) have been fully executed, delivered and approved by the Owner and any conditions to the Owner's obligations therein have been satisfied or waived.

INVESTMENT OVERVIEW

SUMMARY

1001-1015 20th St, Long Beach CA 90806

ASKING PRICE \$2,450,000

UNITS 10

UNIT MIX 1 (3-BED / 2-BATH), 7 (2-BED / 1-BATH) 2 (1-BED / 1 BATH)

TOTAL BUILDING SQ. FT. 9,641

TOTAL LOT SQ. FT. 10,991

YEAR BUILT 1924-1985

ZONING LBR1N

APN 7210-021-012 7210-021-013

HIGHLIGHTS

- Excellent Unit Mix - (1) 3Bed+2Bath | (7) 2Bed+1Bath | (1) 1Bed+1Bath
- Current GRM: 9.31 | Market GRM: 7.82
- Current CAP: 7.33% | Market CAP: 9.27%
- Building: 9,641 sqft | Lot Size: 10,991 sqft
- Gated Parking for Tenants with Possible ADU conversion of an existing structure
- Separately metered for Gas & Electricity

THE OFFERING

LYONSTAFF
INVESTMENT REAL ESTATE

We are pleased to present the opportunity to acquire a well-performing 10-unit multifamily investment in the heart of Long Beach. Located at 1001–1015 E 20th Street, this asset offers a highly desirable mix of spacious 1, 2, and 3 bedroom units totaling approximately 9,641 rentable square feet on a 10,991 SF lot. This building has the lowest price per foot metric and the highest CAP rate metric on the market currently!! The building delivers immediate day-one cash flow with a current CAP rate of 7.33%, while significant upside remains through rental increases and a potential ADU addition via an existing structure. Pro forma projections push returns to a 9.27% CAP and over 21% cash-on-cash return. Additional features include gated parking lots for tenants and separate gas & electric meters, helping keep operating costs low. Property to be sold As-Is. Inquire for further details.



PROPERTY PHOTOGRAPHS



LYONSTAHLL
INVESTMENT REAL ESTATE





FINANCIAL ANALYSIS

PRICING ANALYSIS-1001-1015 E 20TH ST



PROPERTY METRICS

PRICE	\$2,450,000
UNITS	10
BUILDING SQ. FT.	9,641
LOT SQ FT	10,991
YEAR BUILT	1924-1985
PRICE / UNIT	\$245,000
PRICE / SQ FT	\$254.12

INCOME DATA

	CURRENT	PRO FORMA
NOI	\$179,502	\$227,154
CAP	7.33%	9.27%
GRM	9.31	7.82

PROPOSED FINANCING

DOWN PAYMENT	\$367,500
LOAN AMOUNT	\$2,082,500
INTEREST RATE	6.000%
AMORTIZATION	30
DEBT COVERAGE RATIO	1.20

INCOME AND EXPENSES-1001-1015 E 20TH ST

RENT ROLL

UNIT	TYPE	NOTES	CURRENT	PRO FORMA
1	1-BED / 1-BATH		\$ 1681	\$ 1,700
1	2-BED / 1- BATH		\$ 2,200	\$ 2,500
1	2-BED / 1- BATH		\$1,729	\$ 2,500
1	2-BED / 1- BATH		\$ 2,380	\$ 2,500
1	2-BED / 1- BATH		\$ 2,350	\$ 2,500
1	3-BED / 2- BATH		\$ 3,700	\$ 3,800
1	2-BED / 1- BATH		\$ 2,181	\$ 2,500
1	2-BED / 1- BATH		\$ 2,122	\$ 2,500
1	2-BED / 1- BATH		\$ 2,177	\$ 2,500
1	1-BED / 1- BATH		\$ 1,400	\$ 1,400
1	1-BED / 1- BATH	Potential ADU		\$ 1,450
MONTHLY SCHEDULED RENTAL INCOME			\$ 21,920	\$ 25,850
ANNUAL SCHEDULED RENTAL INCOME			\$ 263,040	\$ 313,200

