

FOR SALE

MENLO GARDENS

12712 - 12714 MENLO AVENUE

HAWTHORNE, CA 90250

SELLING PRICE: \$3,495,000

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

OFFERING MEMORANDUM



**COLDWELL BANKER
COMMERCIAL REALTY**

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.*

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

AMENITIES:

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

SELLING PRICE:
\$3,495,000

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

THREE CAR GARAGES

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



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

\$3,495,000

PRICE PER UNIT

\$699,000

PRICE PER SF

\$439

UNIT MIX

UNIT MIX

3 BR + 2.5 BA

UNIT COUNT

5

UNIT SF

+/- 1,592 SF EACH

NUMBER OF GARAGE

3 CAR GARAGE EACH

LEASE TERM

MONTH TO MONTH

Kathi Constanzo, CCIM

626 898 2308

Kathi.Constanzo@cbcnrt.com

CalDRE #02067397

Bill Ukropina, CRE

626 844 2200

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*The square footage is an approximate number and Owner makes no representation regarding the size, square footage, or configuration of space.

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2025 INCOME AND EXPENSES - FISCAL YEAR TO DATE

INCOME SUMMARY

YTD Rental Income	\$226,116
Other Income	\$1,605

GROSS INCOME

\$227,721

EXPENSES SUMMARY

Marketing/Leasing Photography	\$225
Landscaping Maintenance Contract	\$4,400
Property Insurance	\$5,288
Legal	\$1,067
Management Fees	\$9,300
Painting	\$1,450
Plumbing	\$1,479
HVAC (Heat, Ventilation, Air)	\$2,355
Access and Lock Repair	\$2,340
Cleaning Service	\$480
Electrical	\$1,505
Repairs and Maintenance-Other	\$5,738
Property Tax	\$13,696
Electricity	\$58
Water	\$53
Water - Building	\$53
Garbage and Recycling	\$2,247

OPERATING EXPENSES

\$51,733

NET OPERATING INCOME

\$175,988

***Please feel free to call broker with any questions**

RENT ROLL - FISCAL YEAR TO DATE

UNIT	BEDROOMS	BATHROOMS	SIZE SF	RENT	MARKET RENT	LEASE START
12712-A	3	2.5	1,592 SF	\$3,650	\$4,100	Month to Month
12712 B	3	2.5	1,592 SF	\$3,965	\$4,100	Month to Month
12714 - A	3	2.5	1,592 SF	\$4,668	\$4,100	Month to Month
12714 -B	3	2.5	1,592 SF	\$2,980	\$4,100	Month to Month
12714 -C	3	2.5	1,592 SF	\$3,580	\$4,100	Month to Month
TOTALS			7,960 SF	\$18,843	\$20,500	
AVERAGES			1,592 SF	\$3,769	\$4,100	

Proforma Rent at \$4,100/Month = \$246,000

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2026 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 2026 to Dec 2026

Consolidate: No

Include Zero Balance GL Accounts: No

Account Name	Jan 2026	Feb 2026	Mar 2026	Apr 2026	May 2026	Jun 2026	Jul 2026	Aug 2026	Sep 2026	Oct 2026	Nov 2026	Dec 2026	Total	Percent
Men127 (Menlo Gardens) - 12712-12714 Menlo Avenue Hawthorne, CA 90250														
Income														
Revenue														
Rent Income	16,660.00	16,660.00	16,660.00	16,660.00	16,660.00	16,660.00	16,660.00	16,660.00	16,660.00	16,660.00	16,660.00	16,660.00	199,920.00	108.23
Total Revenue	16,660.00	16,660.00	16,660.00	16,660.00	16,660.00	16,660.00	16,660.00	16,660.00	16,660.00	16,660.00	16,660.00	16,660.00	199,920.00	108.23
Vacancy	-3,800.00	-3,800.00	-3,800.00	-3,800.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	-15,200.00	-8.23
Total Budgeted Operating Income	12,860.00	12,860.00	12,860.00	12,860.00	16,660.00	16,660.00	16,660.00	16,660.00	16,660.00	16,660.00	16,660.00	16,660.00	184,720.00	100.00
Expense														
CONTRACT SERVICES														
Fire Protection/ Life Safety Contract	0.00	0.00	0.00	0.00	0.00	70.00	0.00	0.00	0.00	0.00	0.00	0.00	70.00	0.11
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	7.15
Total CONTRACT SERVICES	275.00	275.00	275.00	275.00	275.00	345.00	275.00	275.00	275.00	275.00	1,375.00	275.00	4,470.00	7.26
INSURANCE														
Property Insurance	0.00	5,014.04	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	5,014.04	8.15
Total INSURANCE	0.00	5,014.04	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	5,014.04	8.15
MANAGEMENT FEES														
Management Fees	771.60	771.60	771.60	771.60	999.60	999.60	999.60	999.60	999.60	999.60	999.60	999.60	11,083.20	18.01
Total MANAGEMENT FEES	771.60	771.60	771.60	771.60	999.60	999.60	999.60	999.60	999.60	999.60	999.60	999.60	11,083.20	18.01

