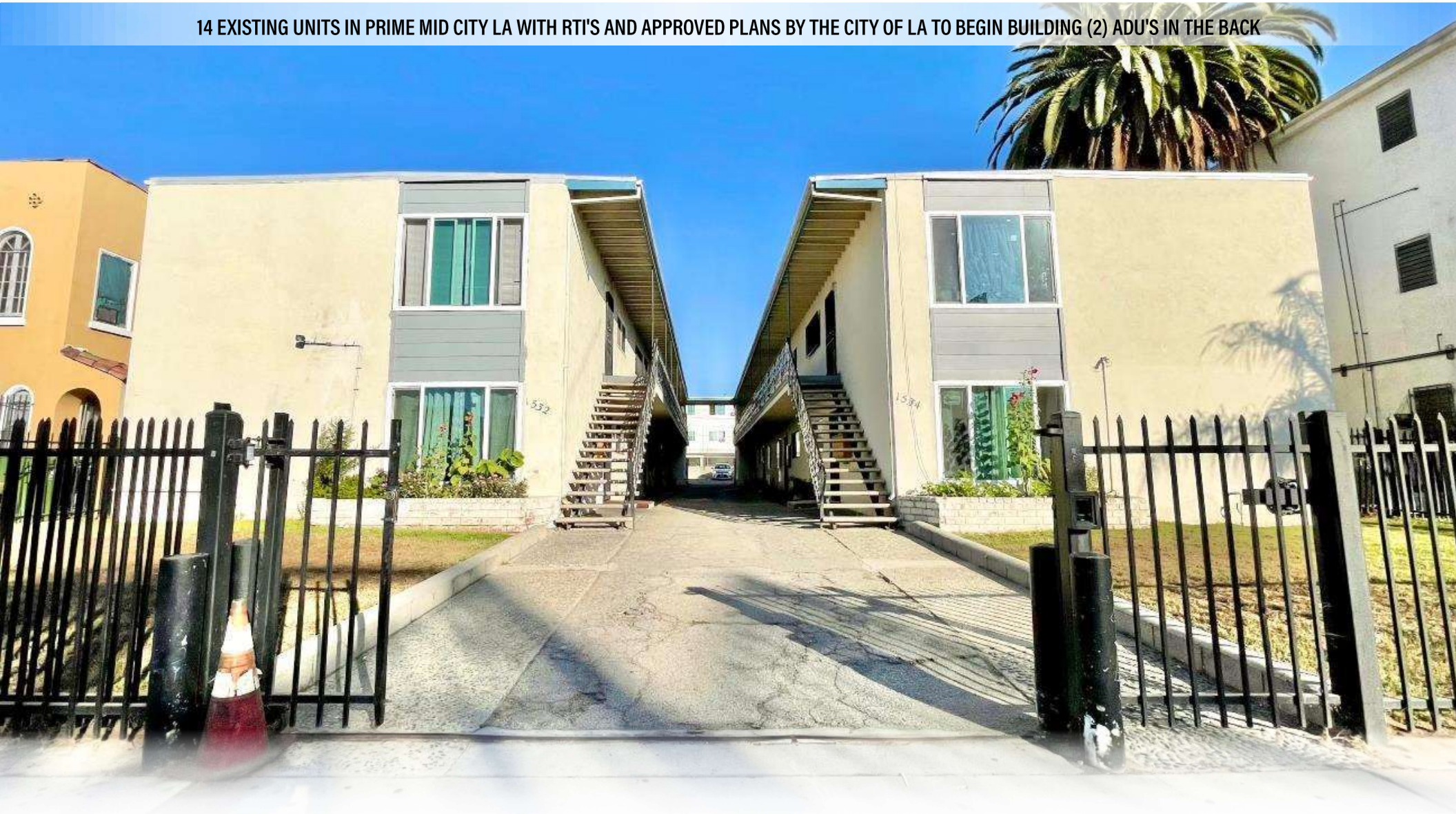


1532 S. WILTON PLACE

14 EXISTING UNITS IN PRIME MID CITY LA WITH RTI'S AND APPROVED PLANS BY THE CITY OF LA TO BEGIN BUILDING (2) ADU'S IN THE BACK



1532 S. WILTON PLACE ■ LOS ANGELES, CA 90019

JON RAWSON (310) 869-9137

jon@avenuerg.com

CalBRE Lic#02010400

ARG | AVENUE
REALTY GROUP

1532 S. WILTON PLACE

LOS ANGELES, CA 90019

JON RAWSON

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Mobile: (310) 869-9137
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Avenue Realty Group - DRE #01527499