OPERATING DATA

	CURRENT		PRO FORMA	
GROSS MARKET RENT	\$263,040		\$313,200	
LESS: VACANCY RESERVE	\$13,152	5.0%	\$ 15,660	5.0%
GROSS OPERATING INCOME	\$ 249,888		\$297,540	
LESS: EXPENSES	\$ 70,386	27%	\$ 70,386	22%
NET OPERATING INCOME	\$ 179,502		\$ 227,154	
LESS: LOAN PAYMENTS PRE-TAX	\$ 149,828		\$ 149,828	
CASH FLOW	\$ 29,675	8.07%	\$ 77,327	21.04%
PRINCIPAL REDUCTION	\$ 25,573		\$ 25,573	
TOTAL RETURN BEFORE TAXES	\$ 55,248	15.03%	\$ 102,900	28.00%

CURRENT EXPENSES

NEW TAXES (ESTIMATED)	\$ 30,625
MAINTENANCE (4%)	\$ 10,522
INSURANCE (\$1.20/SF)	\$ 11,569
UTILITIES (\$900/UNIT/YEAR)	\$ 9,000
LANDSCAPING (\$100/MO)	\$ 1,200
PROPERTY MANAGEMENT (3%)	\$ 7,470
TOTAL EXPENSES:	\$ 70,385.80
EXPENSES AS % SGI	26.76%
PER NET SQ.FT.	\$ 7.30
PER UNIT:	\$ 7,038.58

Tyler Bradford
 (310) 850-7197 (Mobile)
tyler@convoy-cap.com
 DRE #01860008



Travis Bradford
 (310) 869-7490 (Mobile)
travis@convoy-cap.com
 DRE #02046147

Prepared for:
 Property Address:

C/O Fletcher Norseen
 1015 E. 20th St
 Long Beach, CA 90806

5/29/2025
 Quote #1

Loan Options	Option 1 3-Year Fixed	Option 2 3-Year Fixed	Option 3 3-Year Fixed	Option 4 5-Year Fixed	Option 5 5-Year Fixed	Option 6 5-Year Fixed
Purchase Price	\$2,450,000	\$2,450,000	\$2,450,000	\$2,450,000	\$2,450,000	\$2,450,000
Loan Amount	\$1,837,500	\$1,592,500	\$1,470,000	\$1,837,500	\$1,592,500	\$1,470,000
Down Payment	\$612,500	\$857,500	\$980,000	\$612,500	\$857,500	\$980,000
Loan-to-Value	75%	65%	60%	75%	65%	60%
Debt Coverage Ratio (DCR)	1.20	1.20	1.20	1.20	1.20	1.20
Current Interest Rate	6.13%	6.05%	5.86%	6.18%	6.18%	5.98%
Index	6 Mo. SOFR	7-Year CMT	7-Year CMT	6 Mo. SOFR	5-Year CMT	5-Year CMT
Margin	2.50%	2.50%	2.50%	2.50%	2.50%	2.50%
Floor / Ceiling	4.25% / 11.13%	6.05% / 12.05%	5.83% / 11.86%	4.25% / 11.18%	6.18% / 12.18%	5.98% / 11.98%
Loan Term	30	10	10	30	10	10
Amortization in Years	30	30	30	30	30	30
Monthly Payment	\$11,171	\$9,599	\$8,682	\$11,230	\$9,733	\$8,794
Recourse	Yes	Yes	Yes	Yes	Yes	Yes
Impounds	No	No	No	No	No	No
Pre-Payment Penalty	Years 1-3	Years 1-2	Years 1-2	Years 1-5	Years 1-3	Years 1-3
	3-2-1%	3-2%	3-2%	5-4-3-2-1%	5-4-3%	5-4-3%
Loan Fee	1%	1%	1%	1%	1%	1%
Estimated Costs:						
Appraisal/Due Diligence	\$2,000	\$7,500	\$7,500	\$2,000	\$7,500	\$7,500
Closing/Processing/Underwriting	Included Above	Included Above	Included Above	Included Above	Included Above	Included Above