2026 PROJECTED INCOME AND EXPENSES

Budget Detail

Account Name	Jan 2026	Feb 2026	Mar 2026	Apr 2026	May 2026	Jun 2026	Jul 2026	Aug 2026	Sep 2026	Oct 2026	Nov 2026	Dec 2026	Total	Percent
REPAIRS AND MAINTENANCE														
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	6.42
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	6.42
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	0.25
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	0.25
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	42.58
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	42.58
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	3.58
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	3.58
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	0.45
Miscellaneous Expense-Other	0.00	0.00	3,000.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	3,000.00	4.87
Total OTHER	23.00	23.00	3,023.00	23.00	23.00	23.00	23.00	23.00	23.00	23.00	23.00	23.00	3,276.00	5.32
CAPITAL EXPENSES														
Appliances	0.00	0.00	2,288.00	0.00	0.00	950.00	0.00	950.00	0.00	500.00	0.00	0.00	4,688.00	7.62
Signage - CapEx	0.00	0.00	500.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	500.00	0.81
Total CAPITAL EXPENSES	0.00	0.00	2,788.00	0.00	0.00	950.00	0.00	950.00	0.00	500.00	0.00	0.00	5,188.00	8.43
Total Budgeted Operating Expense	1,778.70	19,527.43	7,566.70	1,411.60	2,006.70	2,659.60	2,006.70	2,589.60	2,006.70	2,139.60	16,208.50	1,639.60	61,541.43	100.00
Total Budgeted Operating Income	12,860.00	12,860.00	12,860.00	12,860.00	16,660.00	16,660.00	16,660.00	16,660.00	16,660.00	16,660.00	16,660.00	16,660.00	184,720.00	100.00

2026 PROJECTED INCOME AND EXPENSES

Budget Detail

Account Name	Jan 2026	Feb 2026	Mar 2026	Apr 2026	May 2026	Jun 2026	Jul 2026	Aug 2026	Sep 2026	Oct 2026	Nov 2026	Dec 2026	Total	Percent
Total Budgeted Operating Expense	1,778.70	19,527.43	7,566.70	1,411.60	2,006.70	2,659.60	2,006.70	2,589.60	2,006.70	2,139.60	16,208.50	1,639.60	61,541.43	100.00
Net Operating Income	11,081.30	-6,667.43	5,293.30	11,448.40	14,653.30	14,000.40	14,653.30	14,070.40	14,653.30	14,520.40	451.50	15,020.40	123,178.57	100.00
Total Budgeted Income	12,860.00	12,860.00	12,860.00	12,860.00	16,660.00	16,660.00	16,660.00	16,660.00	16,660.00	16,660.00	16,660.00	16,660.00	184,720.00	100.00
Total Budgeted Expense	1,778.70	19,527.43	7,566.70	1,411.60	2,006.70	2,659.60	2,006.70	2,589.60	2,006.70	2,139.60	16,208.50	1,639.60	61,541.43	100.00
Net Income	11,081.30	-6,667.43	5,293.30	11,448.40	14,653.30	14,000.40	14,653.30	14,070.40	14,653.30	14,520.40	451.50	15,020.40	123,178.57	100.00

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RECENTLY SOLD TOWNHOMES
(PAST 1 YEAR WITHIN A 1.5 MILE RADIUS, 1,300 SF - 1,700 SF)

	ADDRESS	L/S PRICE	BD	BTH	SIZE (SF)	\$/SF	YEAR BUILT	ML#	SOLD DATE
1	5527 Strand #106, Hawthorne, CA 90250	\$1,405,000	3	3	2,123 SF	\$661.80	2012	SB25083528	05/23/25
2	5439 Strand #107, Hawthorne, 90250	\$1,380,000	3	3	2,123 SF	\$650.02	2014	SB25010952	03/20/25
3	12822 Manhattan Ct #106, Hawthorne, 90250	\$1,219,000	3	2	1,940 SF	\$628.35	2010	SB25011211	04/23/25
4	12018 Millennium Park Ct, Hawthorne, 90250	\$939,000	3	3	2,133 SF	\$440.23	2014	SB25227551	11/14/25
		\$1,235,750	3	2.75	2,080 SF	\$595.10			
Median:		\$1,299,500							
Average:		\$1,235,750							

