



BRANDON MICHAELS
GROUP

Marcus & Millichap



21300
OXNARD
STREET

WOODLAND HILLS, CA 91367

A Fully Entitled Two Phase Multi-Family, Hotel, and Medical Office Development
Site Consisting of 184 Multi-Family Units, a 127 Room Hotel, and an 84,000
Square Foot 13 Story Medical Office Tower in Warner Center, CA



21300 OXNARD STREET

WOODLAND HILLS, CA 91367

EXCLUSIVELY LISTED BY

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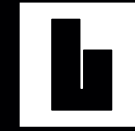
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BRANDON MICHAELS
GROUP

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WOODLAND HILLS

WOODLAND HILLS
RECREATION CENTER

WARNER CENTER PARK

WARNER CENTER TOWERS
1.9 MILLION SF OF CLASS A OFFICE TOWERS

the
MET
apartments

HINES WARNER CENTER
1,350,000 SF CLASS A OFFICE COMPLEX



CANOGA AVE

BURBANK BLVD

CANOGA PARK

**Westfield
TOPANGA MALL**
1,900,000 SF
RETAIL CENTER

**Westfield
THE VILLAGE**
455,000 SF
RETAIL CENTER



**MONTECITO
APARTMENTS**

**THE
Q
VARIEL**

**MOTIF
APARTMENTS**

**BELLA VISTA
APARTMENTS**

**PIERCE
COLLEGE**

**Essence
APARTMENTS**

**HOME2
SUITES BY HILTON**

**THE
POINT
AT WARNER CENTER**

**THE
Q
DE SOTO**

THE TRILLIUM TOWERS
660,669 SF OFFICE TOWERS

**VELA
OX**

Anthem

21300
OXNARD STREET
WOODLAND HILLS, CA 91367

PANAVISION

DE SOTO AVE

OXNARD ST

VARIEL AVE

EXECUTIVE SUMMARY



The Brandon Michaels Group of Marcus & Millichap has been selected to exclusively market for sale 21300 Oxnard Street, a 2.31 Acre (100,596 square feet) piece of land ideally located in Woodland Hills within the boundaries of the Warner Center Specific Plan in the Commerce District. 21300 Oxnard Street is centrally located in the high demand submarket of Warner Center, which boasts high-end demographics with an average household income north of \$100,000, dense immediate population, high barriers to entry and strong market fundamentals. Warner Center has undergone tremendous growth, with over 2,500 units in development or recently completed. Rents have soared by 33% in the last five years, making this one of the strongest rental submarkets in Southern California.

21300 Oxnard Street is an excellent location within the Warner Center, centrally located just north of the Interstate 101 Ventura Freeway and conveniently positioned in the center of a broad range of employment and retail options. 21300 Oxnard Street is ideally located within the barrage of new hotels, residential buildings, and multi-use complexes. The uniqueness of this offering is further defined by its central location positioned within close proximity to some of the country's largest planned developments. The Westfield Promenade, which is located 0.5 of a mile from the subject property, was just bought by Los Angeles Rams owner Stan Kroenke. Previously undergoing a \$1.5 billion

renovation which will include retail, Class A office, two hotels, 14,000 residential units, and an entertainment and sports center, that plan may move forward, or the site may be used for the Rams Practice facility. Uptown at Warner Center is receiving a \$3 billion capital infusion to complete a mixed-use development. Significant growth is projected in the immediate area, with 37 million square feet of business and residential buildings, 14 million square feet of non-residential building area, 20,000 residential units, and 80,000 new jobs slated to be completed.

21300 Oxnard Street is fully entitled for a two-phase development. Phase 1 includes a five story, wood frame residential building consisting of 184 residential units totaling 154,000 square feet over a 2.5 level concrete parking structure with 226 parking stalls. The first floor of the building includes residential amenities and parking. The site also includes a seven story, 127 room wood frame hotel over 1 level of below grade parking. The first floor of the hotel provides amenities for the hotel guests. Phase 2 includes the addition of a 13-story steel frame medical office tower totaling 84,000 square feet over four stories of below grade parking. The first floor of the tower will provide 5,000 SF of commercial space. There is a 37,000 square floor office building currently on the site, which affords a developer the unique opportunity to generate cash flow prior to developing the site.



PROPERTY OVERVIEW

PROPERTY INFORMATION

Address	21300 W. Oxnard Street Woodland Hills, CA 91367
Price	\$18,720,000
Building SF	36,262 SF
Land SF	98,567 SF
Price/SF (Building)	\$516
Price/SF Land	\$190
APN	2149-002-032
Zoning	WC
Parking	228 Surface Spaces (6.16/1000 SF)

PROJECT INFORMATION

Site Area	2.31 ACRES
District	Commerce District
Maximum FAR	4.5:1
Current Use	A 90% Occupied 37,000 SF Flex Office Building
Entitlements	<p>Phase 1: A 5 story, wood frame, residential building (184 units) over a 2.5 level concrete parking structure (226 parking stalls). The first floor of the building includes residential amenities and parking. The site also includes a seven-story, wood frame, 127 room hotel over one level of below grade parking. The first floor of the hotel provides amenities for the hotel guests.</p> <p>Phase 2: The addition of 13 story steel frame medical office tower over 4 stories of below grade parking. The first floor of the tower will provide 5000 sf of commercial space.</p>
Construction Type	IIIA, 1B, VA
Occupancy	R-1, S-2, B

PHASE 1

BUILDING 1 - RESIDENTIAL

Total SF	154,000 SF
Stories	5
Construction Type	Wood Frame
Parking	2.5 Level Concrete Parking Structure
Parking Spaces	226
Units	184
Unit Type	Junior One Bedroom – 74 Units (40%) One Bedroom – 70 Units (38%) Two Bedrooms – 40 Units (22%)
Construction Type	IIIA
Occupancy	R-2

BUILDING 2 - HOTEL

Total SF	69,060 SF
Stories	7
Construction Type	Wood Frame
Parking	1 Level Below Grade
Parking Spaces	68
Rooms	127
Occupancy	S-2

PHASE 2

BUILDING 3 - MEDICAL

Total SF	154,000 SF
Stories	13
Construction Type	Steel Frame
Parking	4 Stories Below Grade
Parking Spaces	143
Construction Type	VA
Occupancy	B

INVESTMENT HIGHLIGHTS

A PREMIER FULLY ENTITLED DEVELOPMENT OPPORTUNITY IN WARNER CENTER, CA

- Entitlements are in place for a two-phase mixed-use development
- Phase 1 of the development is slated for a 154,000 square foot, five-story 184-unit multi-family building over a 2.5 level concrete parking structure and a 69,060 square foot, seven-story 127 room hotel over 1 level of below grade parking
- Phase 2 of the development is an 84,000 square foot, 13 story medical tower
- Significant savings in development costs as purchaser is not subject to the affordable housing linkage fees and the recent increase in Quimby fees, an approximate savings of over \$3.3 million

DEVELOPMENT OPPORTUNITY IDEALLY LOCATED IN ONE OF SOUTHERN CALIFORNIA'S LARGEST URBAN DEVELOPMENTS

- Existing 37,000 square foot flex office building creates an excellent cash flow in the short term while finalizing permits to redevelop
- A wave of growth is currently reinventing Warner Center, the Western San Fernando Valley's centralized business district as a self-sustaining urban live-work community
- WC Specific Plan 2035 (Commerce District) provides developers a competitive advantage from a building, marketing, and leasing perspective or "By-Right" development.
- The WC 2035 Specific Plan considers development fundamentals to supporting regional transportation investments such as the Metro Orange Line to create a vibrant Transit Oriented District (TOC) based upon sustainability, community connectedness, accessible public transit and promotion of innovative business, nob diversity and a safe and friendly pedestrian environment.
- Centralized West San Fernando Valley location is within close proximity to the rest of the San Fernando Valley, Hollywood, Tri-Cities, West Los Angeles, Downtown Los Angeles, all major freeways, and Los Angeles International Airport (LAX)





STRONG IMMEDIATE DEMOGRAPHICS AND POPULATION DENSITY

- Average household income of \$100,000 within 1 mile of the subject property and over \$112,000 within three miles
- Strong local economy with significant job growth over a multitude of diverse sectors
- Over 80,000 new jobs, 37 million square feet of business and residential buildings, 14 million square feet of non-residential building area, 20,000 residential units projected in the immediate area
- Over 2 million residents and 850,000 jobs in the densely populated San Fernando Valley

