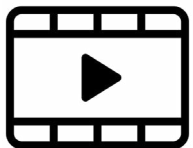


OFFERING MEMORANDUM

12215 N SAN FERNANDO ROAD

SYLMAR, CA 91342



Watch Video

EXCLUSIVELY LISTED BY

Robert Leveen
Senior Vice President
robert.leeven@lee-associates.com
D | 213.995.6684
License ID 01476685

Jesse Munoz
Senior Vice President
jesse.munoz@lee-associates.com
D | 310.266.3648
License ID 01372980

TABLE OF CONTENTS

01

EXECUTIVE SUMMARY

02

FINANCIAL ANALYSIS

03

NEARBY DEVELOPMENTS

04

LOCATION OVERVIEW

PRESENTED BY

Robert Leveen

Senior Vice President

robert.leeven@lee-associates.com

D | 213.995.6684

License ID 01476685

Jesse Munoz

Senior Vice President

jesse.munoz@lee-associates.com

D | 310.266.3648

License ID 01372980

All materials and information received or derived from Lee & Associates - Pasadena its directors, officers, agents, advisors, affiliates and/or any third party sources are provided without representation or warranty as to completeness, veracity, or accuracy, condition of the property, compliance or lack of compliance with applicable governmental requirements, developability or suitability, financial performance of the property, projected financial performance of the property for any party's intended use or any and all other matters.

Neither Lee & Associates - Pasadena its directors, officers, agents, advisors, or affiliates makes any representation or warranty, express or implied, as to accuracy or completeness of the any materials or information provided, derived, or received. Materials and information from any source, whether written or verbal, that may be furnished for review are not a substitute for a party's active conduct of its own due diligence to determine these and other matters of significance to such party. Lee & Associates - Pasadena will not investigate or verify any such matters or conduct due diligence for a party unless otherwise agreed in writing.

EACH PARTY SHALL CONDUCT ITS OWN INDEPENDENT INVESTIGATION AND DUE DILIGENCE.

Any party contemplating or under contract or in escrow for a transaction is urged to verify all information and to conduct their own inspections and investigations including through appropriate third party independent professionals selected by such party. All financial data should be verified by the party including by obtaining and reading applicable documents and reports and consulting appropriate independent professionals. Lee & Associates - Pasadena makes no warranties and/or representations regarding the veracity, completeness, or relevance of any financial data or assumptions. Lee & Associates - Pasadena does not serve as a financial advisor to any party regarding any proposed transaction. All data and assumptions regarding financial performance, including that used for financial modeling purposes, may differ from actual data or performance. Any estimates of market rents and/or projected rents that may be provided to a party do not necessarily mean that rents can be established at or increased to that level. Parties must evaluate any applicable contractual and governmental limitations as well as market conditions, vacancy factors and other issues in order to determine rents from or for the property.

Legal questions should be discussed by the party with an attorney. Tax questions should be discussed by the party with a certified public accountant or tax attorney. Title questions should be discussed by the party with a title officer or attorney. Questions regarding the condition of the property and whether the property complies with applicable governmental requirements should be discussed by the party with appropriate engineers, architects, contractors, other consultants and governmental agencies. All properties and services are marketed by Lee & Associates - Pasadena in compliance with all applicable fair housing and equal opportunity laws.

SECTION I

EXECUTIVE SUMMARY

12215 N SAN FERNANDO ROAD

SYLMAR, CA 91342



Executive Summary

PROPERTY OVERVIEW

Lee & Associates Apartment Advisors is pleased to present 12215 San Fernando Road in Sylmar, CA. The property, originally constructed in 1937, is comprised of nine units with a mix of two x one bedroom/one bath, and seven x two bedroom/one bath apartments, situated on a ±0.91 acre (39,537 SF) parcel. In 2018, the property was renovated and two new units were added. There is an on-site leased laundry room, and each unit has wall a/c units. Currently, some of the excess land is used for truck parking generating \$500 per month in revenue; and the additional space on the excess can be rented should the opportunity arise. Currently, the property is generating almost \$15,000 per month in income.

The parcel is zoned LA C2-2D. [City of Los Angeles Transit Oriented Communities](#) qualifies the parcel as TOC Tier 4 due to its proximity to the Sylmar/San Fernando Metrolink Train Station. Tier 4 qualifies for an 80% bonus in unit density based on the underlying zoning. This is in exchange for setting aside a certain amount of low-income units. By right one could develop 86 units. With TOC Tier 4, one could develop 155 units. Please refer to the above link for specifics. Additionally, the city has implemented a local incentive program detailed in the [City of Los Angeles Density Bonus Program](#) which complements the TOC program and the [Citywide Housing Incentive Program Ordinance or CHIP](#). Further, the site qualifies for [Executive Directive 1](#) (ED 1) which expedites the processing of shelters and 100% affordable housing projects in the city of Los Angeles.

Sylmar is a neighborhood in the city of Los Angeles, as such the property is subject to city of Los Angeles RSO. The property has easy access to I-210, I-5, and CA-118. Employment centers including Burbank, Pacoima, and Sun Valley are nearby. The Sylmar Metro Rail station is directly across the street. Bob Hope Airport is a 15 minute drive from the property.