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Location Overview

1

LOCATION



WEST ADAMS

West Adams is home to one of the largest collections of historic houses and small mansions west of the Mississippi River. The West Adams neighborhood was developed between 1880 and 1925 and contains many diverse architectural styles of the era, including the Queen Anne, Shingle, Gothic Revival, Transitional Arts and Crafts, American Craftsman/Ultimate Bungalow, Craftsman Bungalow, Colonial Revival, Renaissance Revival, Mediterranean Revival, Spanish Colonial Revival, Mission Revival, Egyptian Revival, Beaux-Arts and Neoclassical styles. West Adams boasts the only existing Greene and Greene house left in the entire city of Los Angeles.

MID-CITY LOCATION

Mid City Los Angeles is a region located in the central part of Los Angeles, California. It is bordered by West Adams to the north, Culver City to the west, South Los Angeles to the south, and Mid-Wilshire to the east. The region is home to several neighborhoods, including Arlington Heights, Country Club Park, Jefferson Park, Mid-City West, Miracle Mile, and Wilshire Vista.

The region has a mix of residential and commercial development, with many small businesses and local shops. It is also well-connected to other parts of Los Angeles, with several major roads and highways running through the area, including the Santa Monica Freeway (I-10) and the Beverly Boulevard.

Central Location



M TRANSIT ORIENTED

Where Are Rents Going To Increase The Most?

According to a recent UCLA/Berkeley study transit-adjacent L.A. neighborhoods gentrify at higher rates than other neighborhoods

Previous Studies across the country have noted how new public transit stops drive up nearby rental prices – we’re talking 25-67%

Median rent prices jumped 46% along LA’s new Expo metro line

A recent study found that rents increased more quickly in transit areas across the country than in the surrounding metropolitan areas

In nearly three-quarters of transit-rich developments, neighborhood rents increased faster than those in metro areas



COMMUNITY PROFILE

New developments and improved mass transit options within the submarket have lately drawn an influx of high-income young professionals to the area. Baldwin Hills Crenshaw Plaza has been approved by the city to undergo a major transformation.



The K Line was designed and built with the help of community input and local voices to provide a faster, more convenient and reliable way to connect to jobs, schools and the rich cultural places throughout these communities. The K Line will connect to the Metro E Line (Expo), which travels between downtown LA and Santa Monica. By 2024, the K Line will also connect to the new LAX/Metro Transit Center Station, the new Aviation/Century Station and the Metro C Line (Green).