MULTI-BILLION DOLLAR SUB-MARKET COMPLETE WITH RETAIL ATTRACTIONS AND PREMIER OFFICE HUB

- Within close proximity to the newly built, open-air retail center “The Village” at Westfield Topanga and Westfield Topanga, encompassing over 2.3 million square feet of retail space with over 250 top brands, restaurants and entertainment options
- The Westfield Promenade, located 0.5 of a mile from the subject property, slated for a \$1.5 billion renovation, was just purchased by the owner of the Los Angeles Rams, Stan Kroenke
- Uptown at Warner Center is receiving a \$3 billion capital infusion to complete a mixed-use development
- Local retailers include: Apple, Nordstrom, Neiman Marcus, Target, Macy’s, REI, Costco, Best Buy Electronics, Crate & Barrel
- Local restaurants include: Roy’s Asian Fusion, Fleming’s Steakhouse, California Pizza Kitchen, Cheesecake Factory, Chipotle, Il Fornaio, Pizza Rev, Guacho Grill, Coffee Bean & Tea Leaf, P.F. Changs and many more
- Walking distance to Warner Center office buildings with over six million square feet of office space. Approximately 40,000 employees work within Warner Center.
- Major employers include HealthNet Inc., Zenith Insurance, Kaiser Permanente Hospital, and Pierce College

PROPERTY DETAILS

ADDRESS

21300 Oxnard Street
Woodland Hills, CA 91367

SITE

The subject property is located just the east of the southeast signalized corner of Oxnard Street and Canoga Avenue.

SQUARE FOOTAGES

The total land square footage is 98,567 square feet. The total building square footage is 36,262 square feet.

PARKING

228 surface spaces are currently available, a parking ratio of 6.16/1,000 SF.

CROSS STREETS

The major cross streets are Canoga Avenue, running North/South and Oxnard Street, running East/West.

ZONING

The Zoning is WC. The project site is located in the Commerce District of the Warner Specific Plan.

APN NUMBER

The APN Number is 2149-002-032.





Prime Warner Center Fully Entitled Development Opportunity Consisting of 184 Unit Multi-Family Units, a 127 Room Hotel, and a 13 Story Medical Tower Centrally Situated on 2.31 Acres of Land Located in the Heart of Southern California's Fastest Growing Submarket, Warner Center, CA



21300 OXNARD STREET - PHASE 1

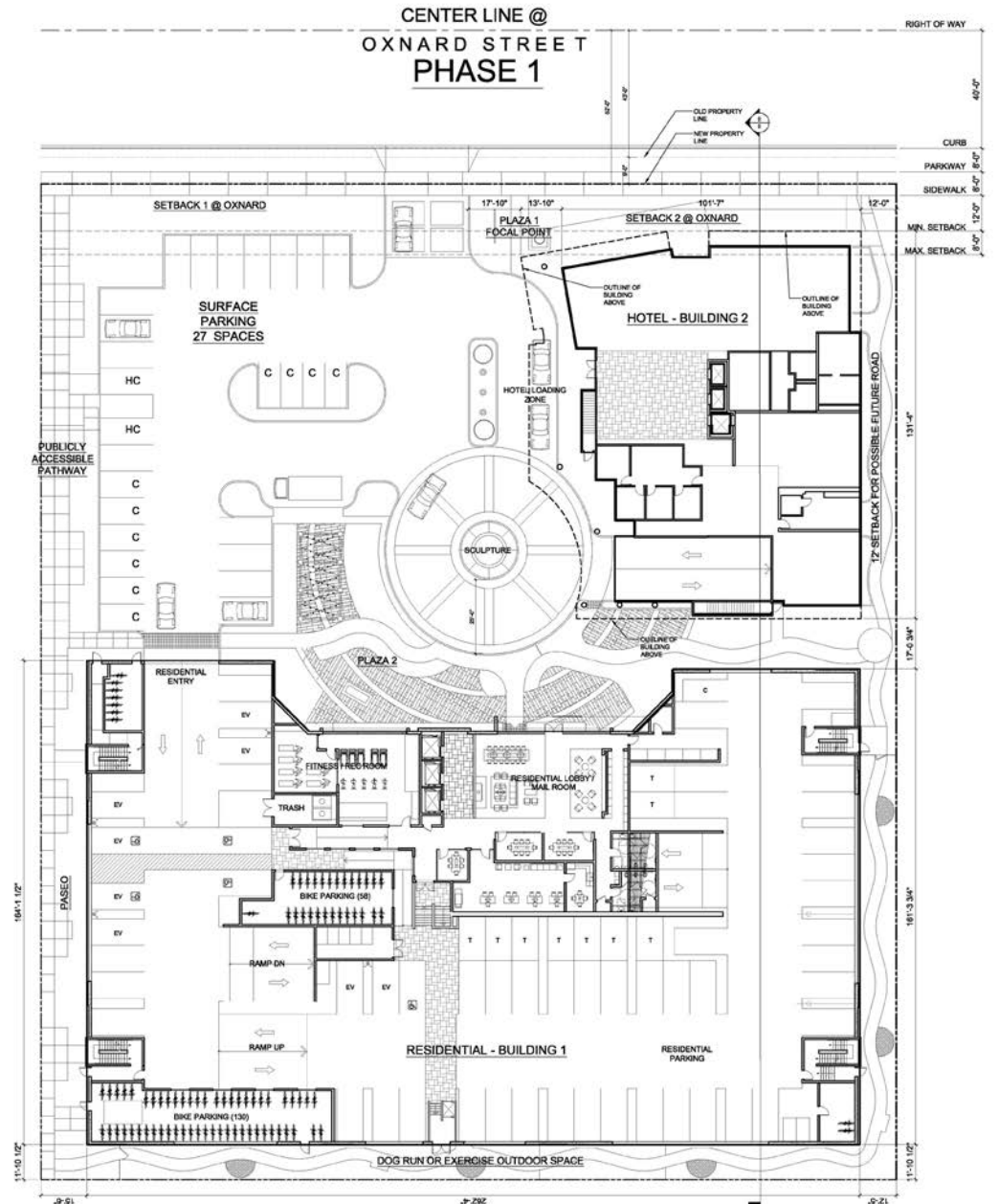
PHASE 1

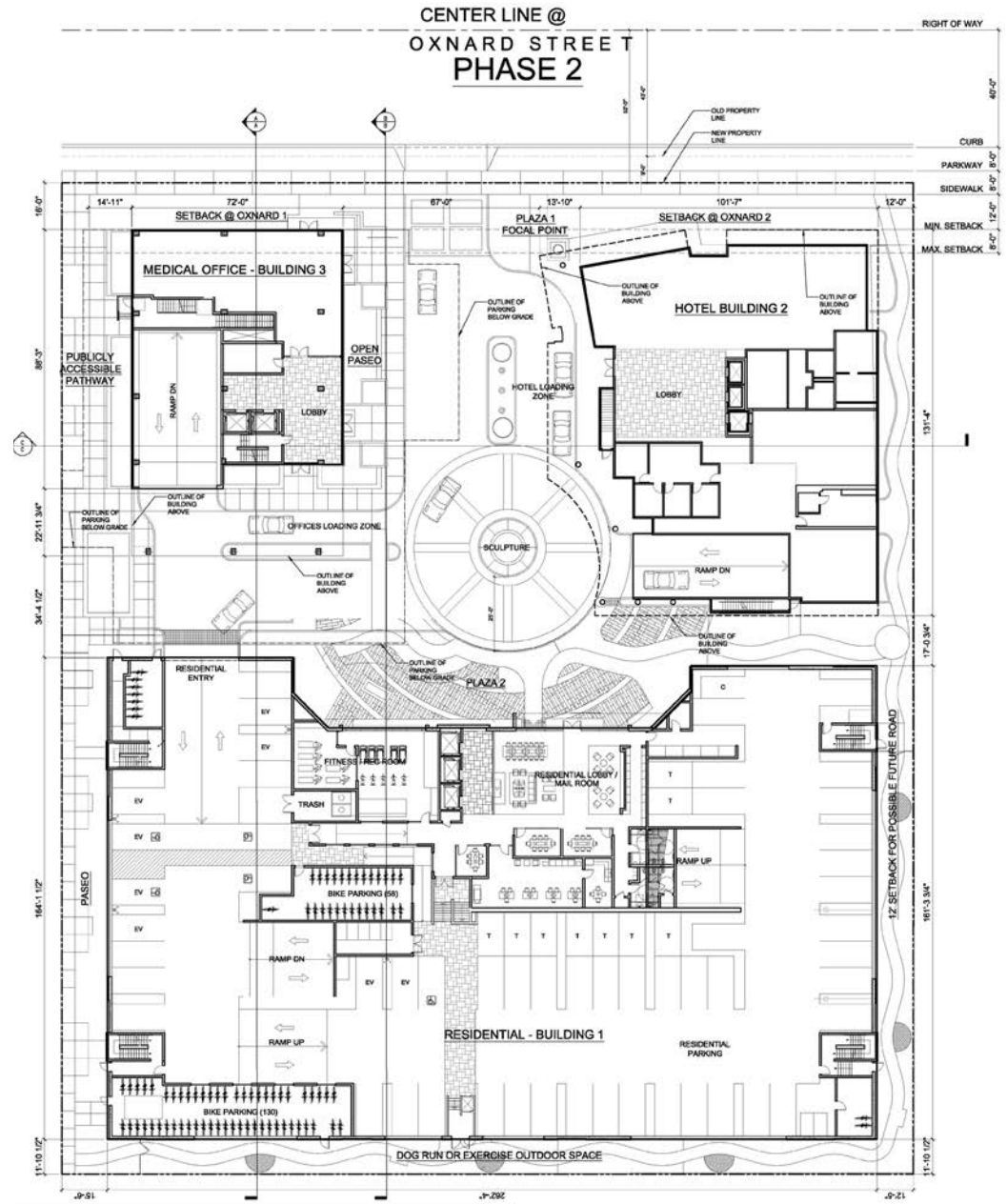
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Parking Spaces	68
Rooms	127
Occupancy	S-2