The offering is a rare opportunity for an investor/developer to acquire a sizable developable parcel in a sub-market in critical need of new housing, and is also eligible for expedited entitlement processing.

The offering is a rare opportunity for an affordable housing developer to acquire a sizable residential parcel eligible for expedited entitlement processing and continue to earn income.

INVESTMENT HIGHLIGHTS

- **TOC Tier 4 Density Bonus**
- **Executive Directive 1 Eligibility**
- **Collect income while pursuing entitlements**
- **Excess land can be used for short term vehicle and equipment storage income.**
- **Seller will consider carrying to qualified buyer**

Robert Leveen
robert.leeven@lee-associates.com
D | 213.995.6684

Jesse Munoz
jesse.munoz@lee-associates.com
D | 310.266.3648

All information furnished regarding property for sale, rental or financing is from sources deemed reliable, but no warranty or representation is made to the accuracy thereof and same is submitted to errors, omissions, change of price, rental or other conditions prior to sale, lease or financing or withdrawal without notice. No liability of any kind is to be imposed on the broker herein.

OFFERING MEMORANDUM
12215 N SAN FERNANDO ROAD
SYLMAR, CA 91342

Property Photos



Robert Leveen
robert.leeven@lee-associates.com
D | 213.995.6684

Jesse Munoz
jesse.munoz@lee-associates.com
D | 310.266.3648

All information furnished regarding property for sale, rental or financing is from sources deemed reliable, but no warranty or representation is made to the accuracy thereof and same is submitted to errors, omissions, change of price, rental or other conditions prior to sale, lease or financing or withdrawal without notice. No liability of any kind is to be imposed on the broker herein.

OFFERING MEMORANDUM
12215 N SAN FERNANDO ROAD
SYLMAR, CA 91342

Property Photos



Robert Leveen
robert.leeven@lee-associates.com
D | 213.995.6684

Jesse Munoz
jesse.munoz@lee-associates.com
D | 310.266.3648

All information furnished regarding property for sale, rental or financing is from sources deemed reliable, but no warranty or representation is made to the accuracy thereof and same is submitted to errors, omissions, change of price, rental or other conditions prior to sale, lease or financing or withdrawal without notice. No liability of any kind is to be imposed on the broker herein.

OFFERING MEMORANDUM
12215 N SAN FERNANDO ROAD
SYLMAR, CA 91342

Property Photos



Robert Leveen
robert.leeven@lee-associates.com
D | 213.995.6684

Jesse Munoz
jesse.munoz@lee-associates.com
D | 310.266.3648

All information furnished regarding property for sale, rental or financing is from sources deemed reliable, but no warranty or representation is made to the accuracy thereof and same is submitted to errors, omissions, change of price, rental or other conditions prior to sale, lease or financing or withdrawal without notice. No liability of any kind is to be imposed on the broker herein.

OFFERING MEMORANDUM
12215 N SAN FERNANDO ROAD
SYLMAR, CA 91342

Property Photos



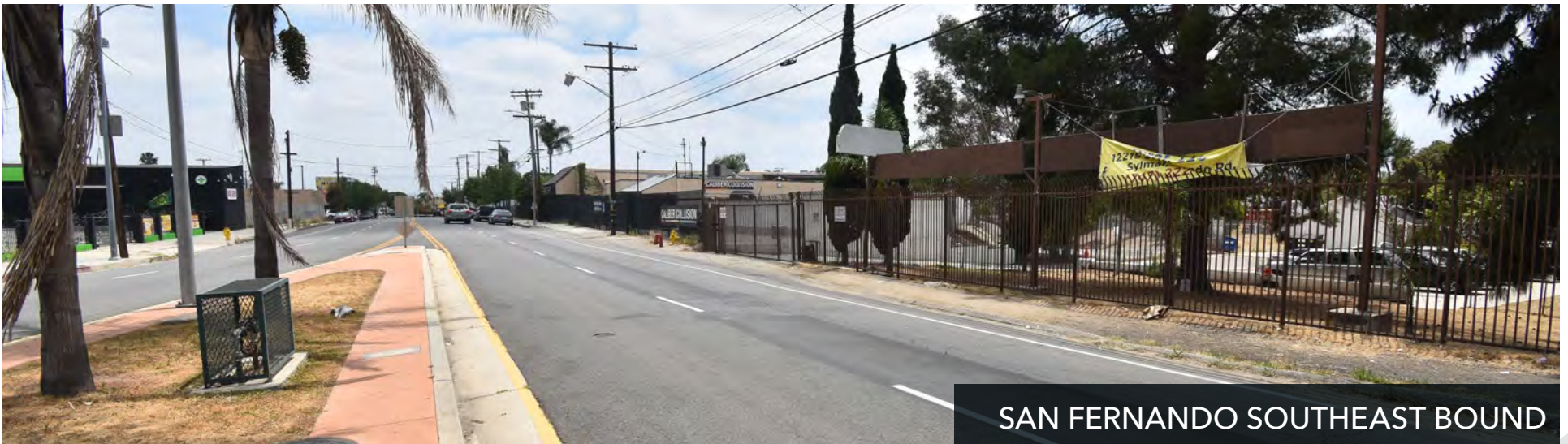
Robert Leveen
robert.leeven@lee-associates.com
D | 213.995.6684

Jesse Munoz
jesse.munoz@lee-associates.com
D | 310.266.3648

All information furnished regarding property for sale, rental or financing is from sources deemed reliable, but no warranty or representation is made to the accuracy thereof and same is submitted to errors, omissions, change of price, rental or other conditions prior to sale, lease or financing or withdrawal without notice. No liability of any kind is to be imposed on the broker herein.