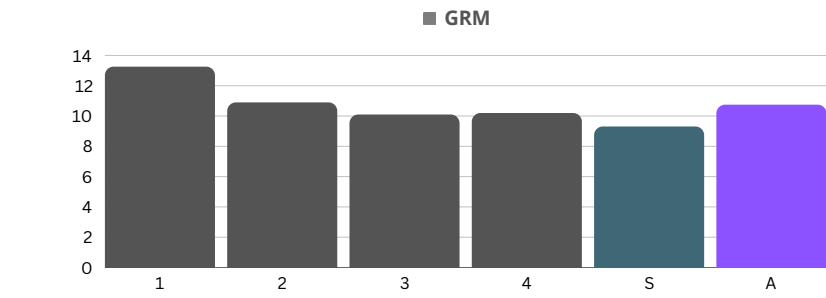
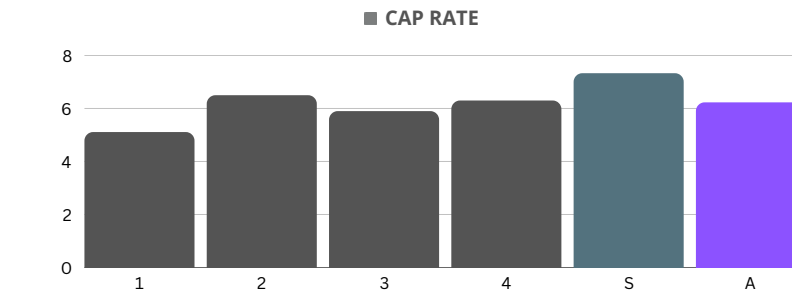
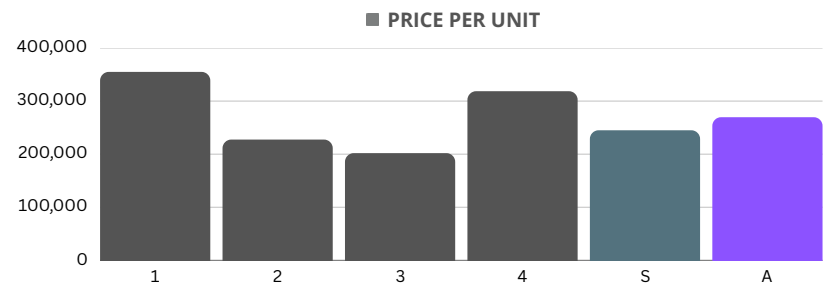
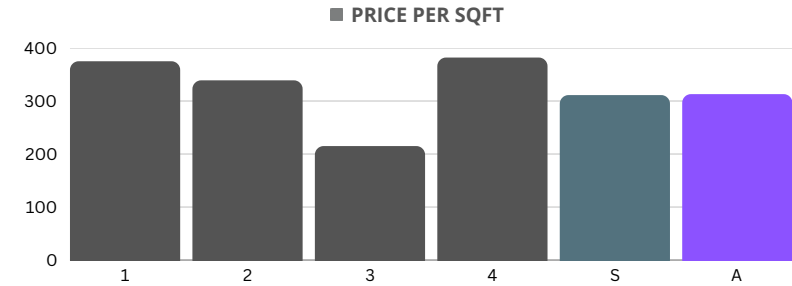
Alternative fixed and adjustable rate options may be available upon request
 Quote subject to satisfactory lender review of rent roll, I & E, property condition, and borrower's financials

Rates and programs are subject to change without notice

© 2022 Convoy Capital is headquartered at 2120 E Grand Ave. STE 145, El Segundo, CA 90245 and is a
 licensed Real Estate Broker - CA Dept. of Real Estate - License Number: DRE# 02117282