BALDWIN HILLS CREWSHAW PLAZA



METRO CRENSHAW LINE

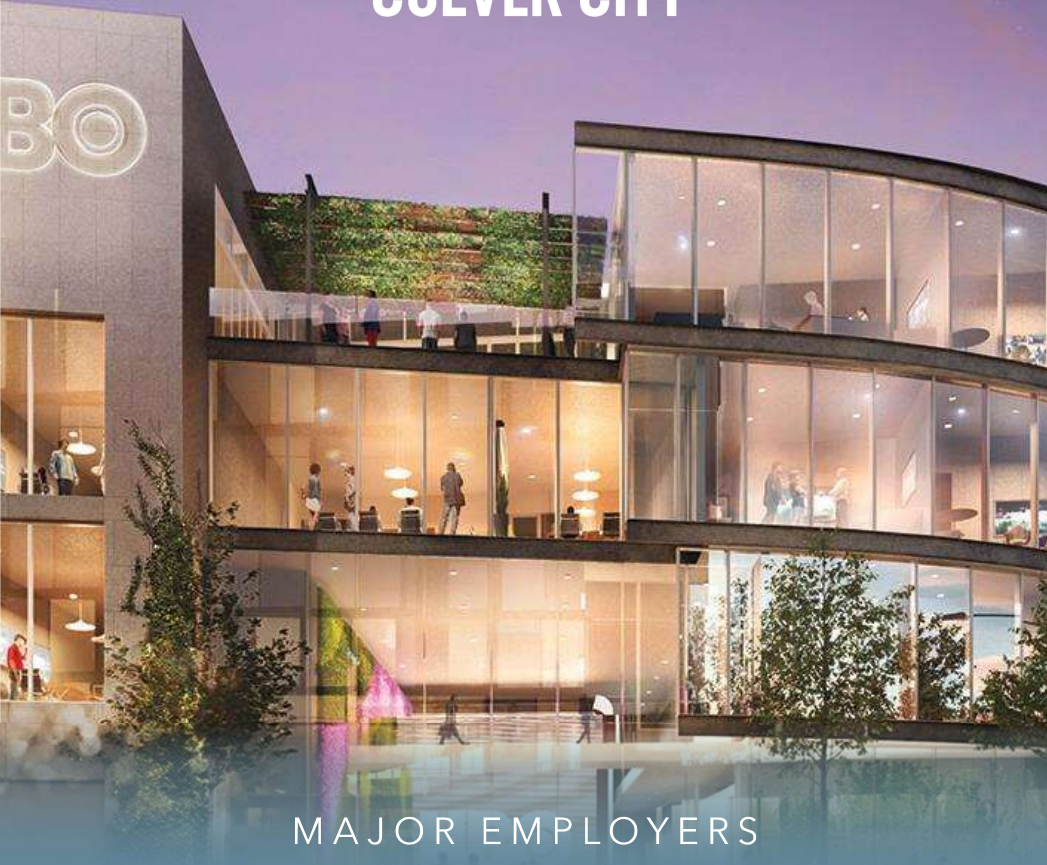


DESTINATION CRENSHAW

CULVER CITY

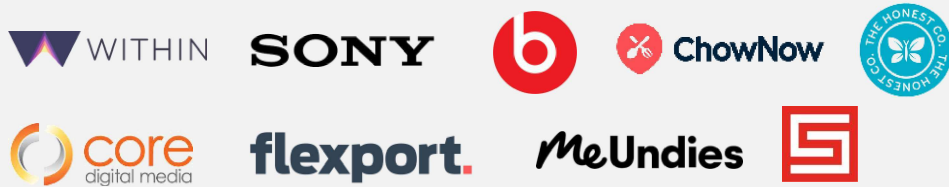


DOWNTOWN LA



MAJOR EMPLOYERS

MAJOR EMPLOYERS



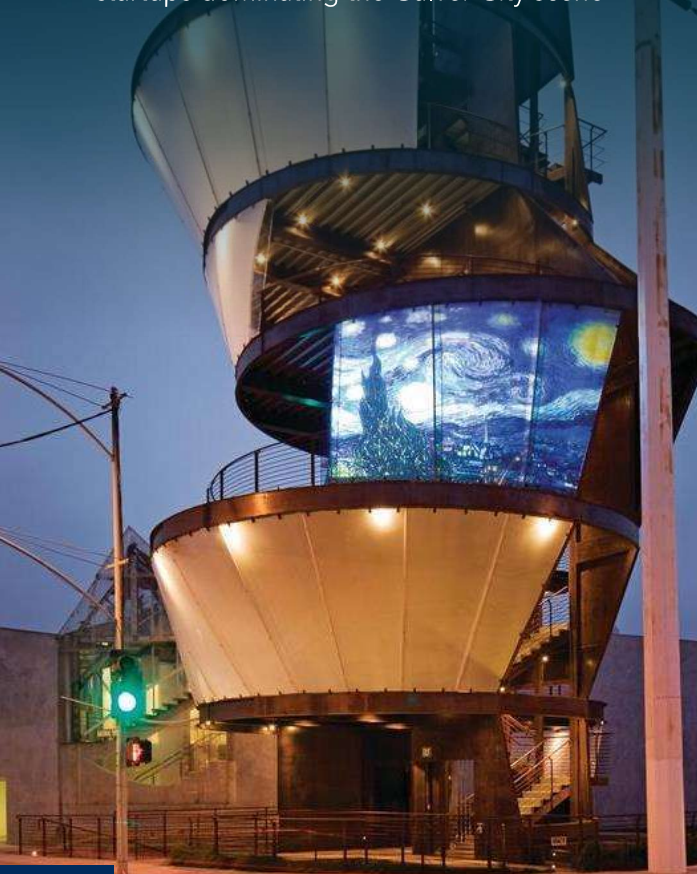
Epicenter OF LOS ANGELES

The subject property sits between the major jobs centers of Downtown Los Angeles and Culver City. The former, with a daytime population of some 207,000 people, is home to a large concentration of firms from the legal, utilities, accounting and financial services sectors, as well as many federal, state and local government agencies. The latter, on the other hand, has an employer base that skews more creative, with a mix of firms in arts, design, entertainment, sports and media.