OFFERING MEMORANDUM
12215 N SAN FERNANDO ROAD
SYLMAR, CA 91342

Property Photos



Robert Leveen
robert.leeven@lee-associates.com
D | 213.995.6684

Jesse Munoz
jesse.munoz@lee-associates.com
D | 310.266.3648

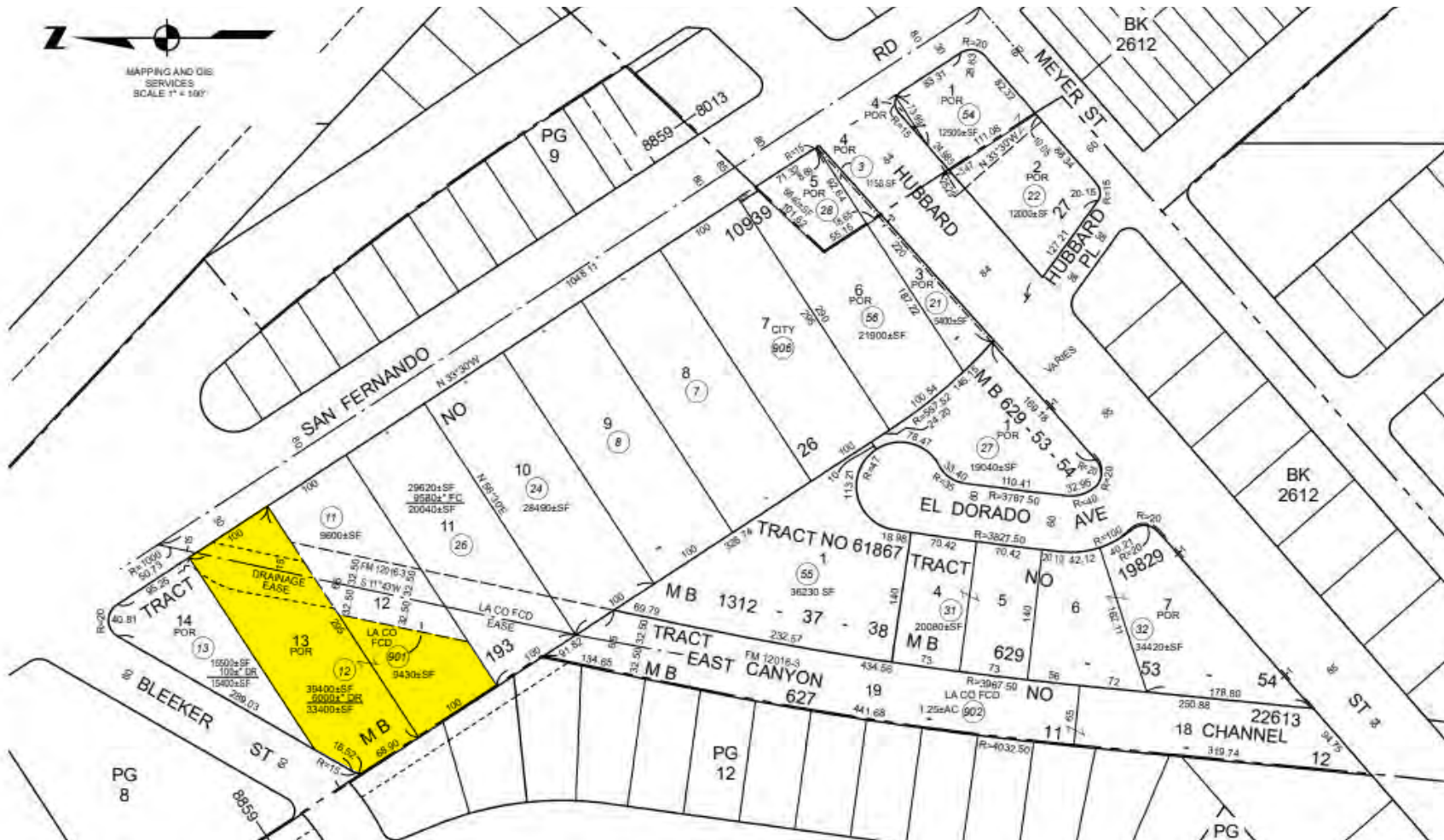
All information furnished regarding property for sale, rental or financing is from sources deemed reliable, but no warranty or representation is made to the accuracy thereof and same is submitted to errors, omissions, change of price, rental or other conditions prior to sale, lease or financing or withdrawal without notice. No liability of any kind is to be imposed on the broker herein.