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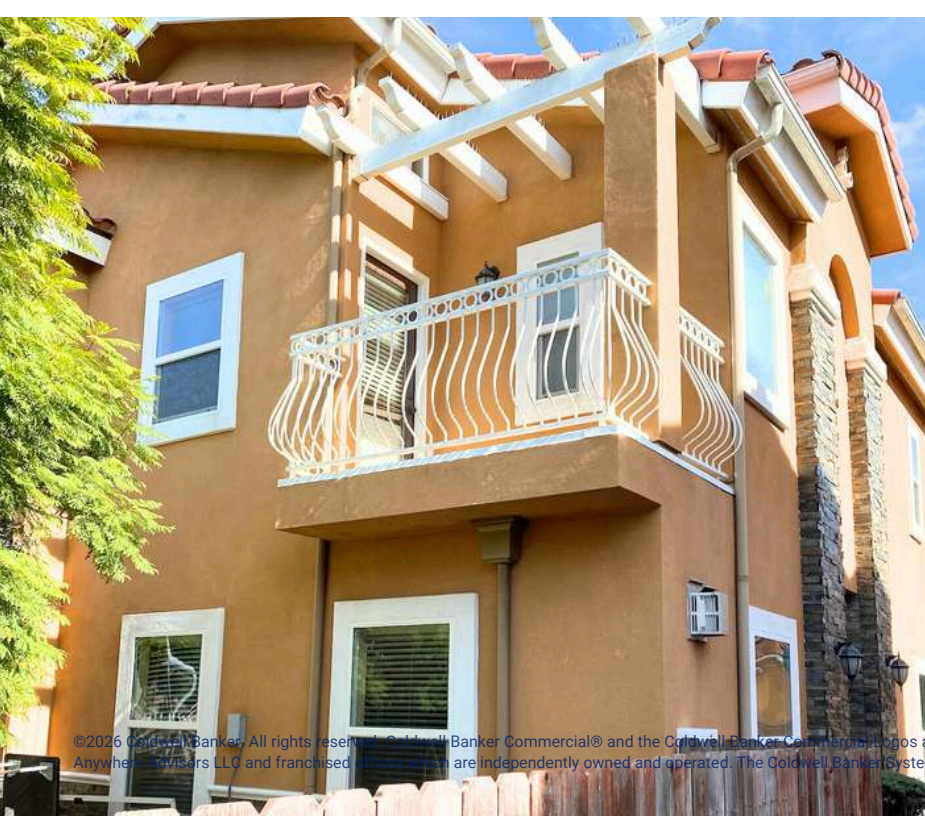
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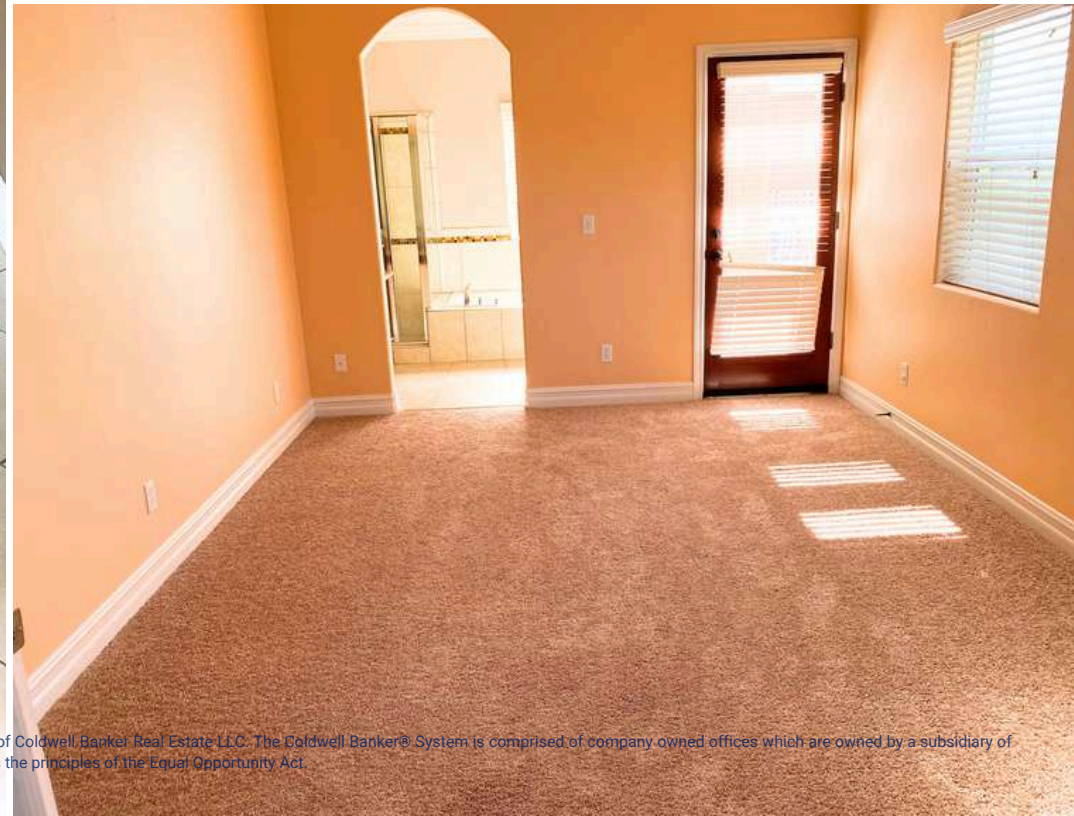
RECENTLY LEASED TOWNHOMES
(PAST 1 YEAR WITHIN A 2 MILE RADIUS, 1,300-1,700 SF)