SYNERGISTIC LANDMARKS

Hayden Tract & Culver City Firms

Over the last 20 years, architectural firm Eric Owen Moss Architects and local developer Samitaur Constructs have teamed up to redevelop the stretch of land into a collection of architecturally stunning set of office buildings housing some of the most well-known startups in the LA area. Check out the 19 startups dominating the Culver City scene



University of Southern California

USC is a private research university in Los Angeles, California. For the 2021 academic year, there were 20,000 students enrolled in four-year undergraduate programs. USC also has 27,500 graduate and professional students in a number of different programs. It is the largest private employer in the city of Los Angeles and generates \$8 billion in economic impact on Los Angeles and California.

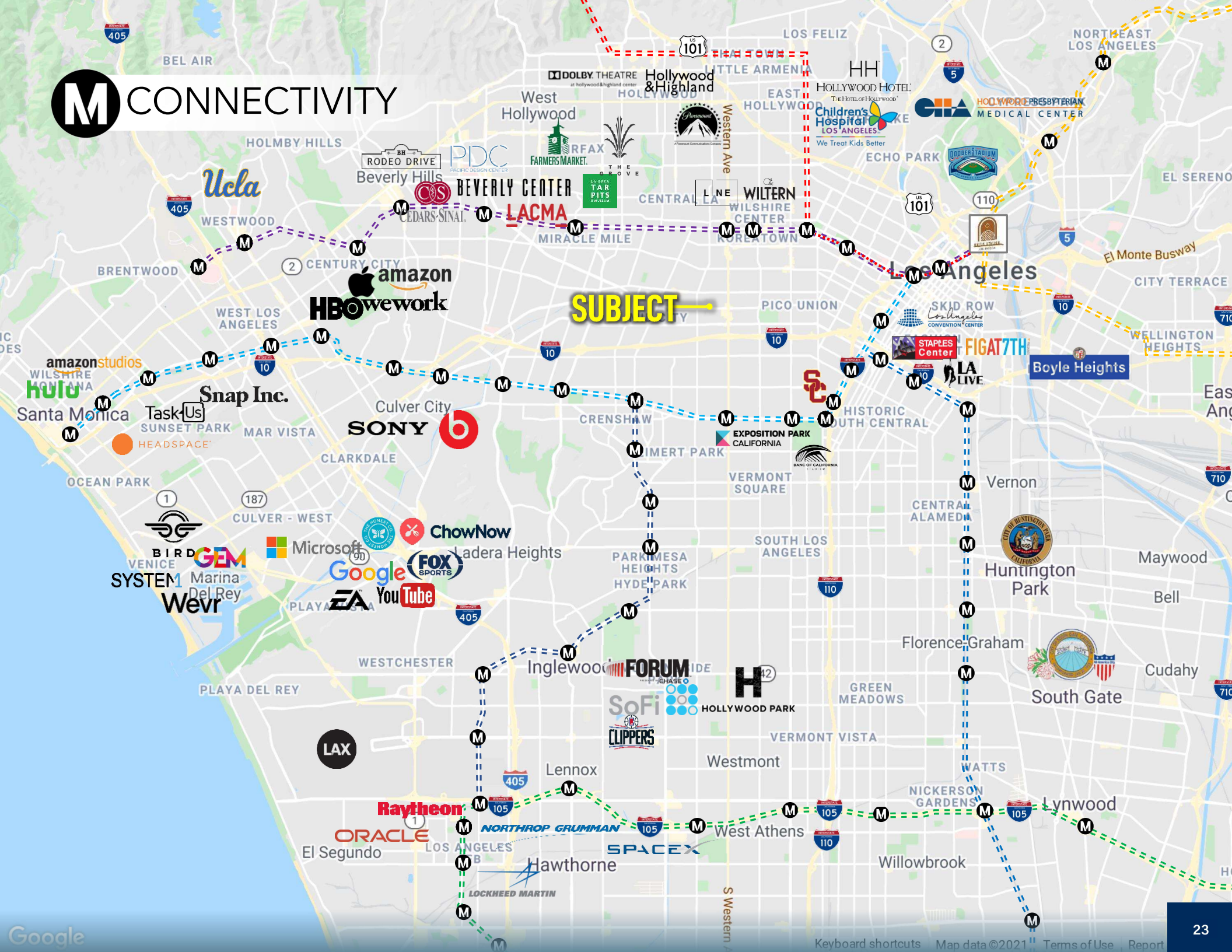


Lucas Museum of Narrative Art

The \$1-billion Lucas Museum of Narrative Art, located at Exposition Park in Downtown LA. Designed by Ma Yansong of MAD Architects, the 300,000 square-foot Lucas Museum is expected to be "one of the most imaginative and inclusive art museums in the world—a global destination that all Angelenos and Californians will be proud to call their own."