WHY BUY IN WARNER CENTER?

MAJOR CAPITAL INFUSION

Westfield's Promenade 2035
Estimated \$1.5 billion capital infusion

Uptown at Warner Center
\$3-4 billion capital infusion

Brings entertainment, culture, sporting events to the heart of the San Fernando Valley activating residents to live, work, shop, stay and play.

SIGNIFICANT GROWTH PROJECTIONS

21,000 new households and 80,000 new jobs projected in Warner Center by 2035 combined with an additional 37 million square feet of business and residential buildings and 20,000 residential units

SELF-SUSTAINING COMMUNITY

One of Los Angeles' largest urban developments, Warner Center is truly a Self-Sustaining, Walkable, Transit-Oriented, Mixed

Walkability to area/lifestyle amenities including entertainment, dining, shopping, transit, housing and employment



SHOPPING CENTERS

- Westfield Topanga
- Westfield Topanga The Village
- Westfield Promenade

UNIQUE LIFESTYLE AND AREA AMENITIES

Ideal combination of a downtown lifestyle with the feel of a local neighborhood amidst beautifully landscaped outdoor spaces, cultural event centers, fitness centers, entertainment/sports complexes, and high end retailers and restaurants

EXPEDITED APPROVAL PROCESS

Developers conforming to Specific Plan Urban Design guidelines may process approvals which City of Los Angeles estimates of 4-6 months from complete project submission

"BY RIGHT" DEVELOPMENT

Projects within WC2035 are subject to Project Permit Compliance, an expedited discretionary approval process saving time, money and resources

PREMIER BUSINESS HUB

Upscale community containing well-educated and professional workforce, Warner Center is the central business district of the San Fernando Valley

FORTUNE 500 COMPANIES

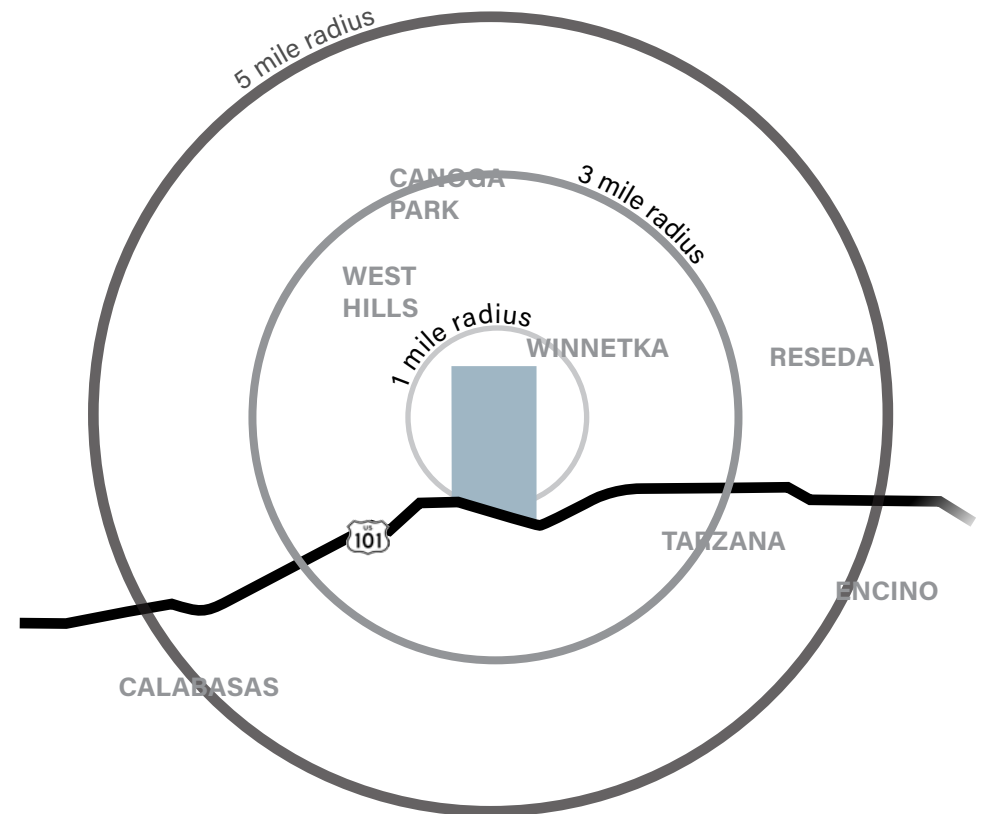
- Amazon
- AIG
- Health Net Inc.
- Bank of America

MAJOR OFFICE TOWERS

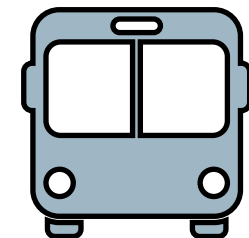
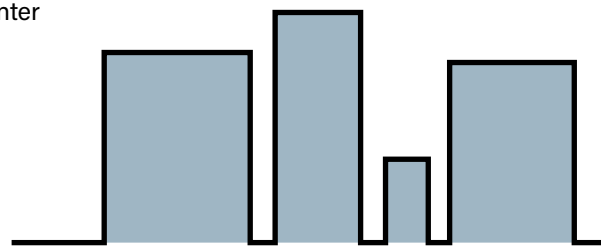
- Warner Center Towers
- LNR Warner Center
- Trillium Towers
- Farmers Plaza

TRANSIT ORIENTED DEVELOPMENT

Ideal mix of housing, shopping, and entertainment, regional transit access, and a pedestrian-oriented environment. Three Orange Line stations.



