

WESTLAKE

OAKS CAMPUS

4553 LA TIENDA ROAD
THOUSAND OAKS • CALIFORNIA

THE LARGEST CONTIGUOUS
DEVELOPMENT SITES
IN THE CONEJO VALLEY

13.57 ACRES

Marcus & Millichap
BRANDON MICHAELS GROUP

MDGLA

WESTLAKE

OAKS CAMPUS

4553 LA TIENDA ROAD
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BRANDON MICHAELS

Senior Managing Director Investments
Senior Director, National Retail Group
Tel: 818.212.2794
brandon.michaels@marcusmillichap.com
CA License: 01434685

LONNIE MCDERMOTT

Managing Director Investments
Tel: 818.212.2745
lonnie.mcdermott@marcusmillichap.com
CA License: 01874375

BMG TEAM

STEVEN SCHECHTER

First Vice President Investments
CA License: 01089464

EMIN GABRIMASSIHI

Associate
CA License: 02112980

GARY WINFIELD

Associate
CA License: 02177405

DANIEL GAMBOA

Associate
CA License: 02235252

06

EXECUTIVE SUMMARY
SECTION 1

12

RENDERINGS
SECTION 2

34

DEMOGRAPHICS
SECTION 3

38

AREA OVERVIEW
SECTION 4

WESTLAKE

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PROPERTY OVERVIEW





The Ridge at Westlake Village
Built 2025



S VIA MERIDA

LA TIENDA RD



LAKEVIEW CANYON RD



13.57 Acre Development Site with Outstanding Freeway Visibility

The Brandon Michaels Group of Marcus & Millichap, as Exclusive Advisor, is pleased to present the opportunity to acquire Westlake Oaks Campus, a 13.57-acre (591,284 SF) infill campus development opportunity located at 4553 La Tienda Road in Thousand Oaks, California, directly along the Interstate 101 (Ventura Freeway) at the border of Westlake Village.

The offering consists of a 113,122-square-foot, two-story flex office building situated on approximately 9.2 acres, along with an adjacent 4.4-acre unimproved parcel currently utilized for parking, for a combined site area of approximately 13.57 acres (591,284 SF). The scale of the land assemblage, combined with its prominent freeway-adjacent location at the intersection of La Tienda Road and Lakeview Canyon Road, presents a rare opportunity to develop a large infill campus within one of the most affluent and supply-constrained submarkets in Ventura County. Opportunities to control more than 13 acres of contiguous land along the 101 Freeway in the Westlake Village/Thousand Oaks corridor are exceptionally rare, positioning the property for transformational development potential.

In 2023, the City of Thousand Oaks adopted a comprehensive update to its General Plan, redesignating 4553 La Tienda Road to Industrial Flex, a designation that allows for a broad range of commercial uses including office, research and development, light industrial, hotel, service commercial, ancillary retail, public facilities, and religious institutions. The property is currently zoned M-1 (Light Industrial), with a complementary zoning code update anticipated in 2026 that will further clarify permitted uses and development standards.

Additionally, the property may qualify as a candidate for residential or mixed-use redevelopment under California's AB 2011 and SB 6 housing legislation, as amended by AB 2243, which establishes new pathways for multifamily and mixed-use residential development on underutilized commercial and office sites. Subject to applicable affordability, labor, and site eligibility requirements, qualifying developments may benefit from streamlined or ministerial approval processes, creating a compelling opportunity to pursue large-scale residential or mixed-use redevelopment within the highly desirable Westlake Village/Thousand Oaks corridor.

Please contact the listing agent for additional information.



Request for Offers

Price

113,122 SF

Building Size

13.57 Acres (591,284 SF)

Lot Size

M-1

Zoning

La Tienda Rd & Lakeview Canyon Rd

Cross Streets

Industrial Flex

General Plan Designation (Updated)*

*In 2023, the City of Thousand Oaks adopted a comprehensive update to its General Plan, which redesignated 4553 La Tienda Rd to "Industrial Flex." A complementary zoning code update is anticipated in 2026 to further define permitted uses and development standards.

WHY THE SITE IS RARE

WESTLAKE OAKS CAMPUS

4553 LA TIENDA ROAD
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13.57 Contiguous Acres

Situated on approximately 9.2 acres, along with an adjacent 4.4-acre unimproved parcel currently utilized for parking, for a combined site area of approximately 13.6 acres.