COMPARABLE SALES ANALYSIS

	ADDRESS	SALE PRICE	UNITS	SALE DATE	YEAR	BUILDING SQ.FT.	PRICE / SQ.FT.	PRICE / UNIT	CAP RATE	GRM
1	1740 N STANTON PL LONG BEACH, CA	\$3,450,000	10	3/18/2024	1987	9,211	\$374.55	\$355,000	5.11	13.26
2	2195 PASADENA AVE LONG BEACH, CA	\$2,395,000	10	9/6/2024	1964	7,055	\$339.48	\$227,500	6.50	10.9
3	2018 LOCUST AVE LONG BEACH, CA	\$2,500,000	13	5/23/2025	1963	11,626	\$215.04	\$201,923	5.90	10.1
4	1470 ELM AVE LONG BEACH, CA	\$2,549,000	8	4/25/2025	1959	6,678	\$381.70	\$318,625	6.30	10.2
★	1001-1015 E 20TH ST LONG BEACH, CA	\$2,450,000	10	DATE	1924-1985	9,641	\$254.12	\$245,000	7.33	9.31
A	AVERAGE	\$2,668,800	UNITS	DATE	YEAR	SQ.FT.	312.98	\$269,609	6.23	10.75



COMPARABLE ACTIVES ANALYSIS

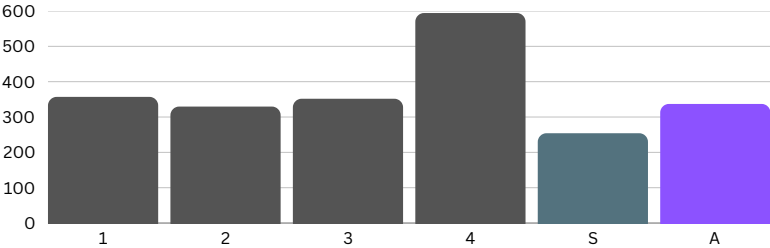
1

★

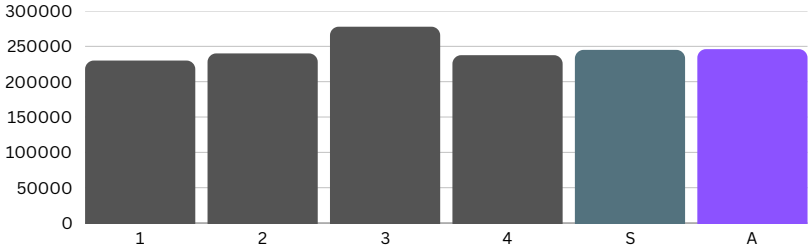
A

ADDRESS	SALE PRICE	UNITS	LIST DATE	YEAR	BUILDING SQ.FT.	PRICE / SQ.FT.	PRICE / UNIT	CAP RATE	GRM
2219 PINE AVE LONG BEACH, CA	\$2,299,000	10	10/17/2024	1948	6,440	\$356.99	\$229,900	6.6	11.4
1415-1425 MLK LONG BEACH, CA	\$2,400,000	10	3/4/2025	1930	7,282	\$329.58	\$240,000	6.57	10.6
1757 LONG BEACH BLVD LONG BEACH, CA	\$2,500,000	9	10/11/2024	1936	7,108	\$351.72	\$277,778	4.5	19.3
1136 HOFFMAN AVE LONG BEACH, CA	\$2,850,000	12	3/17/2025	1922	4,796	\$594.25	\$237,500	5.2	11.9
1001-1015 E 20TH ST LONG BEACH, CA	\$2,450,000	10	DATE	1924-1985	9,641	\$254.12	\$245,000	7.33	9.27
AVERAGE	\$2,499,800	UNITS	DATE	YEAR	SQ.FT.	\$337.33	\$246,035	5.12	12.49