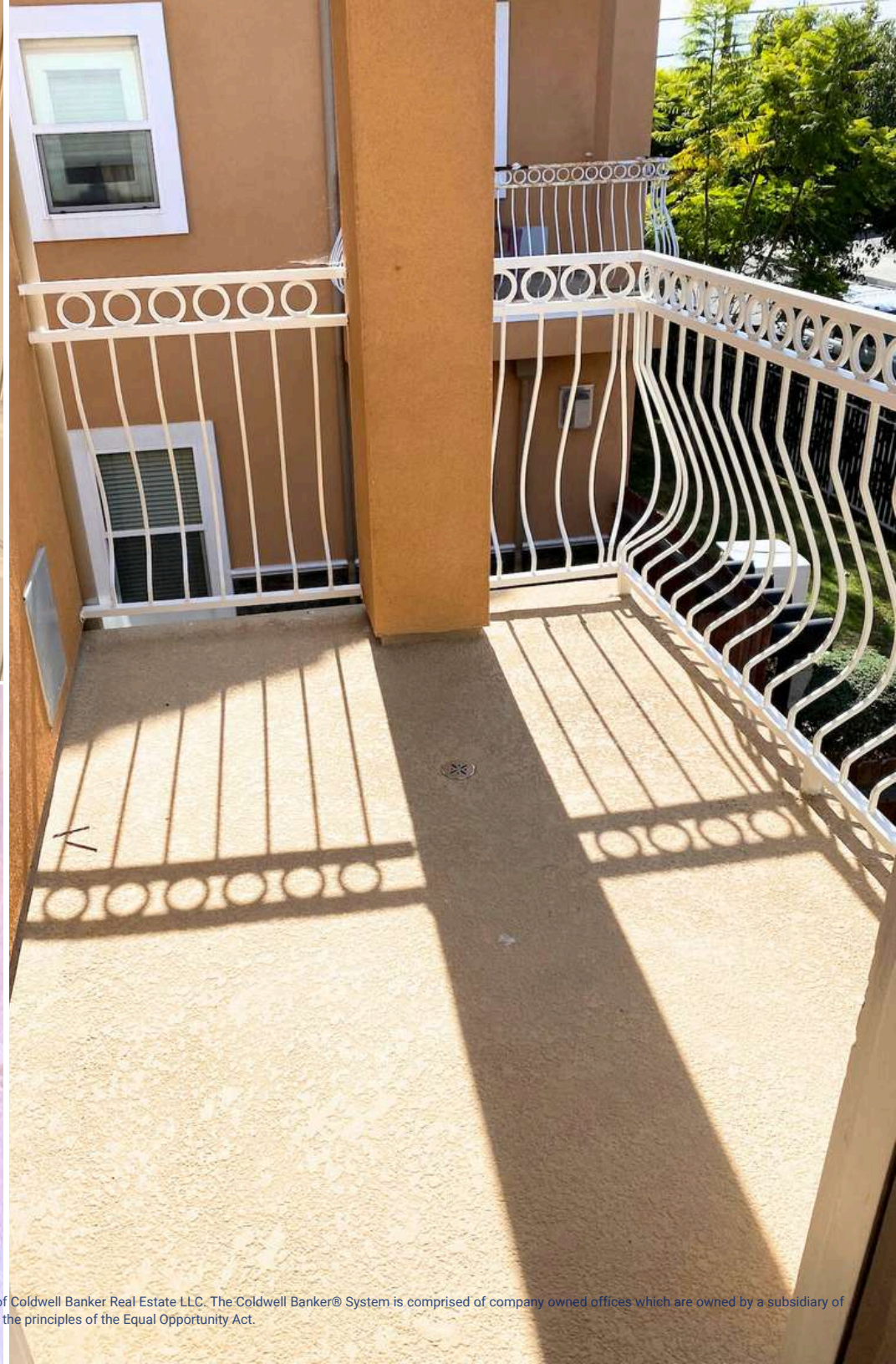
	ADDRESS	L/S PRICE	BD	BTH	SIZE (SF)	YEAR BUILT	ML#	LEASED DATE
1	11845 Grevillea Ave, Hawthorne, 90250	\$3,995	3	3.5	1,550 SF	2019	SB25163314	08/21/25
2	14075 Lemoli Ave, Hawthorne, 90250	\$3,700	3	3	1,615 SF	1989	RS25001822	03/30/25
3	15111 Freeman Ave #44, Lawndale, CA 90260	\$4,195	3	3	1,352 SF	1985	SB25181829	08/22/25
		\$3,963	3	3.2	1,506 SF			
Median:		\$3,995						
Average:		\$3,963						