OFFERING MEMORANDUM

12215 N SAN FERNANDO ROAD

SYLMAR, CA 91342

Parcel Map



Robert Leveen
robert.leeven@lee-associates.com
D | 213.995.6684

Jesse Munoz
jesse.munoz@lee-associates.com
D | 310.266.3648

All information furnished regarding property for sale, rental or financing is from sources deemed reliable, but no warranty or representation is made to the accuracy thereof and same is submitted to errors, omissions, change of price, rental or other conditions prior to sale, lease or financing or withdrawal without notice. No liability of any kind is to be imposed on the broker herein.

SECTION II

FINANCIAL ANALYSIS

12215 N SAN FERNANDO ROAD

SYLMAR, CA 91342



OFFERING MEMORANDUM

12215 N SAN FERNANDO ROAD

SYLMAR, CA 91342

Investment Overview

	12215 San Fernando Road Sylmar, CA 91342
THE PROPERTY:	
APN:	2611-010-012
LIST PRICE:	\$3,000,000
NUMBER OF UNITS:	9
PRICE PER UNIT:	\$333,333
YEAR BUILT:	1937/2018
RENTABLE SF:	4,549
LOT SIZE SF:	39,537
PRICE PER SF:	\$659.49
PRICE PER SF/LAND:	\$75.88
MARKET GRM:	11.68
MARKET CAP:	5.11%
ELECTRIC:	Master
GAS:	Master
ZONING:	LA C2-2D
PARKING:	16 Spaces
DEVELOPMENT POTENTIAL:	TOC Tier 4



Robert Leveen
robert.leeven@lee-associates.com
D | 213.995.6684

Jesse Munoz
jesse.munoz@lee-associates.com
D | 310.266.3648

All information furnished regarding property for sale, rental or financing is from sources deemed reliable, but no warranty or representation is made to the accuracy thereof and same is submitted to errors, omissions, change of price, rental or other conditions prior to sale, lease or financing or withdrawal without notice. No liability of any kind is to be imposed on the broker herein.

Income and Expense

INCOME

		Current		Market
Gross Scheduled Rental Income		\$ 170,787		\$ 256,800
Storage & Laundry Income		\$ 7,200		\$ 10,000
Vacancy/Concessions	3.00%	\$ 5,124	4.00%	\$ 10,272
Effective Gross Income:		\$ 172,863		\$ 256,528

EXPENSES

(Expenses are estimated)

			Per Unit	Per SF			Per Unit	Per SF
Real Estate Taxes	1.1997%	\$ 35,991	\$ 3,999	\$ 7.91	\$ 35,991	\$ 3,999	\$ 7.91	
Direct Assessments		\$ 1,854	\$ 206	\$ 0.41	\$ 1,854	\$ 206	\$ 0.41	
Insurance		\$ 6,000	\$ 667	\$ 1.32	\$ 6,000	\$ 667	\$ 1.32	
LADWP		\$ 25,000	\$ 2,778	\$ 5.50	\$ 25,000	\$ 2,778	\$ 5.50	
Gas		\$ 5,000	\$ 556	\$ 1.10	\$ 5,000	\$ 556	\$ 1.10	
Trash Disposal		\$ 5,000	\$ 556	\$ 1.10	\$ 5,000	\$ 556	\$ 1.10	
LA RSO		\$ 425	\$ 47	\$ 0.09	\$ 425	\$ 47	\$ 0.09	
City Business License		\$ 250	\$ 28	\$ 0.05	\$ 250	\$ 28	\$ 0.05	
Management Fee	4.00%	\$ 6,915	\$ 768	\$ 1.52	\$ 10,261	\$ 1,140	\$ 2.26	
Repairs/Maintenance (% of EGI)	4.50%	\$ 7,779	\$ 864	\$ 1.71	3.50%	\$ 8,978	\$ 998	\$ 1.97
Gardener		\$ 2,000	\$ 222	\$ 0.44	\$ 2,000	\$ 222	\$ 0.44	
Pest Control		\$ 500	\$ 56	\$ 0.11	\$ 500	\$ 56	\$ 0.11	
Replacement Reserve		\$ 2,000	\$ 222	\$ 0.44	\$ 2,000	\$ 222	\$ 0.44	

Total Expenses **\$ 98,713** **\$ 103,260**

Net Operating Income **\$ 74,150** **\$ 153,268**

Expenses Per Unit: \$ 10,968.15 \$ 11,473.29
 Expenses Per Square Foot \$ 21.70 \$ 22.70
 % Of Effective Gross Income 57.10% 40.25%

Note: Gas and Electric are master metered

Robert Leveen
 robert.leeven@lee-associates.com
 D | 213.995.6684

Jesse Munoz
 jesse.munoz@lee-associates.com
 D | 310.266.3648

All information furnished regarding property for sale, rental or financing is from sources deemed reliable, but no warranty or representation is made to the accuracy thereof and same is submitted to errors, omissions, change of price, rental or other conditions prior to sale, lease or financing or withdrawal without notice. No liability of any kind is to be imposed on the broker herein.