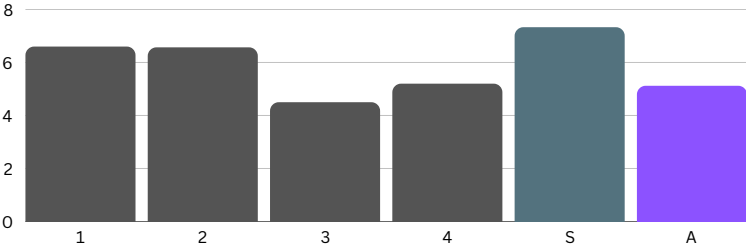
PRICE PER SQFT



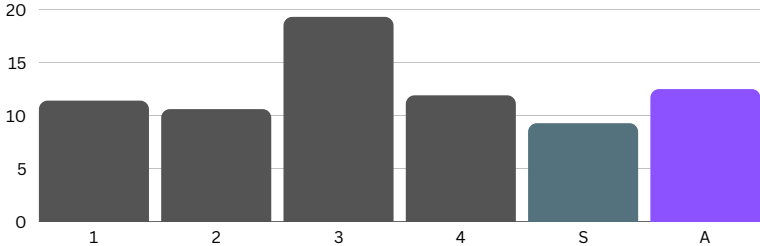
PRICE PER UNIT



CAP RATE



GRM



LOCATION OVERVIEW



Los Angeles County is the most heavily populated county with Approximately 9.9 million people, including about 1 million that live in unincorporated areas of the county. The metropolis—formed by the six neighboring counties of Los Angeles, Ventura, Kern, San Bernardino, Riverside, and Orange— is home to approximately 19 million residents. Los Angeles County is home to one of the most educated labor pools in the country and offers A labor force of more than 4.7 million, of which more than 1.5 million are college graduates. Los Angeles County has the largest population of any county in the nation, exceeded only by eight states. According to the United States Conference of Mayors, Los Angeles County boasts a GDP among the twenty largest in the world. Los Angeles County's continued economic growth, in contrast to other areas of the state and nation, is due to its diversified economy and abundant, well-trained workforce.

LA County is well located on the Southern Coast of California, and covers 4,061 square miles, including the San Clemente and Santa Catalina islands. The county comprises approximately 88 vibrant and diverse cities hosting more than 244,000 business establishments— the greatest concentration in the state. LA County has a Gross Domestic Product (GDP) of approximately \$446 billion— placing it among the top 20 economies in the world. The combined GDP of LA and its five surrounding neighboring counties places it in the top 10. California is generally considered to be in the top five.

If LA County were its own nation, its economy would be the 18th largest in the world. It is home to more than 244,000 businesses, with more minority and women owned businesses than any other state in the nation and is the nation's top international trade center and manufacturing center. LA is recognized worldwide as a leader in entertainment, health sciences, business services, aerospace and international trade. Because the LA area is so large and diverse, it has something to offer everyone. While Hollywood and the Los Angeles beach culture are part of our collective image of LA, the city also has more museums than any other city and some of the best hotels in the world.

LOS ANGELES COUNTY

DUE TO THE LARGE SIZE OF LA COUNTY (4,300 SQUARE MILES), IT HAS BEEN DIVIDED INTO THE FOLLOWING COLLECTION OF NEIGHBORHOODS GEOGRAPHIC REGIONS:

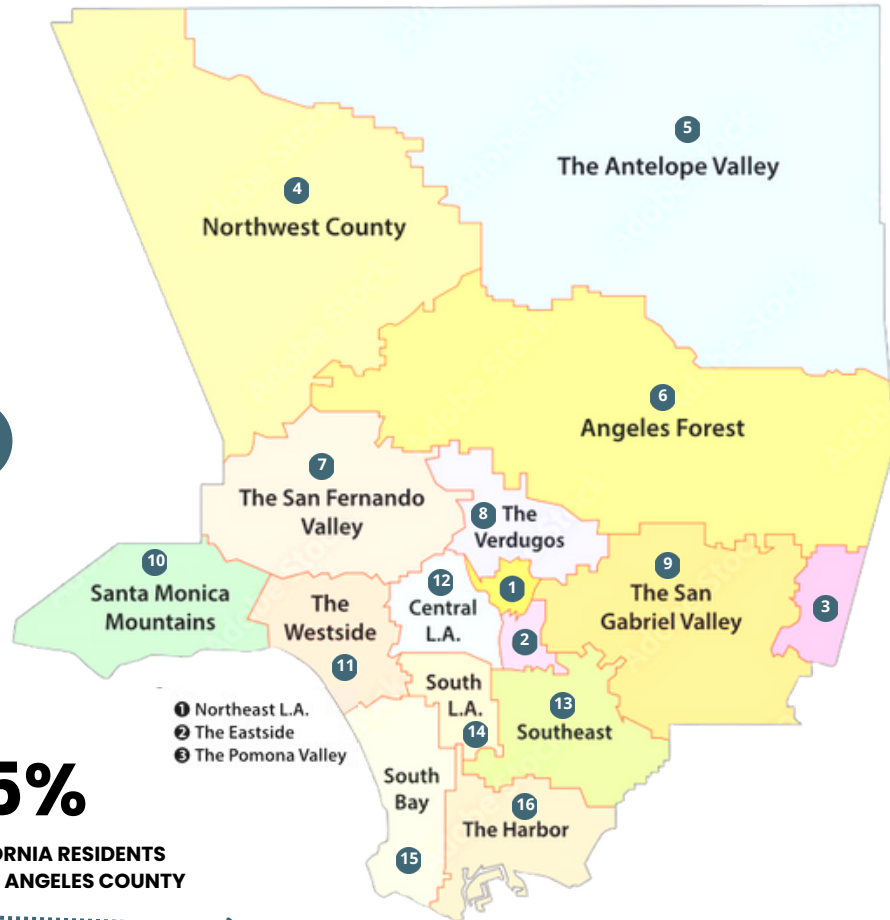
- | | |
|------------------------|----------------------------|
| 1. NORTHEAST L.A. | 9. SAN GABRIEL VALLEY |
| 2. THE EASTSIDE | 10. SANTA MONICA MOUNTAINS |
| 3. POMONA VALLEY | 11. THE WESTSIDE |
| 4. NORTHWEST COUNTY | 12. CENTRAL L.A. |
| 5. ANTELOPE VALLEY | 13. SOUTHEAST |
| 6. ANGELES FOREST | 14. SOUTH LA |
| 7. SAN FERNANDO VALLEY | 15. SOUTH BAY |
| 8. THE VERDUGOS | 16. THE HARBOR |



LOS ANGELES CALIFORNIA
9.83 MILLION
39.24 MILLION

25%

OF ALL CALIFORNIA RESIDENTS
LIVE WITHIN LOS ANGELES COUNTY



LISTING TEAM



**STEPHEN
TAKAHASHI**

FIRST VICE PRESIDENT

DRE 019944770
CELL: (310) 403-9145
OFFICE: (310) 890-5270
STEPHEN@LYONSTAHL.COM



**JOHNNIE
STIEGLER**

FIRST VICE PRESIDENT

DRE 01981957
CELL: (310) 447-2213
OFFICE: (310) 990-9685
JOHNNIE@LYONSTAHL.COM

MEET THE TEAM



**FLETCHER
NORSEEN**

ASSOCIATE AGENT



JOHNNIE STIEGLER

FIRST VICE PRESIDENT | DRE 01981957

(310) 447-2213 | JOHNNIE@LYONSTAHL.COM

STEPHEN TAKAHASHI

FIRST VICE PRESIDENT | DRE 01944770

(310) 447-2213 | JOHNNIE@LYONSTAHL.COM