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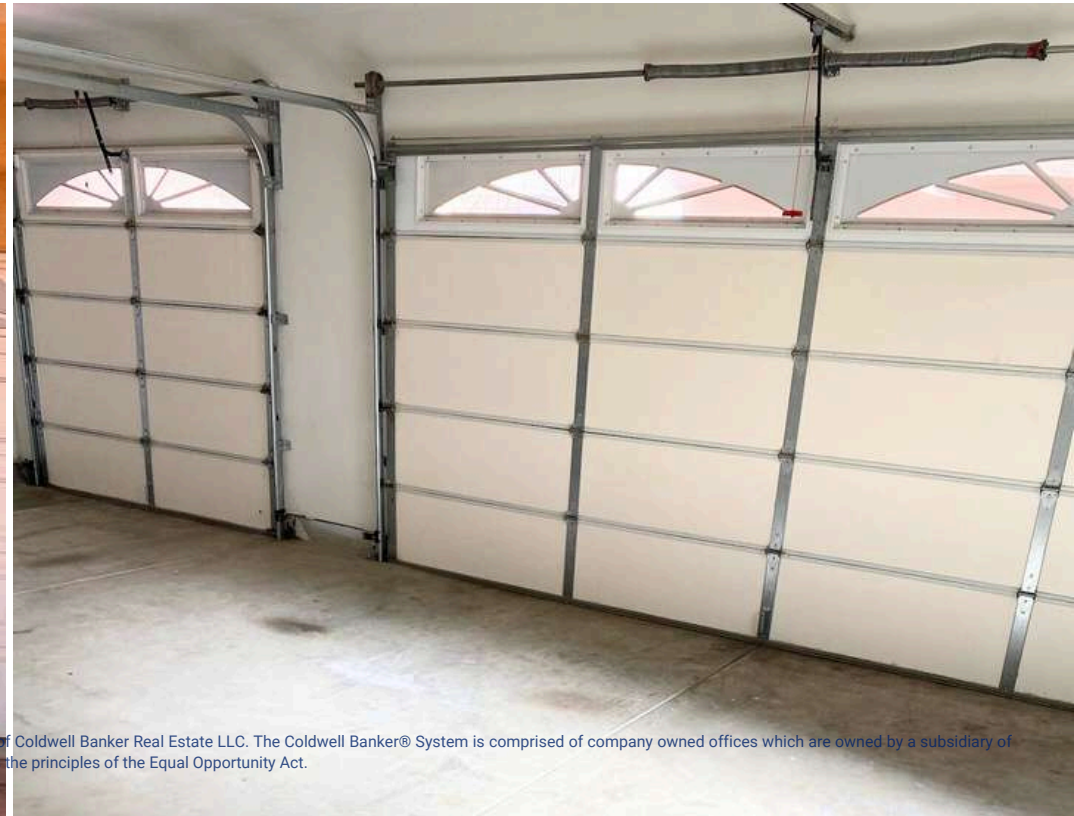