Rent Roll

Unit	Unit Mix	Last Rent Increase	Current Monthly	Current Yearly	Market Monthly	Market Yearly
1	Two Bedroom/One Bath	1/1/2026	\$ 1,746	\$ 20,954	\$ 2,500	\$ 30,000
2	Two Bedroom/One Bath	New Lease	\$ 2,500	\$ 30,000	\$ 2,500	\$ 30,000
3	Two Bedroom/One Bath	1/1/2026	\$ 1,586	\$ 19,032	\$ 2,500	\$ 30,000
4	Two Bedroom/One Bath	1/1/2026	\$ 1,960	\$ 23,520	\$ 2,500	\$ 30,000
6	Two Bedroom/One Bath	1/1/2026	\$ 1,076	\$ 12,912	\$ 2,500	\$ 30,000
7	One Bedroom/One Bath	1/1/2026	\$ 1,218	\$ 14,616	\$ 1,950	\$ 23,400
8	Two Bedroom/One Bath	1/1/2026	\$ 1,408	\$ 16,897	\$ 2,500	\$ 30,000
9	Two Bedroom/One Bath	1/1/2026	\$ 1,330	\$ 15,960	\$ 2,500	\$ 30,000
10	One Bedroom/One Bath	1/1/2026	\$ 1,408	\$ 16,897	\$ 1,950	\$ 23,400
Total			\$ 14,232	\$ 170,787	\$ 21,400	\$ 256,800

Unit 2 eligible for rent increase on 4/15/2026

Unit 5 does not exist

Robert Leveen
 robert.leeven@lee-associates.com
 D | 213.995.6684

Jesse Munoz
 jesse.munoz@lee-associates.com
 D | 310.266.3648

All information furnished regarding property for sale, rental or financing is from sources deemed reliable, but no warranty or representation is made to the accuracy thereof and same is submitted to errors, omissions, change of price, rental or other conditions prior to sale, lease or financing or withdrawal without notice. No liability of any kind is to be imposed on the broker herein.