M CONNECTIVITY



SUBJECT

Loan Quotes

2

NEW LOAN OPTIONS

Garrett Broom
 (310) 597-4464 (Direct)
garrett@convoy-cap.com
 DRE #01940646



Prepared for:
 Property Address:

C/O Jon Rawson
1532 S Wilton Place
Los Angeles, CA 90019

8/15/2024
 Quote #1

Loan Options	Option 1 3-Year Fixed	Option 2 3-Year Fixed	Option 3 5-Year Fixed	Option 4 5-Year Fixed
Purchase Price	\$2,750,000	\$2,750,000	\$2,750,000	\$2,750,000
Loan Amount	\$1,512,500	\$1,500,000	\$1,500,000	\$1,512,500
Down Payment	\$1,237,500	\$1,250,000	\$1,250,000	\$1,237,500
Loan-to-Value	55.00%	54.55%	54.55%	55.00%
Debt Coverage Ratio (DCR)	1.20	1.20	1.20	1.20
Current Interest Rate	5.90%	5.90%	5.90%	5.90%
Interest Only Period	Amortizing	36 Months IO	36 Months IO	Amortizing
Index	30 Day Avg. SOFR	1 Year CMT	1 Year CMT	30 Day Avg. SOFR
Margin	2.625%	2.50%	2.50%	2.625%
Floor / Ceiling	5.90% / 11.90%	5.90% / 11.95%	5.90% / 11.95%	5.90% / 11.90%
Loan Term	30	30	30	30
Amortization in Years	30	27	27	30
I/O Monthly Payment	N/A	\$7,375	\$7,375	N/A
Monthly Payment	\$8,971	\$9,266	\$9,266	\$8,971
Impounds	No	No	No	No
Pre-Payment Penalty	Years 1-3	Years 1-3	Years 1-5	Years 1-5
	3-2-1%	3-2-1%	5-4-3-2-1%	3-3-2-1-1%
Loan Fee	1%	1%	1%	1%
Estimated Costs:				
Appraisal/Due Diligence	\$4,500	\$4,500	\$4,500	\$4,500
Closing/Processing/Underwriting	Included Above	Included Above	Included Above	Included Above

Alternative Conventional and Bridge Debt Options available upon request; IO options available for conventional loans upon request
 Quote subject to satisfactory lender review.

Rates and programs are subject to change without notice

© 2024 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

Pro Forma (NO ADU's)

3

CURRENT (NO ADU'S)

**1532 S Wilton Place
Los Angeles, CA 90019**

Investment Summary	Loan Information
Price: \$ 2,750,000	1st Trust Deed: 3 Year Fixed Interest Only Loan
Down Payment: \$ 1,250,000	Loan Amount: \$ 1,500,000
Number of Units: 14	Interest Rate: 5.900%
Cost Per Unit: \$ 196,429	Loan Term (Years): 3
Current GRM: 11.06	Amortization (Years): 30
Market GRM: 5.60	Interest Only Monthly Payment: (\$7,375.00)
Current CAP: 5.61%	Annual Debt Service: (\$88,500.00)
Market CAP: 13.84%	
Year Built: 1960	Current DCR: 1.74
Approximate Lot Size: 13,157	Market DCR: 4.30
Approximate Net RSF: 9,916	
Cost Per Net RSF: \$ 277.33	
	Zoning: LAR3
	APN: 5073-005-012
	Location: South of Pico, North of Venice, West of Western, East of Arlington

Annualized Operating Data	Current Rents		Market Rents	
Gross Operating Income:	\$ 248,584		\$ 491,340	
Less: Expenses:	\$ (94,364)	38.0%	\$ (110,694)	22.5%
Net Operating Income:	\$ 154,220		\$ 380,646	
Less: Loan Payments:	\$ (88,500)		\$ (88,500)	
Net Cash Flow:	\$ 65,720	5.26%	\$ 292,146	23.37%
Plus: Principal Paydown:	\$ 34,406		\$ 34,406	
Total Return Before Taxes:	\$ 100,126	8.01%	\$ 326,552	26.12%