WARNER CENTER BOUNDARIES



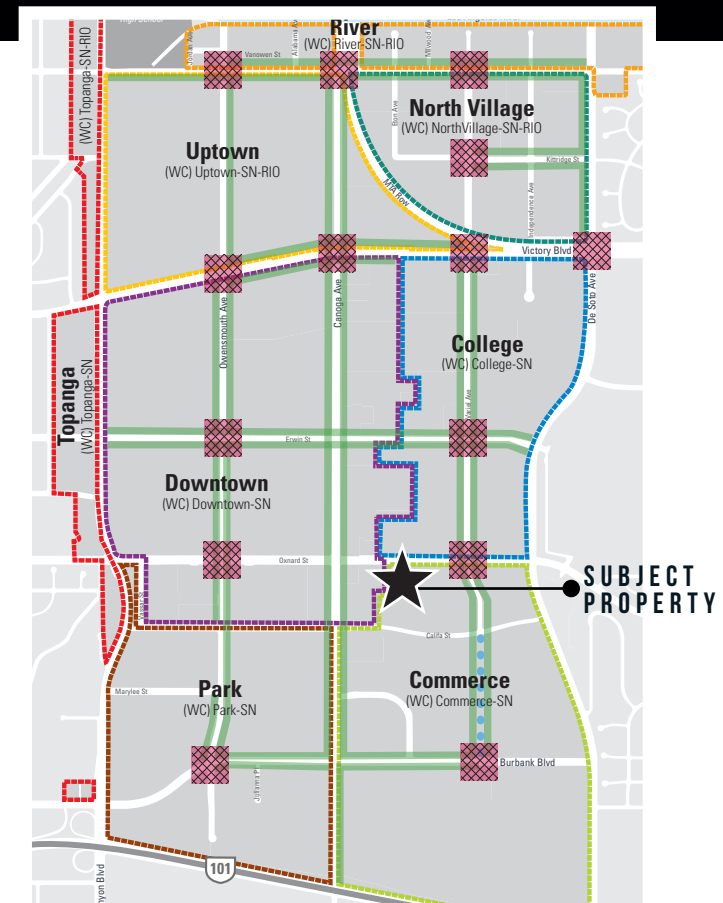
WARNER CENTER 2035 PLAN

Approved by the Los Angeles City Council and effective December 25, 2013, the Warner Center 2035 Plan (“WC 2035 Plan” or the “Plan”) is a development blueprint for Warner Center that emphasizes mixed-use and transit-oriented development, walk ability and sustainability. The WC 2035 Plan encompasses approximately 1,100 acres, or 1.7 square miles, and is bound by the Los Angeles River to the north, the Ventura Freeway to the south, De Soto Avenue to the east, and the west side of Topanga Canyon Boulevard to the west.

The WC 2035 Plan provides urban design guidelines including increasing the Floor Area Ratios (FAR), height and density for commercial and mixed-use lots. The Plan is targeted at a net increase of 14 million square feet of new, non-residential area, including 12.5 million square feet of office uses and 2.3 million square feet of retail uses. The Plan also seeks to develop 23.5 million square feet of new residential area or approximately 20,000 units.

THE KEY ELEMENTS OF THE WC 2035 PLAN INCLUDE:

- Increased development potential in terms of maximum permitted floor area ratios (generally up to 4.5:1) and building heights (generally unrestricted).
- Promoting structural development with centers of greater residential density and commercial/industrial activity.
- Provision of green building standards including diminished energy utilization and collection and filtration of rainwater.
- Promoting ground floor retail, flexible community space and other pedestrian-oriented uses, with a focus on cultivating active, complete streets.
- Creating a place where people can live, work and play and where day-to-day needs can be met locally by walking, bicycling or utilizing public transit.
- Establishing connectivity networks, including new streets and pedestrian adapted pathways within the established districts.
- Creating a network of accessible open spaces to encourage public gathering and pedestrian activity.
- Establishing an urban environment that is generously landscaped with large parkways, medians, a 5 acre park area and open spaces pertinent to each individual building.
- Continuation of the industrial tradition in the area by establishing green and clean professional, scientific, and technical businesses, including engineering, environmental consulting, or research and development companies.



DIVISION OF DISTRICTS

The WC 2035 Plan divides Warner Center into eight districts, each with its own development guidelines: Uptown, River, North Village, Downtown, Commerce, Park and Topanga. Uptown at Warner Center is positioned in the Uptown district.

The Uptown District, envisioned for large-scale office, residential & hotel uses.

The River District will consist of properties along the river and add new pedestrian and bicycle paths.

The North Village District, served by the Canoga and De Soto Metro Stations, will combine residential with transit-oriented development.

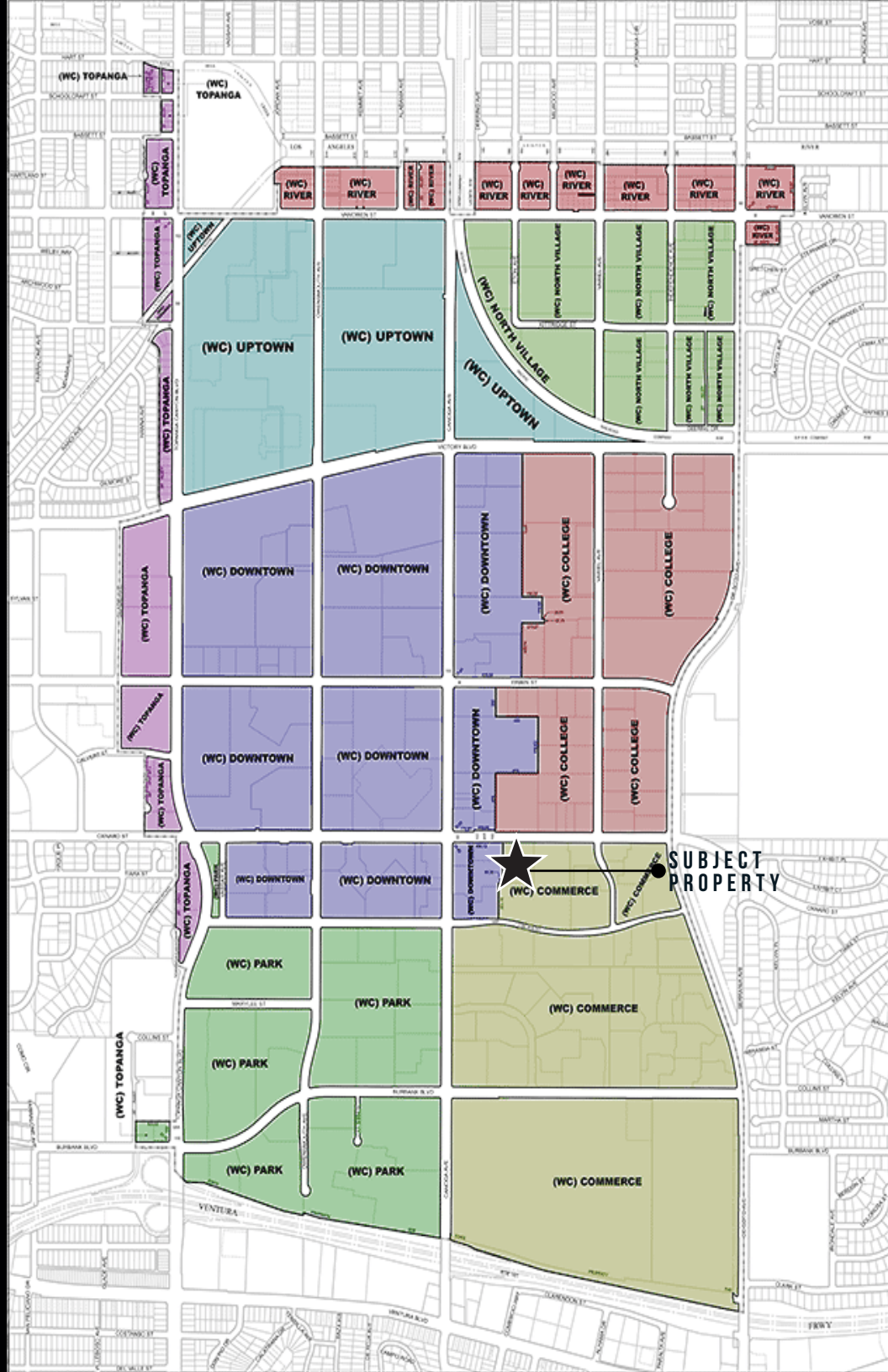
The College District, served by the De Soto and new Oxnard Street Orange Line stop, will focus on live-work projects and smaller developments.

The Commerce District, served by the Oxnard Street Station, will become a secondary job center to the Downtown District.

The Park District, which includes the Warner Center Park, will allow townhomes and flats.

The Topanga District will only allow non-residential uses.

The Downtown District will focus on entertainment uses and encourage mixed-use development.





WARNER CENTER

AN EXCEPTIONAL DESTINATION FOR LIVE, WORK, AND PLAY

Warner Center is one of Los Angeles' largest urban developments, offering a sweeping complex of office parks, high-rises, apartments, and shopping centers. It is home to approximately 20,000 residents and employs more than 50,000 people. Known as the central business district of the San Fernando Valley, the district combines a mix of office buildings, hotels, world class restaurants, shopping centers, and business parks.

Warner Center is poised to undergo profound changes as commercial development expands over the next two decades. With the advent of the Warner Center 2035 Plan, Warner Center is quickly becoming one of the fastest growing sub-markets in the country. The Warner Center 2035 Plan increases the floor area ratio of sites within the designated boundaries to 4.5:1 FAR with unlimited height restrictions. The plan is a development blueprint for Warner Center that emphasizes mixed-use and transit-oriented development, walk ability, and sustainability. The Plan seeks to create an environmentally, socially, and economically sustainable center for the West Valley.