SECTION III

NEARBY DEVELOPMENT PROJECTS

12215 N SAN FERNANDO ROAD

SYLMAR, CA 91342

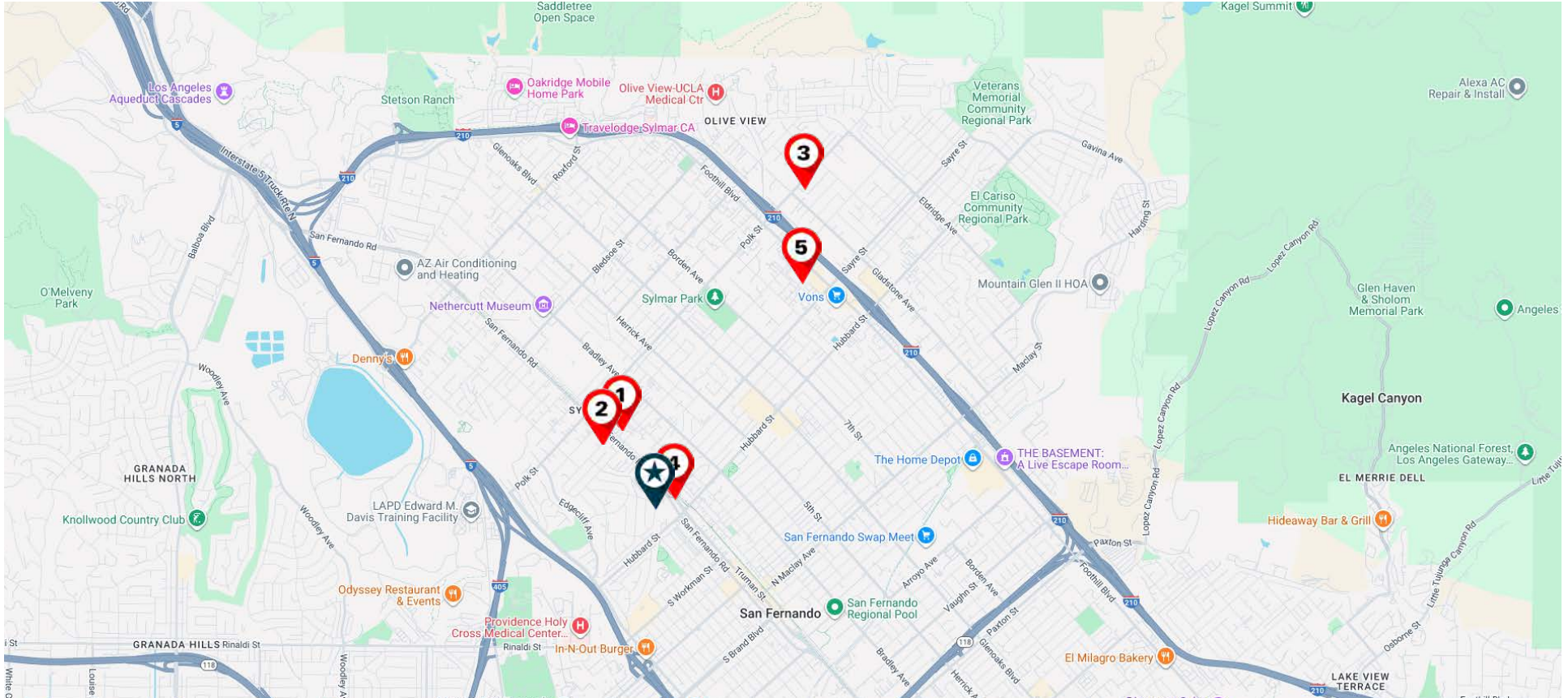


OFFERING MEMORANDUM

12215 N SAN FERNANDO ROAD

SYLMAR, CA 91342

Nearby Development Projects Map



SUBJECT PROPERTY

12215 N. San Fernando Rd., Sylmar, CA 91342

- | | | | | |
|--|--|--|--|--|
| 1 12534 SAN FERNANDO RD
Sylmar, CA | 2 12507 SAN FERNANDO RD
Sylmar, CA | 3 13916 W POLK ST
Sylmar, CA | 4 12188 SAN FERNANDO RD
Sylmar, CA | 5 13200 BROMONT AVE
Sylmar, CA |
|--|--|--|--|--|

Robert Leveen
robert.leeven@lee-associates.com
D | 213.995.6684

Jesse Munoz
jesse.munoz@lee-associates.com
D | 310.266.3648

All information furnished regarding property for sale, rental or financing is from sources deemed reliable, but no warranty or representation is made to the accuracy thereof and same is submitted to errors, omissions, change of price, rental or other conditions prior to sale, lease or financing or withdrawal without notice. No liability of any kind is to be imposed on the broker herein.

OFFERING MEMORANDUM

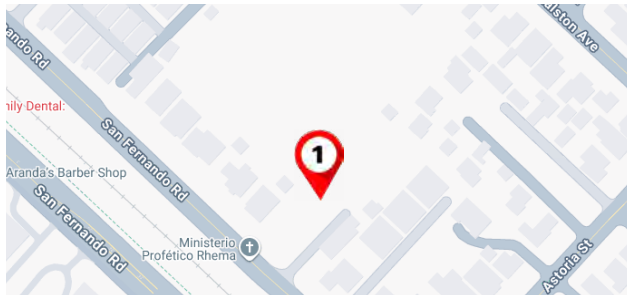
12215 N SAN FERNANDO ROAD

SYLMAR, CA 91342

Nearby Development Projects



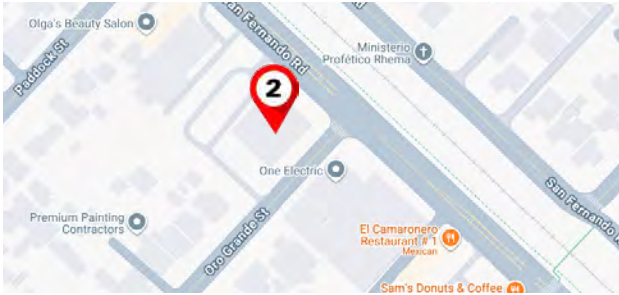
1 12534 SAN FERNANDO RD
SYLMAR, CA



Development Type	MF Affordable
# Units	164
Unit Mix	162 x 1 Bedroom, 2 x 2 Bedroom
Status	RTI



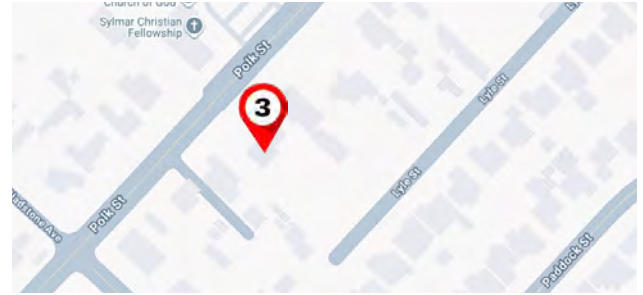
2 12507 SAN FERNANDO RD
SYLMAR, CA



Development Type	Market/Affordable MU
# Units	100 Units/1 Ground Floor Comm
Unit Mix	TBD
Status	In Entitlement



3 13916 W POLK ST
SYLMAR, CA



Development Type	RCFE Market/Affordable
# Units	40
Unit Mix	TBD
Status	In Entitlement

Robert Leveen
robert.leeven@lee-associates.com
D | 213.995.6684

Jesse Munoz
jesse.munoz@lee-associates.com
D | 310.266.3648

All information furnished regarding property for sale, rental or financing is from sources deemed reliable, but no warranty or representation is made to the accuracy thereof and same is submitted to errors, omissions, change of price, rental or other conditions prior to sale, lease or financing or withdrawal without notice. No liability of any kind is to be imposed on the broker herein.