Scheduled Income						Estimated Operating Expenses - Current Rents	
Unit Number	BDRMS/ BATHS	Current Rents		Market Rents			
		Monthly Rent/Unit	Monthly Rent/Unit	Monthly Rent/Unit	Monthly Income		
1	2 Bed / 1 Bath	\$ 1,301	\$ 1,301	\$ 2,450	\$ 2,450	New Property Taxes - (1.199398%)	\$32,983
2	2 Bed / 1 Bath	\$ 1,415	\$ 1,415	\$ 2,450	\$ 2,450	Property Management - (T12 Actuals)	\$11,578
3	2 Bed / 1 Bath	\$ 1,052	\$ 1,052	\$ 2,450	\$ 2,450	Insurance - (\$0.90/RSF)	\$8,924
4	2 Bed / 1 Bath VACANT	\$ 2,450	\$ 2,450	\$ 2,450	\$ 2,450	Maintenance/Repairs/Reserves - (Trailing 12 Actuals)	\$7,445
5	2 Bed / 1 Bath	\$ 1,271	\$ 1,271	\$ 2,450	\$ 2,450	Water & Sewer - (Trailing 12 Actuals)	\$15,214
6	2 Bed / 1 Bath	\$ 1,196	\$ 1,196	\$ 2,450	\$ 2,450	Landscape & Gardening - (Trailing 12 Actuals)	\$1,380
7	2 Bed / 1 Bath	\$ 1,158	\$ 1,158	\$ 2,450	\$ 2,450	Gas & Electricity - (Trailing 12 Actuals)	\$8,079
8	2 Bed / 1 Bath	\$ 1,124	\$ 1,124	\$ 2,450	\$ 2,450	Trash - (Trailing 12 Actuals)	\$6,975
9	2 Bed / 1 Bath	\$ 1,148	\$ 1,148	\$ 2,450	\$ 2,450	New Assessments - (\$1,785.12)	\$1,785
10	2 Bed / 1 Bath	\$ 1,203	\$ 1,203	\$ 2,450	\$ 2,450	EXPENSES ARE ESTIMATED	
11	2 Bed / 1 Bath	\$ 1,336	\$ 1,336	\$ 2,450	\$ 2,450		
12	2 Bed / 1 Bath	\$ 2,423	\$ 2,423	\$ 2,450	\$ 2,450		
13	2 Bed / 1 Bath	\$ 1,069	\$ 1,069	\$ 2,450	\$ 2,450		
14	2 Bed / 1 Bath	\$ 1,356	\$ 1,356	\$ 2,450	\$ 2,450		
ADU #1	3 Bed / 1 Bath	\$ -	\$ -	\$ 3,250	\$ 3,250		
ADU #2	1 Bed / 1 Bath	\$ -	\$ -	\$ 1,895	\$ 1,895		
						Estimated Total Expenses	\$94,364
Monthly Scheduled Gross Income:						\$ 19,502	\$ 39,445
Parking & Laundry Income:						\$ 629	\$ 700
RUBS:						\$ 284	\$ 300
Storage Income:						\$ 300	\$ 500
Total Monthly Scheduled Gross Income:						\$ 20,715	\$ 40,945
Annual Scheduled Gross Income:						\$ 248,584	\$ 491,340
						Per Net Sq. Ft.	\$9.52
						Expenses Per Unit	\$6,740

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 Website: www.avenueerg.com
 Multifamily Apartment Specialist
 DRE # 02010400
 Avenue Realty Group - DRE # 01527499

Estimated Operating Expenses - Market Rents	
New Property Taxes - (2% Increase)	\$33,643
Property Management - (4% Market Rents)	\$19,654
Insurance - (1% Increase)	\$9,014
Maintenance/Repairs/Reserves - (\$500/16 Units)	\$8,000
Water & Sewer - (2023 Actuals + 2 Units)	\$19,990
Landscape & Gardening - (\$75/Month)	\$900
Gas & Electricity - (2023 Actuals + 2 Units)	\$10,593
Trash - (1.5% Increase)	\$7,080
New Assessments - (2% Increase)	\$1,821
EXPENSES ARE ESTIMATED	
Estimated Total Expenses	\$110,694
Per Net Sq. Ft.	\$11.16
Expenses Per Unit	\$7,906.69