The Warner Center 2035 Plan will allow the addition of more than 37 million square feet of business and residential buildings to Warner Center by 2035. Within the immediate area, over 14 million square feet of nonresidential building area and 20,000 residential units are projected, along with the creation of over 80,000 new jobs.

The former Rocketdyne site, named Uptown at Warner Center, located at Vanowen Street and Owensmouth Avenue is slated for a \$4 billion, six million square foot development by United Technologies Corporation and Boston Global. The six million square feet project will include 3.95 million square feet of residential space and 1.1 million square feet of Class A office space. The project will also include 310,000 square feet of cultural and public space, 240,000 square feet of assisted living space, 200,000 square feet of high-end retail, and 155,000 square feet of hotel space.

WARNER CENTER



2.3 MILLION SF

of high-end retail and entertainment including Westfield's Promenade, Westfield Topanga, and The Village



80,000

new jobs projected
by 2037

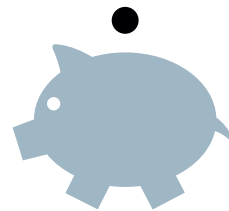


37 MILLION SF

of new business and residential
buildings added to Warner
Center by 2037

**OVER
8,000**

quality residences and growing



\$102K

Estimated average median
household income in
Woodland Hills



60%

of Woodland Hills' residents have a
bachelor's degree or higher.

WARNER CENTER

THE PREMIERE BUSINESS HUB

Warner Center's central location and excellent freeway access make the sub-market a desirable and burgeoning office hub. Due to its outstanding living accommodations, desirable lifestyle amenities, and convenient access to public transportation, Woodland Hills/Warner Center has become a leading commercial center as well as a desirable place to live for residents. Warner Center employs a diverse range of sectors and is home to many high-profile employers: Universal Music Group, Viking Cruises, Kaiser Permanente, AIG, Bank of America, Wells Fargo, ADP, Amazon, Health Net, Farmer's Insurance, Panavision, Westfield, etcetera.



WARNER CENTER

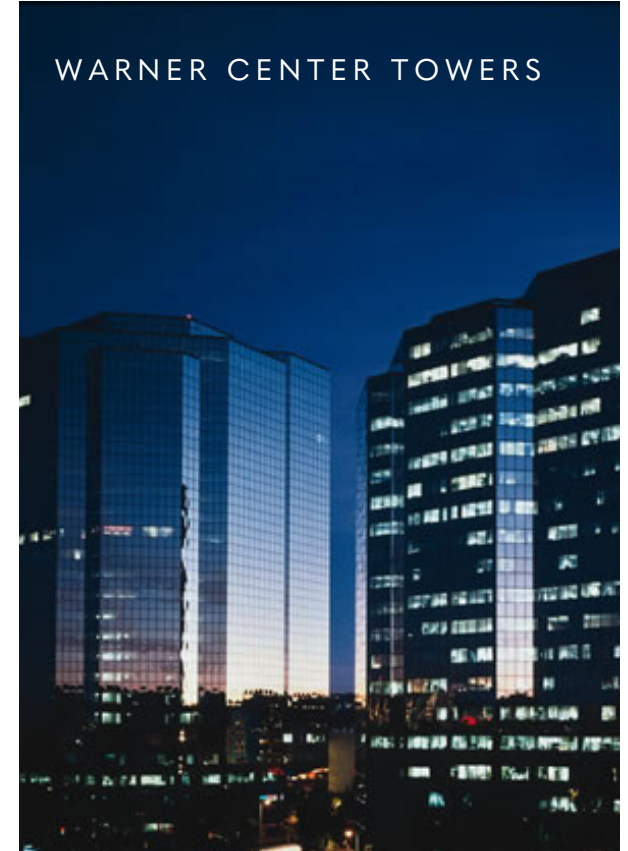
OFFICE TOWERS OF WARNER CENTER



The Trillium is among the most prestigious office campuses in Woodland Hills combining for 660,669 square feet of Class-A office space. The Trillium features an attractive stone and tinted glass exterior, accentuated by lavish interior finishes and on-site amenities.



Built in stages between 2001 and 2005, LNR Warner Center is comprised of four five-story buildings and one three-story building containing approximately 808,274 square feet in total. Tenants include Health Net, UMG Recordings and Viking River Cruises.



Warner Center Towers is a 1,937,959 square foot office campus comprised of six prestigious office towers strategically located in the heart of Warner Center. Warner Center Towers is one of Los Angeles' largest office campuses and offers a park-like setting with landscaped plazas, attractive fountains, high-end amenities, and breathtaking views.

SALE OF WESTFIELD PROMENADE

The site home to the Westfield Promenade sold in March to the Kroenke Group. The Kroenke Group, named after its owner and owner of the LA Rams, Stan Kroenke, purchased the 34-acre property from Unibail-Rodamco-Westfield (URW) for \$150 million. The nearly vacant 677,484 square foot retail center is rumored to be the new site for the LA Rams training facility. The property would not be limited to just a training facility, however. Prior to the sale, URW had received approval from the city of Los Angeles for a new “mini-city” dubbed the Promenade 2035, furthering the Warner Center 2035 Specific Plan goals. Entitlements approved in December of 2020 allow for up to 1432 residential units, 280,000 square feet of retail and restaurant space, over 730,000 square feet of office space, two hotels totaling 572 guest rooms, a maximum 10,000 seat entertainment and sports center, and parking for at least 5655 vehicles.



WESTFIELD'S TOPANGA & THE VILLAGE



Westfield Topanga and the brand new The Village at Westfield Topanga is one of Southern California's largest shopping complexes. Westfield Topanga is the only center in the United States with a Neiman Marcus and flagship Nordstrom alongside Target. It is a power shopping paradise with a luxury lineup including Gucci, Tiffany & Co., Salvatore Ferragamo, Louis Vuitton, Cartier, Burberry, Jimmy Choo as well as Apple, Tesla, Anthropologie, Free People, and Urban Outfitters.

The Village showcases trendy local fashion and lifestyle brands, sensational restaurants offering al fresco patio dining, a full-service gym, spa and yoga studio, along with Costco, Crate & Barrel, a weekly farmer's market and more, all under a canopy of native trees and vegetation. Westfield offers the retail consumer a laundry list of more than 200 high-end retailers and 57 restaurant choices. It has transformed into a central gathering place for shopping, dining, entertainment and leisure and provides residents and visitors a destination experience unlike any other in the San Fernando Valley.



The Village showcases **trendy** local fashion and lifestyle brands, sensational restaurants offering **al fresco patio dining**, a full-service gym, spa and yoga studio, along with **Costco**, **Crate & Barrel**, a weekly farmer's market and more, all under **a canopy of native trees and vegetation**.

WESTFIELD THE VILLAGE



[CLICK FOR MORE INFO](#)

WESTFIELD TOPANGA MALL



[CLICK FOR MORE INFO](#)

LA RAMS TRAINING FACILITY



[CLICK FOR MORE INFO](#)

WARNER CENTER PARK



[CLICK FOR MORE INFO](#)

WARNER CENTER TOWERS



[CLICK FOR MORE INFO](#)

HINES WARNER CENTER



[CLICK FOR MORE INFO](#)

NEWS

LA RAMS TARGET WOODLAND HILLS MALL SITE FOR PRACTICE FACILITY

Fresh off a Super Bowl title, the Los Angeles Rams are now busy tackling plans for a new training site at a former mall property.

The NFL franchise is in negotiations to purchase the shuttered Woodland Hills Promenade retail center to build a practice facility on the 34-acre site, which is owned by Unibail-Rodamco-Westfield, the Los Angeles Times first reported. The deal could fetch more than \$150 million, per the LA Times.

Westfield, which bought Promenade in 1998 for \$33.8 million, pushed plans to build apartments, two hotels, 244,000 square feet of retail space, 600,000 square feet of offices and an entertainment center on the property in October 2016, The Real Deal reported at the time. The Los Angeles City Council then approved the proposal in December 2020.

The Rams, who captured the Super Bowl with a 23-20 win against the Cincinnati Bengals on Feb. 13 at their home stadium of SoFi Stadium, have been practicing at California Lutheran University in Thousand Oaks, Calif., with training summer training camps held at UC Irvine. Rams owner Stan Kroenke relocated the franchise to L.A. from St. Louis in 2016. The team previously played in L.A. until moving to St. Louis in 1995.