OFFERING MEMORANDUM

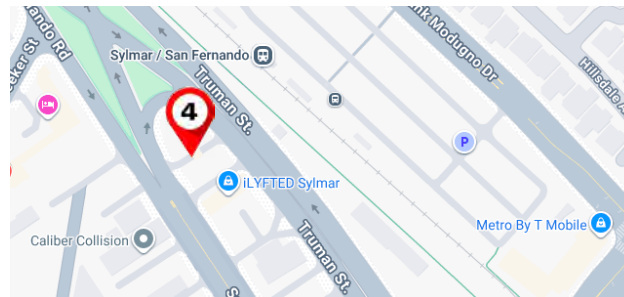
12215 N SAN FERNANDO ROAD

SYLMAR, CA 91342

Nearby Development Projects



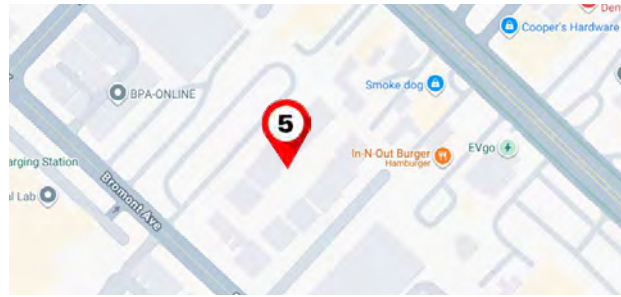
4 12188 SAN FERNANDO RD
SYLMAR, CA



Development Type	MF Affordable
# Units	121
Unit Mix	TBD
Status	In Entitlement



5 13200 BROMONT AVE
SYLMAR, CA



Development Type	MF Affordable
# Units	92
Unit Mix	TBD
Status	In Entitlement

Robert Leveen
robert.leeven@lee-associates.com
D | 213.995.6684

Jesse Munoz
jesse.munoz@lee-associates.com
D | 310.266.3648

All information furnished regarding property for sale, rental or financing is from sources deemed reliable, but no warranty or representation is made to the accuracy thereof and same is submitted to errors, omissions, change of price, rental or other conditions prior to sale, lease or financing or withdrawal without notice. No liability of any kind is to be imposed on the broker herein.

SECTION IV

LOCATION OVERVIEW

12215 N SAN FERNANDO ROAD

SYLMAR, CA 91342

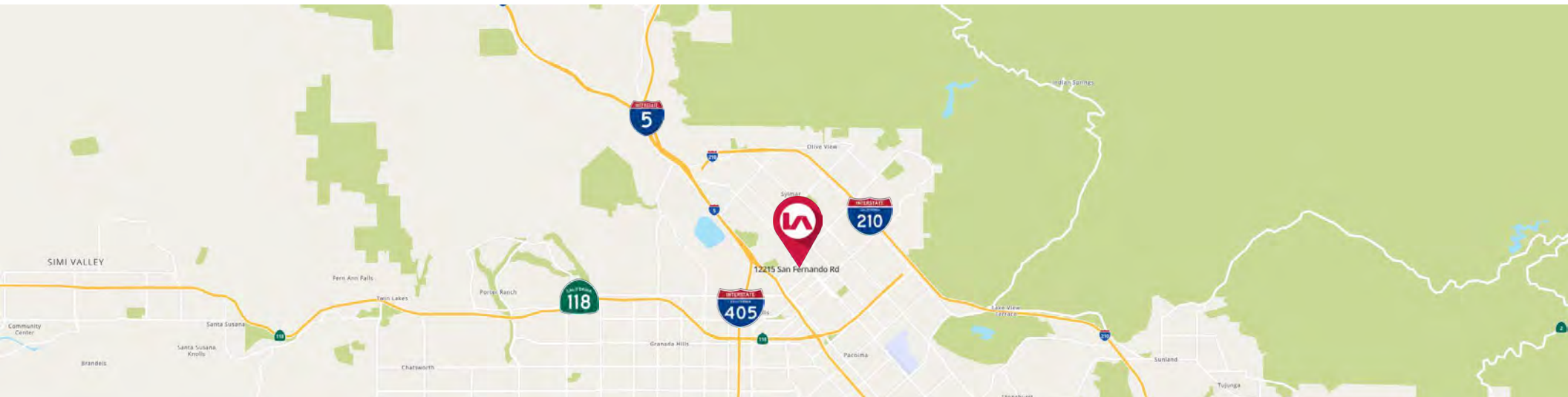
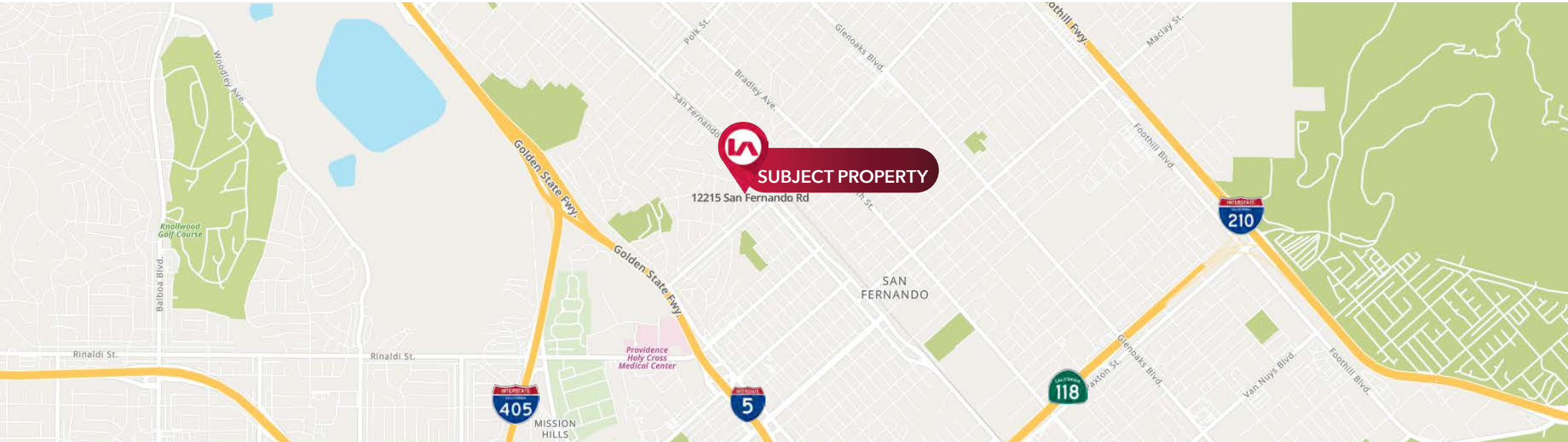