Pro Forma (With ADU's)

4

CURRENT (WITH ADU'S)

1532 S Wilton Place
Los Angeles, CA 90019

Investment Summary

Price:	\$ 2,750,000
Down Payment + ADU Construction:	\$ 1,600,000
Number of Units:	16
Cost Per Unit:	\$ 171,875
Current GRM:	8.83
Market GRM:	5.54
Current CAP:	7.52%
Market CAP:	13.96%
Year Built:	1960
Approximate Lot Size:	13,157
Approximate Net RSF:	9,916
Cost Per Net RSF:	\$ 277.33

Loan Information

1st Trust Deed: 3 Year Fixed Interest Only Loan	
Loan Amount:	\$ 1,500,000
Interest Rate:	5.900%
Loan Term (Years):	3
Amortization (Years):	30
Monthly Payment:	(\$7,375.00)
Annual Debt Service:	(\$88,500.00)
Current DCR:	2.34
Market DCR:	4.34
Zoning:	LAR3
APN:	5073-005-012

Annualized Operating Data

	<u>Current Rents</u>			<u>Market Rents</u>	
Gross Operating Income:	\$ 311,412		\$ 496,740		
Less: Expenses:	\$ (104,534)	33.6%	\$ (112,953)		22.7%
Net Operating Income:	\$ 206,878		\$ 383,787		
Less: Loan Payments:	\$ (88,500)		\$ (88,500)		
Net Cash Flow:	\$ 118,378	7.40%	\$ 295,287		18.46%
Plus: Principal Paydown:	\$ 34,406		\$ 34,406		
Total Return Before Taxes:	\$ 152,783	9.55%	\$ 329,693		20.61%

Scheduled Income

Unit Number	BDRMS/ BATHS	<u>Current Rents</u>		<u>Market Rents</u>	
		Monthly Rent/Unit	Month Rent/Unit	Monthly Rent/Unit	Monthly Income
1	2 Bed / 1 Bath	\$ 1,301	\$ 1,301	\$ 2,450	\$ 2,450
2	2 Bed / 1 Bath	\$ 1,415	\$ 1,415	\$ 2,450	\$ 2,450
3	2 Bed / 1 Bath	\$ 1,052	\$ 1,052	\$ 2,450	\$ 2,450
4	2 Bed / 1 Bath VACANT	\$ 2,450	\$ 2,450	\$ 2,450	\$ 2,450
5	2 Bed / 1 Bath	\$ 1,271	\$ 1,271	\$ 2,450	\$ 2,450
6	2 Bed / 1 Bath	\$ 1,196	\$ 1,196	\$ 2,450	\$ 2,450
7	2 Bed / 1 Bath	\$ 1,158	\$ 1,158	\$ 2,450	\$ 2,450
8	2 Bed / 1 Bath	\$ 1,124	\$ 1,124	\$ 2,450	\$ 2,450
9	2 Bed / 1 Bath	\$ 1,148	\$ 1,148	\$ 2,450	\$ 2,450
10	2 Bed / 1 Bath	\$ 1,203	\$ 1,203	\$ 2,450	\$ 2,450
11	2 Bed / 1 Bath	\$ 1,336	\$ 1,336	\$ 2,450	\$ 2,450
12	2 Bed / 1 Bath	\$ 2,423	\$ 2,423	\$ 2,450	\$ 2,450
13	2 Bed / 1 Bath	\$ 1,069	\$ 1,069	\$ 2,450	\$ 2,450
14	2 Bed / 1 Bath	\$ 1,356	\$ 1,356	\$ 2,450	\$ 2,450
ADU #1	3 Bed / 1 Bath	\$ 3,250	\$ 3,250	\$ 3,250	\$ 3,250
ADU #2	1 Bed / 1 Bath	\$ 1,895	\$ 1,895	\$ 1,895	\$ 1,895
Monthly Scheduled Gross Income:		\$ 24,647		\$ 39,445	
Parking & Laundry Income:		\$ 629		\$ 700	
RUBS:		\$ 375		\$ 750	
Storage Income:		\$ 300		\$ 500	
Total Monthly Scheduled Gross Income:		\$ 25,951		\$ 41,395	
Annual Scheduled Gross Income:		\$ 311,412		\$ 496,740	