LA Rams Target Woodland Hills Mall Site For Practice Facility: Commercial Observer, 02/25/2022.



A detailed illustration of a Los Angeles Rams football helmet. The helmet is primarily blue with a large yellow 'C' logo in the center. It features a blue facemask and a white chin strap with a blue 'A' logo. The word 'RAMS' is partially visible on the side of the helmet. The background is a solid blue color.

**LOS
ANGELES
RAMS**

WOODLAND HILLS

AN AFFLUENT NEIGHBORHOOD IN THE SAN FERNANDO VALLEY

Woodland Hills is an affluent neighborhood in the southwestern region of the San Fernando Valley, which is located East of Calabasas and West of Tarzana. On the North it is bordered by West Hills, Canoga Park, and Winnetka, and on the South by the Santa Monica mountains. The community's location provides easy access to the many business districts of Los Angeles, including Tarzana, Warner Center, Hollywood, West Los Angeles, Downtown Los Angeles, Universal City, and the Tri-Cities areas. Neighborhood residents in Woodland Hills have convenient options to numerous restaurants and nightlife, shopping centers, retail shops, grocery stores, pharmacies, schools, open spaces, parks, sports fields, and walking trails within minutes of their home.

Woodland Hills is accessible to all of Los Angeles. The 101 Ventura Freeway provides East to West travel, and easily connects to the 405 San Diego Freeway for North to West travel. Ventura Boulevard, which stretches 18 miles long throughout the San Fernando Valley, is the longest contiguous avenue of businesses and home to multiple retailers and amenities.

Woodland Hills Office Park is situated between two wealthy communities in Los Angeles County, Calabasas to the West and Tarzana to the east. Woodland Hills is home to Warner Center, which is one of Los Angeles County's largest master planned business developments, and considered the central business district of the San Fernando Valley. Warner Center offers a sweeping complex of office parks, high-rises, apartments and shopping centers. It is home to the massive Westfield Topanga and brand new The Village at Westfield Topanga, providing consumers a large array of retail options. Multiple luxury apartment communities have sprung up in Warner Center, creating a fashionable and trendy place for residents to live, work and play.



HOUSING MARKET

Woodland Hills market trends indicate an increase of \$234,000 (24%) in median home prices over the past year. The median price per square foot in this same period rose to \$599, up from \$471. In general, single-family homes and condominiums located south of Ventura Boulevard are the most expensive in the Valley. These areas benefit from convenient access to the 101 Ventura Freeway, the primary highway covering the San Fernando Valley. In addition, many of these homes are located within the Santa Monica Mountains and provide breathtaking views of the entire Los Angeles MSA. In particular, the communities of Hidden Hills, Woodland Hills, Tarzana, Encino, Sherman Oaks, and Studio City have some of the most exclusive homes in the area, with sale prices well in excess of \$1,200,000.

Due to the high single-family residential prices, and a continuing demand for housing in San Fernando Valley, there is strong demand for the development of higher density apartment buildings and condominiums. Most new apartment development is occurring from redevelopment of older, low-density projects. Historically, apartment demand has been strong, and has been influenced by high home prices and the central location of the Valley relative to employment centers. As a result, the San Fernando Valley area has become one of the most densely populated areas in Los Angeles County. Warner Center has a large concentration of high-end, resort style apartment communities. These luxury apartments cater to the large and growing workforce population in Warner Center and Woodland Hills.



\$1,200,000
Median Sales Price



\$599
Price/SF



24%
Increase in Median Home Sales

UNDER CONSTRUCTION

Property Address		Property Name	RBA	Year Built	Units	Property Type
1	21121 Vanowen St, Canoga Park, CA 91303	Yaya Vanowen	86,600	2022	101	Multi-Family
2	20944 W Vanowen St, Canoga Park, CA 91303	Skye at Warner Center	67,852	2022	38	Multi-Family
3	6233 N Variel Ave, Woodland Hills, CA 91367	The Variel	340,000	2022	336	Multi-Family
4	6709 Independence Ave, Canoga Park, CA 91303	Chroma	310,490	2022	275	Multi-Family
5	21001 Kittridge St, Canoga Park, CA 91303	LUME		2022	275	Multi-Family
6	6940 Owensmouth Ave, Canoga Park, CA 91303	Bell Creek	79,200	2022	80	Multi-Family
Total					1,105	





YAYA VANOWEN



101 UNITS

SKYE



38 UNITS

THE VARIEL



336 UNITS

CHROMA



275 UNITS

LUME



275 UNITS

BELL CREEK



277 UNITS



VICTORY PLAZA



221 UNITS

THE VARIEL



259 UNITS

TRILLIUM CAMPUS



336 UNITS

DISTRICT AT WARNER CENTER



880 UNITS

VARIEL COURT



150 UNITS

THE Q DE SOTO



358 UNITS

PLANNED & PROPOSED

	Property Address	Property Name	RBA	Year Built	Units	Property Type
1	21201 W Victory Blvd,Woodland Hills, CA 91303	Victory Place	200,000	2023	221	Multi-Family
2	6160 N Variel Ave,Woodland Hills, CA 91367	The Variel	34,1561	2024	259	Multi-Family
3	6336 Canoga Ave,Woodland Hills, CA 91367	Trillium Campus	45,735	2024		Office
4	6100 Canoga Ave,Woodland Hills, CA 91367	District at Warner Center	900,000	2024	880	Multi-Family
5	6801 Canoga Ave,Canoga Park, CA 91303		149,644	2024	154	Multi-Family
6	6400 N Canoga Ave,Woodland Hills, CA 91367		610,000	2024	650	Multi-Family
7	5955 De Soto Ave,Woodland Hills, CA 91367		193,000	2023	170	Multi-Family
8	6033 De Soto Ave,Woodland Hills, CA 91367		196,000	2024	190	Multi-Family (assisted- living)
9	21515 W Vanowen St,Canoga Park, CA 91303		184,958	2024	193	Multi-Family
10	6330 N Variel Ave,Woodland Hills, CA 91367	Variel Court	150,000	2023	150	Multi-Family
11	20950 Warner Center Ln,Woodland Hills, CA 91367		1,030,000	2025	1009	Multi-Family
12	21300 W Califa St,Woodland Hills, CA 91367		191,950	2023		Office
13	21300 W Califa St,Woodland Hills, CA 91367		200,000	2023	194	Multi-Family
14	6109 N De Soto Ave, Woodland Hills, CA 91367	The Q De Soto	360,720	2024	358	Multi-Family
15	5500 Canoga Ave, Wooland Hills, CA 91367		22,000,000		589	Multi-Family (Senior Housing)
Total					5,017	

DELIVERED

Property Address		Property Name	RBA	Year Built	Units	Property Type
1	21110 W Oxnard St, Woodland Hills, CA 91367	Home2 Suites by Hilton	130,286	2022	170	Hospitality
2	6200 Variel Ave, Woodland Hills, CA 91367	The Q Variel	287,000	2020	245	Multi-Family
3	21050 Kittridge St, Canoga Park, CA 91303	Bell Warner Center	453,190	2020	395	Multi-Family
4	21425 Vanowen St, Canoga Park, CA 91303	Mira	140,000	2020	174	Multi-Family
5	6041 Variel Ave, Woodland Hills, CA 91367	Essence	490,755	2021	274	Multi-Family
6	6606 N Variel Ave, Canoga Park, CA 91303	Vert	426,000	2020	277	Multi-Family
7	6263 Topanga Canyon Blvd, Wooland Hills, CA 91367	The Q Topanga	403,800	2021	347	Multi-Family
8	21221 Oxnard St, Woodland Hills, CA 91367	Vela on OX	340,081	2018	379	Multi-Family
Total					2,261	





THE Q VARIEL



245 UNITS

STUDIO	1 BED	2BED
\$2,941	\$4,116	\$5,475

BELL WARNER CENTER



395 UNITS

STUDIO	1 BED	2BED
\$ 2,642	\$3,170	\$4,056

THE Q TOPANGA



347 UNITS

STUDIO	1 BED	2BED
\$3,562	\$5,238	\$5,415

VELA ON OX



379 UNITS

STUDIO	1 BED	2BED
\$3,611	\$3,831	\$5,186



CLOSE PROXIMITY

CALABASAS, CA

Calabasas is a city in the San Fernando Valley region of Los Angeles County, California. The Leonis Adobe, an adobe structure in Old Town Calabasas, dates from 1844 and is one of the oldest surviving buildings in greater Los Angeles.