OFFERING MEMORANDUM

12215 N SAN FERNANDO ROAD

SYLMAR, CA 91342

Location Maps



Robert Leveen
robert.leeven@lee-associates.com
D | 213.995.6684

Jesse Munoz
jesse.munoz@lee-associates.com
D | 310.266.3648

All information furnished regarding property for sale, rental or financing is from sources deemed reliable, but no warranty or representation is made to the accuracy thereof and same is submitted to errors, omissions, change of price, rental or other conditions prior to sale, lease or financing or withdrawal without notice. No liability of any kind is to be imposed on the broker herein.

OFFERING MEMORANDUM
12215 N SAN FERNANDO ROAD
SYLMAR, CA 91342

Aerial Overview



Robert Leveen
robert.leeven@lee-associates.com
D | 213.995.6684

Jesse Munoz
jesse.munoz@lee-associates.com
D | 310.266.3648

All information furnished regarding property for sale, rental or financing is from sources deemed reliable, but no warranty or representation is made to the accuracy thereof and same is submitted to errors, omissions, change of price, rental or other conditions prior to sale, lease or financing or withdrawal without notice. No liability of any kind is to be imposed on the broker herein.

Location Highlights

WHERE VISION MEETS THE VALLEY

A Sophisticated Development Canvas Surrounded By Panoramic Beauty And Strategic Connectivity.

.....

Nestled at the northern edge of the San Fernando Valley, Sylmar offers a unique blend of urban convenience and natural tranquility, making it one of Los Angeles' most strategically positioned communities. With panoramic mountain views, access to extensive outdoor recreation, and immediate connectivity to the I-5, I-210, and SR-118 freeways, Sylmar serves as a gateway between Los Angeles County and major regional corridors. The area benefits from steady population growth, strong tenant demand, and a diversified local economy supported by healthcare, manufacturing, logistics, and public-sector employment.

In recent years, Sylmar has gained increased attention from investors and developers due to its relative affordability within Los Angeles, its abundance of underutilized parcels, and its ongoing revitalization efforts. The neighborhood's blend of established residential enclaves, emerging commercial activity, and proximity to key destinations—such as the Angeles National Forest, Olive View-UCLA Medical Center, and the expanding transit network—positions it as a compelling market for long-term opportunity. Sylmar's community-oriented character, combined with rising development interest, makes it a dynamic and promising environment for future real estate growth.



Robert Leveen
robert.leeven@lee-associates.com
D | 213.995.6684

Jesse Munoz
jesse.munoz@lee-associates.com
D | 310.266.3648

All information furnished regarding property for sale, rental or financing is from sources deemed reliable, but no warranty or representation is made to the accuracy thereof and same is submitted to errors, omissions, change of price, rental or other conditions prior to sale, lease or financing or withdrawal without notice. No liability of any kind is to be imposed on the broker herein.

OFFERING MEMORANDUM

12215 N SAN FERNANDO ROAD

SYLMAR, CA 91342

Demographics

POPULATION	1 MILES	3 MILES	5 MILES
2024 Population	29,341	183,399	407,603
Median age	36.4	37.7	37.8

HOUSEHOLDS & INCOME	1 MILES	3 MILES	5 MILES
Total households	7,248	47,131	110,148
Total persons per HH	3.8	3.6	3.5
Average HH income	\$93,463	\$99,544	\$100,117
Average house value	\$665,960	\$671,639	\$691,015

POPULATION BY RACE	1 MILES	3 MILES	5 MILES
White	4,234	33,355	84,548
Black	516	4,763	12,529
American Indian/Alaskan Native	694	3,754	7,137
Asian	1,199	10,582	40,016
Hawaiian & Pacific Islander	26	191	533
Two or More Races	22,672	130,753	262,839
Hispanic Origin	25,716	145,986	288,554

*Demographic data derived from Co-Star 2024

WALK SCORE



Somewhat Walkable
Some errands can be accomplished on foot.



Good Transit
Many nearby public transportation options.



Bikeable
Some bike infrastructure.

Robert Leveen
robert.leeven@lee-associates.com
D | 213.995.6684

Jesse Munoz
jesse.munoz@lee-associates.com
D | 310.266.3648

All information furnished regarding property for sale, rental or financing is from sources deemed reliable, but no warranty or representation is made to the accuracy thereof and same is submitted to errors, omissions, change of price, rental or other conditions prior to sale, lease or financing or withdrawal without notice. No liability of any kind is to be imposed on the broker herein.