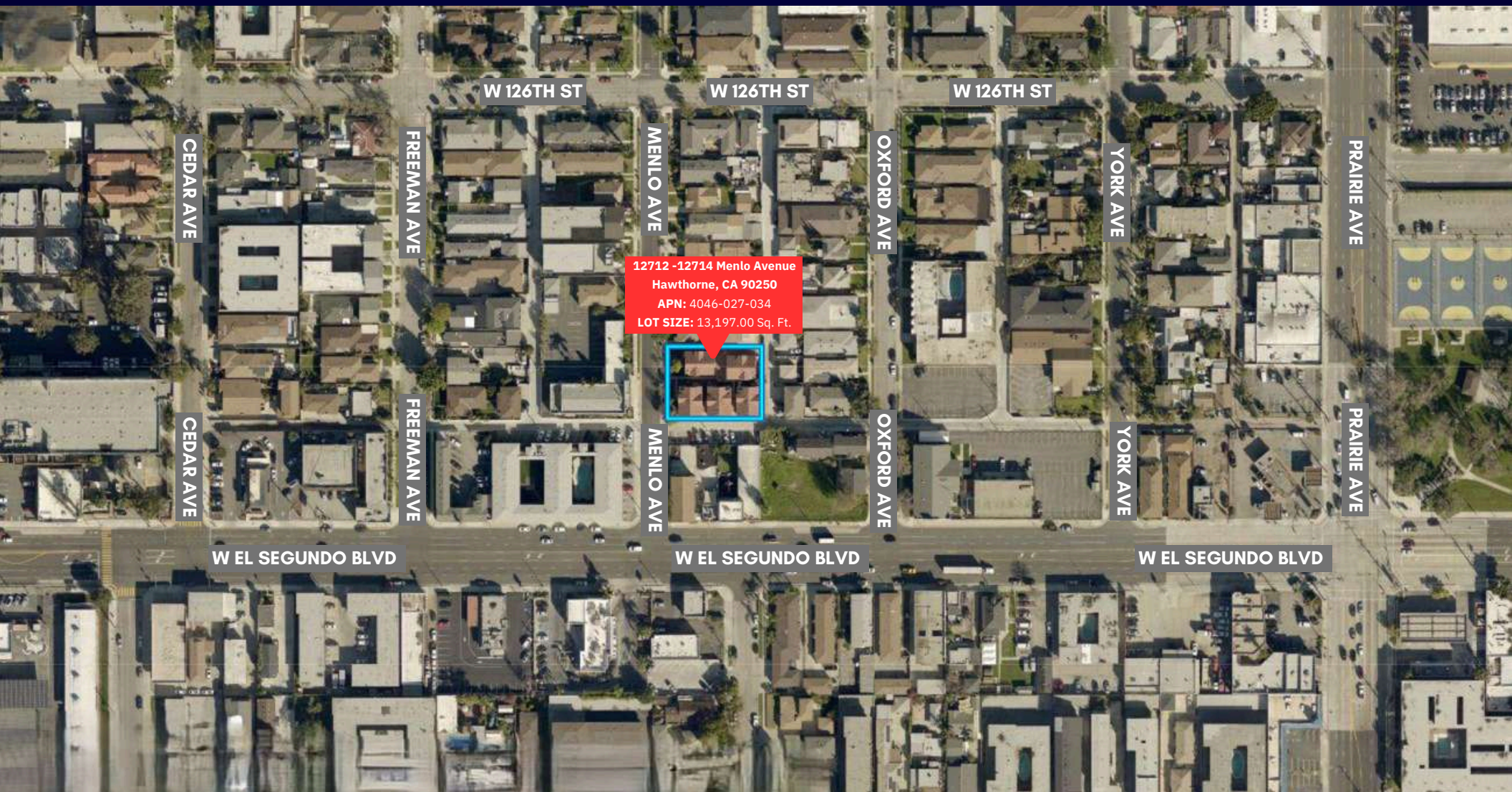


Washer/Dryer Hook-up





AERIAL MAP



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RETAIL MAP



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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**