Calabasas (Spanish for "Squash") is a city in the San Fernando Valley region of Los Angeles County, California. The Leonis Adobe, an adobe structure in Old Town Calabasas, dates from 1844 and is

one of the oldest surviving buildings in greater Los Angeles. The city was incorporated in 1991, prior to which it was an unincorporated portion of Los Angeles County. As of the 2020 census, the city's population was 23,241, up from 23,058 at the 2010 census.



CITY of CALABASAS

ENCINO, CA



ENCINO, CA

Encino is an enclave of the San Fernando Valley filled with quiet blocks of big houses, as well as areas with clusters of apartment buildings. The area is infamous for being mentioned in Frank Zappa's 1982 hit song "Valley Girl" – and in a lot of ways, this upper middle class, historic neighborhood hasn't changed since.

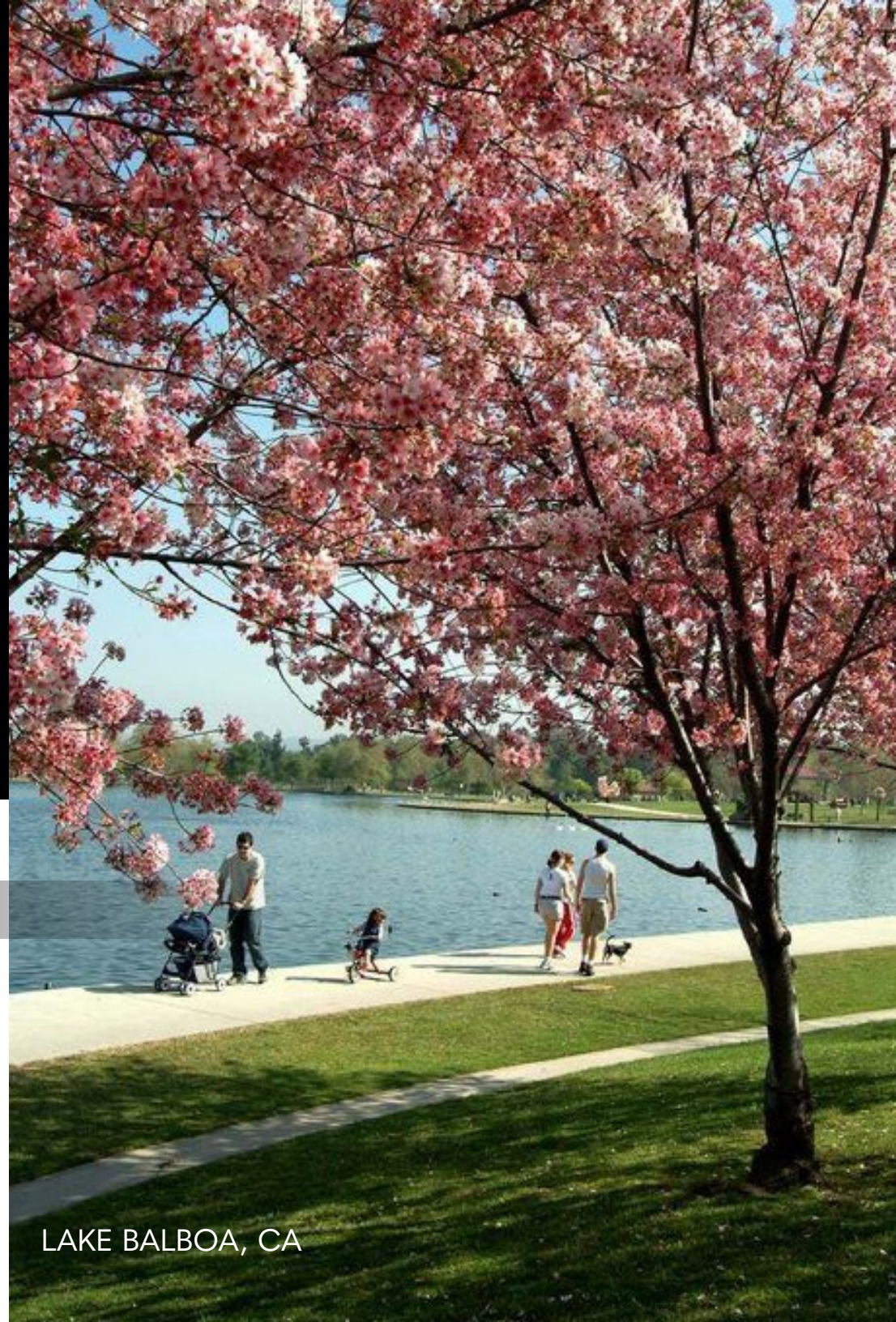
Encino is an old money area, surrounded by even older money. It starts in the south at the foot of the Santa Monica Mountains, just north of Bel Air and Brentwood, with Sherman Oaks to the east, Reseda to

the north, and Tarzana to the west. It is sliced through by a bustling section of Ventura Blvd. Encino is one of the oldest parts of the Valley. The 1769 Portola Expedition went over the Sepulveda Pass and stayed near what is now Los Encinos State Historic Park. The name Encino means "evergreen" or "oak" in Spanish and is said to refer to The Encino Oak Tree that resided for 1000 years in an area that became Louise Avenue near Ventura Blvd. Sadly, it was felled by the El Nino storms of 1998 and now only a stump and a plaque remains.

LAKE BALBOA, CA

The site of the Arts Complex has a long and noteworthy history as a cultural and civic center for metropolitan Denver, the state of Colorado, and the entire Rocky Mountain region. Owned and Operated by Denver Arts & Venues, the campus continues to serve as a vibrant cultural hub and gathering place for our community today.

It's home to four esteemed performing arts institutions – Colorado Ballet, Colorado Symphony, Denver Center for the Performing Arts and Opera Colorado – and plays a welcoming host to many national acts and local groups, festivals, conferences, public events and more.



LAKE BALBOA, CA

DEMOGRAPHICS

POPULATION



405,228

Population within 5mi



40.4

Median Age within 5mi



48%

Male



52%

Female

EDUCATION



14%

Some High School



25%

Some College



7%

Associate Degree

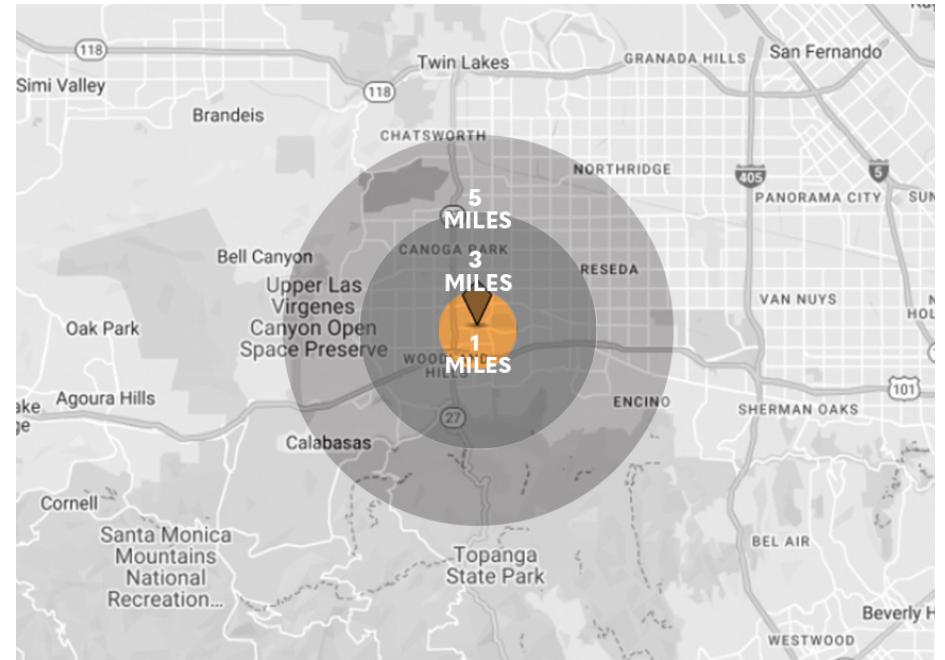


24%

Bachelor's Degree

DEMOGRAPHICS BY RADIUS

Demographics	1 Mile	3 Mile	5 Mile
2022 Population	34,257	198,876	405,228
2022 Households	16,665	70,594	141,563
2022 Avg. Household Size	2	2.7	2.8
Annual Growth 2022-2027	1.1%	0%	-0.1%
2022 Median Age	40	40.1	40.4
2022 Owner Occupied Households	4,186	35,780	76,028
2022 Renter Occupied Households	13,364	34,922	64,860
2022 Avg. Household Income	\$99,698	\$112,523	\$111,270
2022 Median Household Income	\$79,275	\$85,911	\$84,279
Businesses	4,577	13,775	27,272