Estimated Operating Expenses - Current Rents

New Property Taxes - (1.199398%)	\$32,983
Property Management - (5% Current Rents)	\$15,571
Insurance - (\$0.90/RSF)	\$8,924
Maintenance/Repairs/Reserves - (\$650/16 Units)	\$10,400
Water & Sewer - (Trailing 12 Actuals + 2 Units)	\$17,284
Landscape & Gardening - (Trailing 12 Actuals)	\$1,380
Gas & Electricity - (Trailing 12 Actuals + 2 Units)	\$9,232
Trash - (Trailing 12 Actuals)	\$6,975
New Assessments - (\$1,785.12)	\$1,785

EXPENSES ARE ESTIMATED

Estimated Total Expenses **\$104,534**

Per Net Sq. Ft. **\$10.54**

Expenses Per Unit **\$6,533**

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Multifamily Apartment Specialist
DRE # 02010400
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Estimated Operating Expenses - Market Rents

New Property Taxes - (2% Increase)	\$33,643
Property Management - (5% Market Rents)	\$24,837
Insurance - (1% Increase)	\$9,014
Maintenance/Repairs/Reserves - (\$500/16 Units)	\$8,000
Water & Sewer - (2.5% Increase)	\$17,716
Landscape & Gardening - (Trailing 12 Actuals)	\$1,380
Gas & Electricity - (2.5% Increase)	\$9,463
Trash - (1.5% Increase)	\$7,080
New Assessments - (2% Increase)	\$1,821

EXPENSES ARE ESTIMATED

Estimated Total Expenses **\$112,953**

Per Net Sq. Ft. **\$11.39**

Expenses Per Unit **\$7,059.56**

Pricing Analysis

5

SALES COMPS

Comparative Market Analysis Report:
 1532 S Wilton, Los Angeles, CA 90019
 5-20 Units, 8/2023-/8/2024 COE Date
 Located 1 Mile From Subject



Address	# of Units	Unit Mix	List Price	RSF	Lot SQ FT	Cap Rate	GRM	\$/SQ FT	\$/Unit	Year Built
1532 S Wilton Place, Los Angeles 90019	14	14 2 Bd/ 1 Ba	\$2,750,000	9,916	13,157	5.61%	11.16	\$277	\$196,429	1960

Address	# of Units	Unit Mix	Sales Price	RSF	Lot SQ FT	Cap Rate	GRM	\$/SQ FT	\$/Unit	Year Built	COE Date
3945 W 8th Street, Los Angeles 90005	14	9 1 Bd/ 1 Ba 5 2 Bd/ 1 Ba	\$2,900,000	11,164	105,126	4.20%	N/A	\$260	\$207,143	1960	6/22/2024
2176 Venice Blvd, Los Angeles 90006	17	3 0 Bd/ 1 Ba 13 1 Bd/ 1 Ba 1 3 Bd/2 Ba	\$3,325,000	9,311	10,019	6.86%	11.31	\$357	\$195,588	1963	6/11/2024
821 S Wilton Place, Los Angeles 90005	20	19 0 Bd/ 1 Ba 1 1 Bd/1 Ba	\$3,725,000	10,786	8,999	5.28%	12.11	\$345	\$186,250	1938	6/6/2024
811 S Wilton Place, Los Angeles 90005	10	10 1 Bd/ 1 Ba	\$1,850,000	9,030	9,000	N/A	13.31	\$205	\$185,000	1956	2/16/2024
3414 W 17th Street, Los Angeles 90019	8	6 1 Bd/ 1 Ba 2 2 Bd/ 1 Ba	\$1,580,000	6,674	7,000	5.50%	11.21	\$237	\$197,500	1965	12/4/2023
1649 S St Andrews Place, Los Angeles 90019	13	2 0 Bd/ 1 Ba 10 1 Bd/ 1 Ba 1 2 Bd/1 Ba	\$2,360,000	7,616	8,564	5.67%	11.91	\$310	\$181,538	1963	11/30/2023
934 S St Andrews Place, Los Angeles 90019	5	4 1 Bd/ 1 Ba 1 4 Bd/ 2 Ba	\$1,400,000	4,192	6,125	4.71%	15.16	\$334	\$280,000	1965	11/21/2023
2267 W Adams Blvd, Los Angeles 90018	12	8 1 Bd/ 1 Ba 4 2 Bd/1 Ba	\$2,400,000	9,800	13,489	5.22%	12.21	\$245	\$200,000	1939	9/14/2023

Averages:						5.35%	12.46	\$287	\$204,127		
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