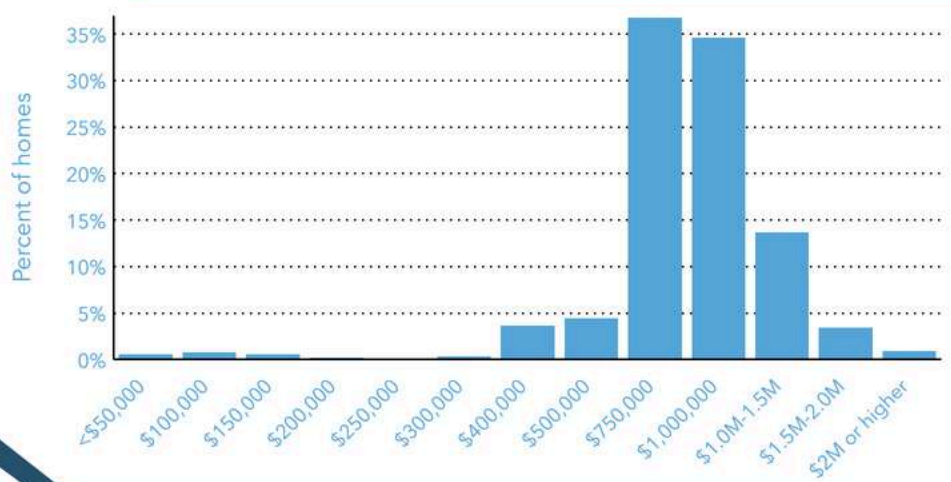
Total Pop **55,235**

Pop Growth **-0.76%**

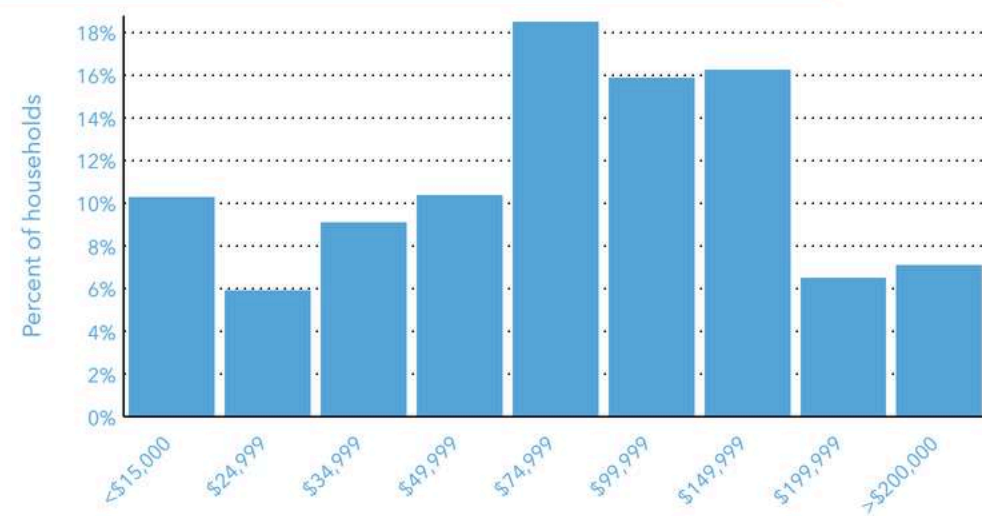
Average HH Size **2.86**

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

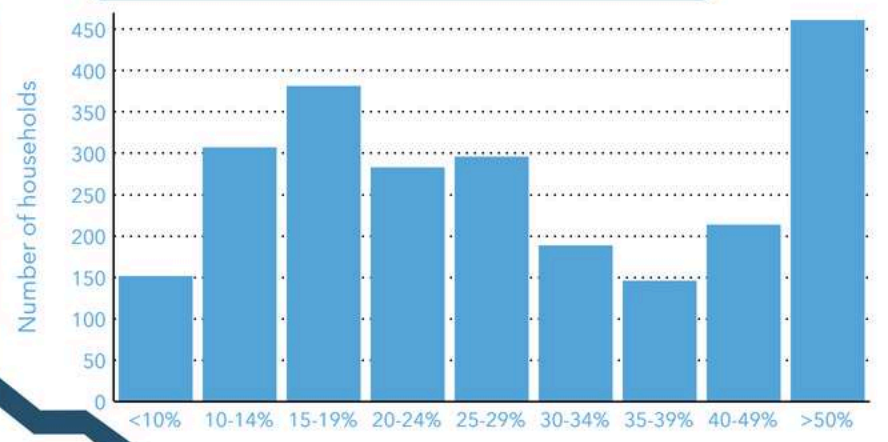
Home Value



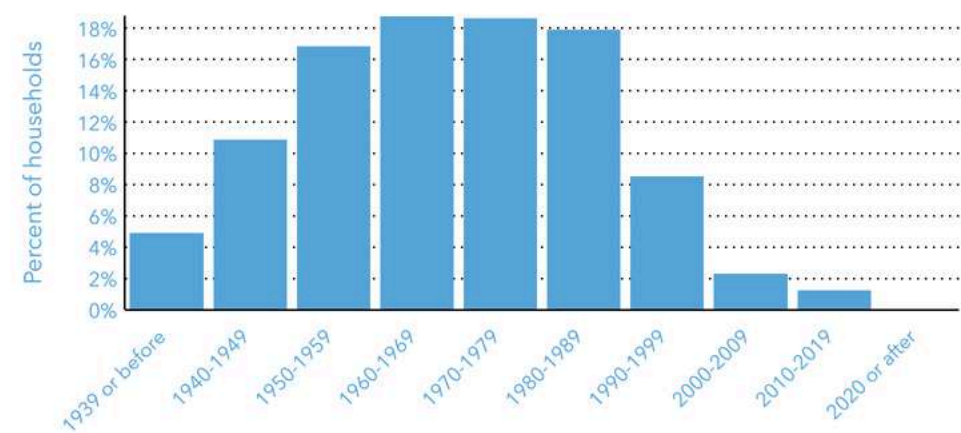
Household Income



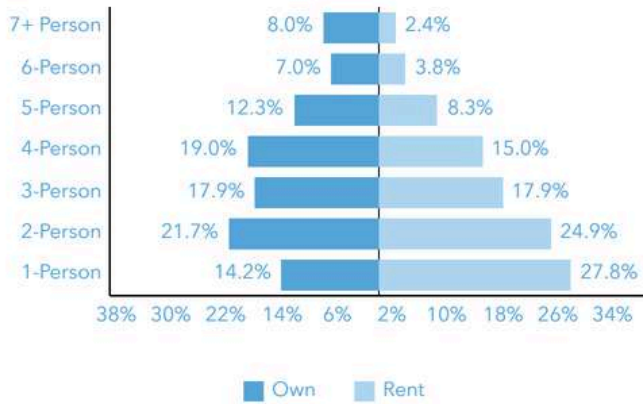
Mortgage as % Salary



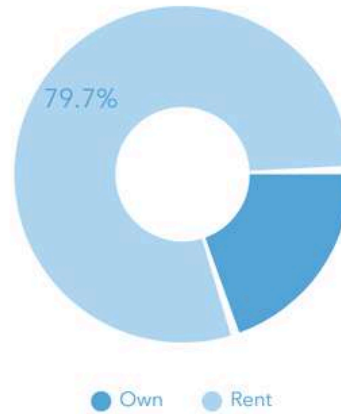
Year Property Built



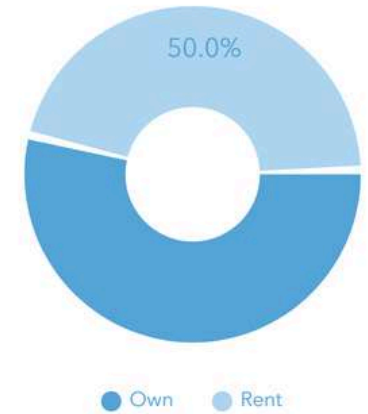
Census Housing by Size