\$112,523

Average HH income
within a 3-mile radius



405,228

Population
within a 5-mile radius



76,028

Owner Occupied Housing
within a 5-mile radius



133,586

Households
within a 5-mile radius



27,272

Businesses
within a 5-mile radius



64,860

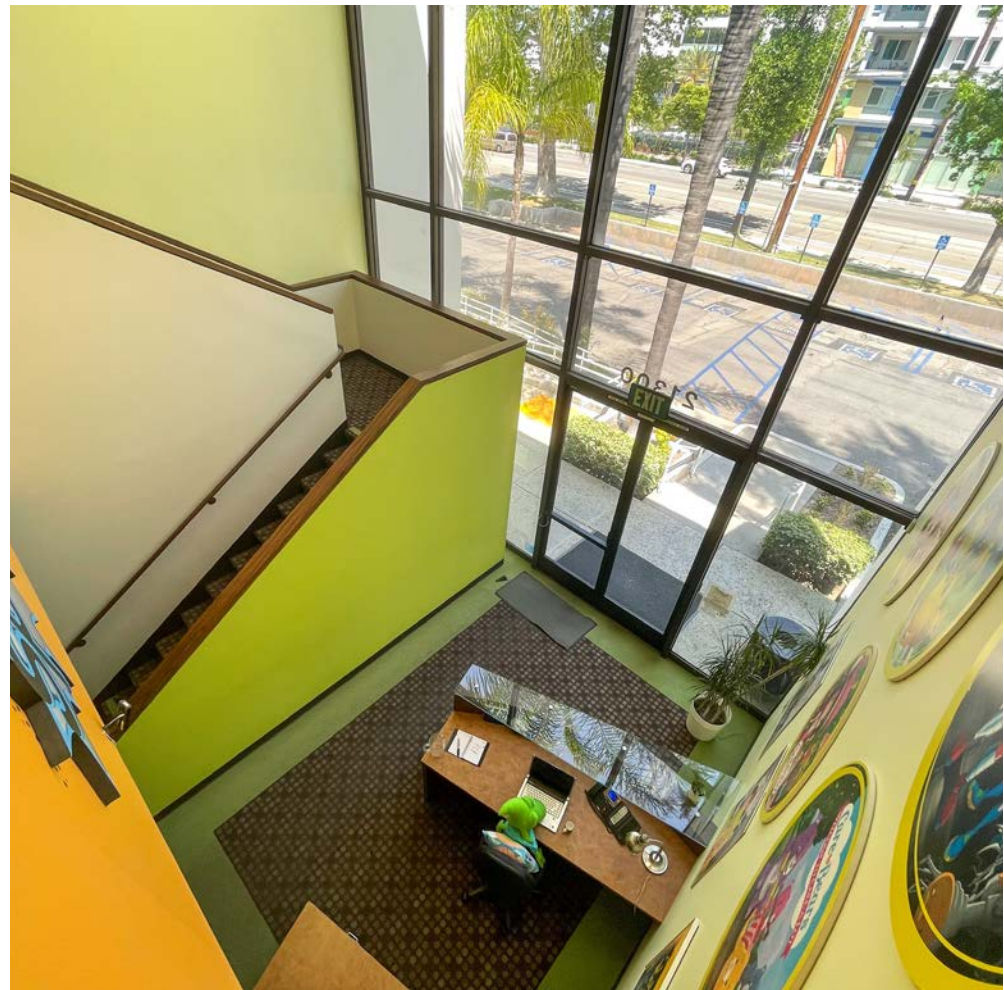
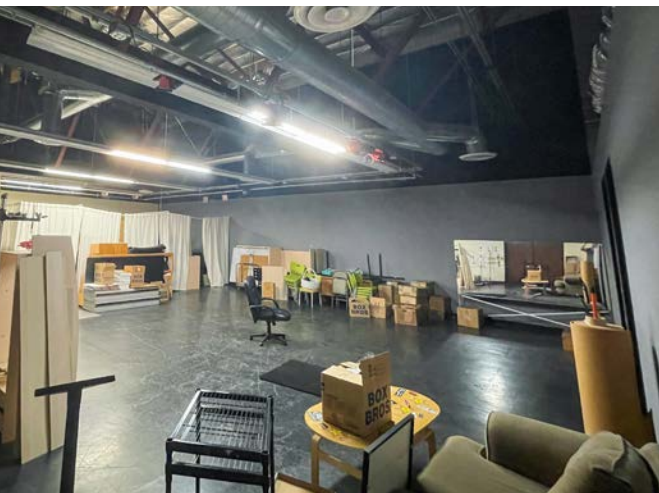
Renter Occupied Housing
within 5-mile radius



21300

OXNARD STREET

WOODLAND HILLS, CA 91367



INTERIOR PHOTOS

RENT ROLL					
Unit Number	Tenant	Floor	SF	Lease Start	Lease Exp
14 Parking Spaces	Occupied	Parking		6/15/2021	MTM
50 Parking Spaces	Occupied	Parking		11/1/2020	MTM
25 Parking Spaces	Occupied	Parking		9/20/2021	MTM
21320 Oxnard	Occupied	1	9800	9/1/2019	8/31/2022
100	Occupied	1	14000	7/1/2007	9/30/2022
201	Occupied	2	280	5/1/2022	5/31/2023
202	Occupied	2	147	8/1/2022	7/30/2023
203	Occupied	2	300	6/15/2022	6/14/2023
205	Occupied	2	252	8/15/2022	8/14/2023
206	Occupied	2	196	7/15/2022	1/15/2023
207	Vacant	2	182		
208	Vacant	2	182		
210	Occupied	2	120	10/1/2021	9/30/2022
211	Occupied	2	120	5/1/2021	MTM
212	Occupied	2	90	8/15/2022	1/14/2023
214	Vacant	2	450		
216	Vacant	2	132		
217	Occupied	2	132	10/1/2019	MTM
218	Vacant	2	250		
219	Vacant	2	130.5		
221	Vacant	2	137.75		
222	Vacant	2	392		
224	Occupied	2	120	8/15/2022	2/14/2023
225	Vacant	2	120		
226	Occupied	2	120	8/15/2022	7/14/2023
228/229/230/232/233	Occupied	2	1408	8/4/2021	7/31/2022
234	Occupied	2	187.5	9/1/2021	8/31/2022
235	Occupied	2	136.5	3/1/2022	2/28/2023
236	Vacant	2	285		
239	Occupied	2	108	3/1/2022	2/28/2023
240	Occupied	2	108	12/1/2021	11/30/2022
243	Occupied	2	130	11/1/2019	MTM
Total			30,016.25		

EXPENSES

Expense Breakdown	Per Year	Per SF
Property Taxes @ 1.25%	\$234,000	6.45
Management	\$29,292	0.81
Insurance	\$17,324	0.48
Mangement & Service Fees	\$2,463	0.07
Cleaning Supplies & Services	\$1,057	0.03
Janitorial Services	\$16,688	0.46
Locksmith & Keys	\$49	0.00
Pest Control	\$1,741	0.05
Repairs & Maintenance	\$12,482	0.34
Telephone & Internet Expense	\$1,840	0.05
Utilities	\$76,188	2.10
Total	\$393,124	\$13.10/\$1.09

ACTUAL OPERATING DATA

Income And Expense	Current
Scheduled Monthly Lease Income	\$61,026
Scheduled Annual Lease Income	\$732,306
Expenses	\$393,124
Net Operating Income	\$339,182

LEASE ROLLOVER SCHEDULE

	MTM	2022	2023	2024	2025	2026	2027+
SF	382	25,623.5	1,749.5	0	0	0	0
%	1.27%	85.37%	5.83%	0.00%	0.00%	0.00%	0.00%

OCCUPANCY HISTORY

	1 - 3 years	3 - 5 years	5 - 10 years	10 years +
SF	1,790	0	0	14,000
%	5.96%	0.00%	0.00%	46.64%

OCCUPANCY

# of Units	33
Occupied SF	27,755 92.47%
Vacant SF	2,261 7.53%
Average Unit SF	910

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OXNARD STREET
WOODLAND HILLS, CA 91367







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