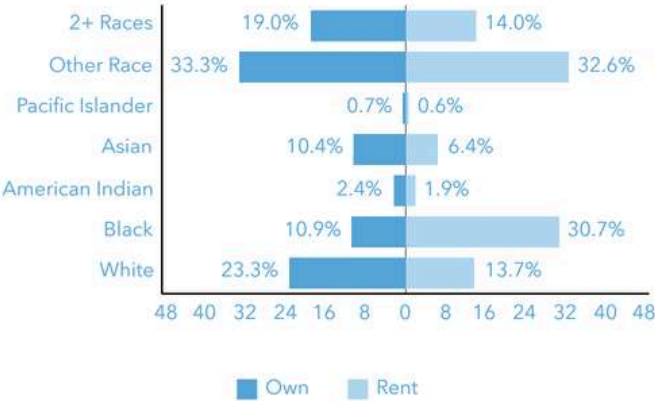
Home Ownership



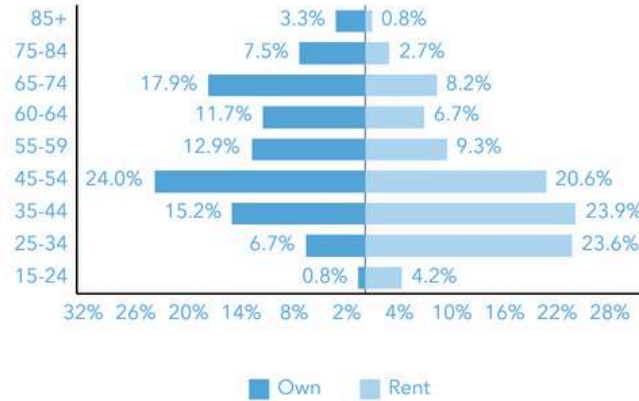
Hispanic Home Ownership



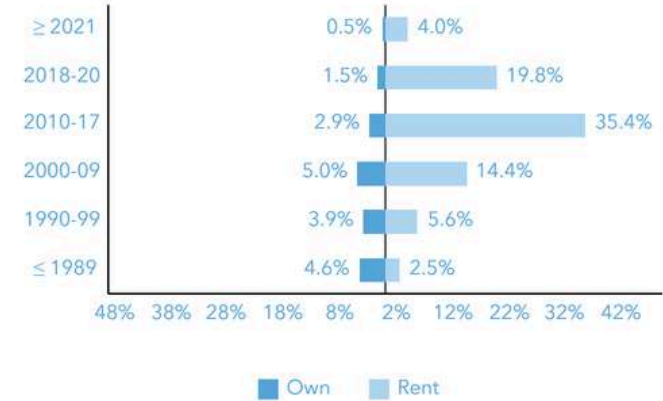
Housing by Race of Householder



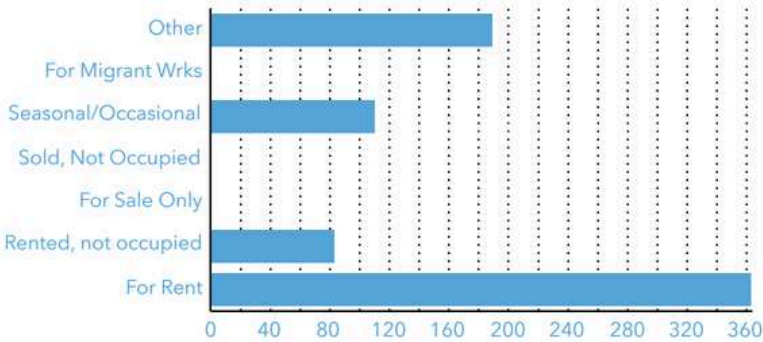
Housing by Age of Householder



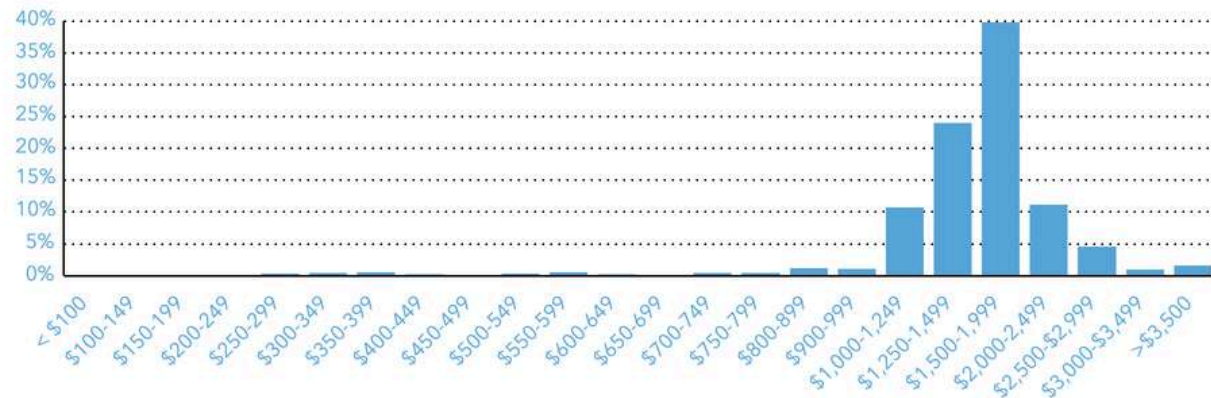
Year Householder Moved In



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.



MENLO GARDENS: 12712 - 12714 MENLO AVENUE

HAWTHORNE, CA 90250

Exclusively Marketed by:



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