101 Freeway Frontage and Visibility

Positioned directly along the Interstate 101 (Ventura Freeway) with strong visibility and accessibility from La Tienda Road and Lakeview Canyon Road.

Gateway Location to Westlake Village

Located at the gateway between Thousand Oaks and Westlake Village, one of the most affluent residential and employment corridors in Southern California.

Surrounded by Affluent Communities

Immediate submarket boasts an average household income within one, three, and five miles is \$156,400, \$164,900, and \$156,600, respectively

Significant Redevelopment Optionality

Recently redesignated “Industrial Flex” in the Thousand Oaks’ General Plan Update allowing for potential uses like office, research and development, light industrial, hotels/motels, service commercial and ancillary retail, public buildings, and religious institutions by-right with the potential for multifamily residential utilizing AB 2011 and SB 6, as amended by AB 2243

Rare Opportunity to Control a Site of this Scale in the Conejo Valley

Control of approximately 13.6 acres across two parcels in one of the most supply-constrained and affluent submarkets in Ventura County

“*Sites Exceeding 10 Acres are Exceptionally Rare and are Seldom Brought to Market*”

RARE CONEJO VALLEY 13.57 ACRE REDEVELOPMENT OPPORTUNITY

Large-Scale Land Assemblage

Control of approximately 13.57 acres (591,284 SF) across two parcels in one of the most supply-constrained and affluent submarkets in Ventura County.

Existing Improvements Provide Flexibility

The property includes a 113,122-square-foot two-story flex office building, offering optional interim income, repositioning potential, or phased redevelopment.

Development Capacity

Site Area	13.57 Acres
Proposed By Right FAR	2.0 FAR
Conceptual Development Capacity	1,182,568 SF

Significant Land Coverage

The combined site area provides the scale necessary to support large-format redevelopment concepts not typically achievable in the Westlake Village / Thousand Oaks corridor.

Rare Ownership Opportunity

Opportunities to acquire large contiguous sites of this magnitude in the Conejo Valley are extremely limited, particularly within established commercial corridors.

Yield Scenarios

25 Units/Acre	339 Units
35 Units/Acre	475 Units
45 Units/Acre	611 Units
55 Units/Acre	747 Units



MULTIFAMILY RESIDENTIAL RENDERING

Multifamily Residential Community

The 13.6-acre site provides the scale necessary to support a large multifamily residential community designed in a campus-style configuration. The property could accommodate multiple residential buildings organized around internal circulation drives, landscaped courtyards, and centralized amenity areas. The size of the site allows developers to create a cohesive residential environment rather than a constrained infill project, enabling a thoughtfully planned community with strong internal connectivity and open space throughout the development.

A residential concept could include a mix of garden-style or mid-rise apartment buildings positioned to maximize usable open space and outdoor amenity areas. Parking could be accommodated through a combination of tuck-under, podium, or structured parking solutions integrated into the building design, allowing the majority of the site to be dedicated to residential buildings, landscaping, and shared amenity spaces. This layout would allow for efficient site planning while maintaining the suburban character that defines the Thousand Oaks and Westlake Village residential environment.

The scale of the site also allows for a comprehensive amenity program that could include resort-style pools, clubhouses, fitness centers, outdoor recreation spaces, and landscaped pedestrian pathways connecting the various residential buildings. Such a development could create a large residential community designed to serve professionals working throughout the Conejo Valley, while providing a modern housing option within a market that has historically experienced limited new multifamily development.

CONCEPTUAL RENDERING, NOT TO SCALE.

MIXED-USE RESIDENTIAL RENDERING

Mixed-Use Residential with Retail

The property also presents a compelling opportunity to develop a mixed-use residential community that integrates multifamily housing with neighborhood-serving retail and service-oriented commercial uses. A mixed-use concept could position residential buildings throughout the site while locating retail or restaurant uses along the primary frontage areas to create an active street presence and pedestrian-oriented environment.

Retail components could be positioned at the edges of the development or incorporated into ground-floor spaces within residential buildings, creating a walkable mixed-use environment where residents have convenient access to everyday services, dining, and neighborhood retail. This approach would allow the site to function as a residential village with integrated commercial uses designed to serve both the on-site residential population and the surrounding community.

The size of the property allows for the development of a cohesive mixed-use district that could incorporate public plazas, outdoor seating areas, and landscaped pedestrian corridors connecting residential buildings with retail and amenity spaces. Such a concept could create a vibrant live-work environment while maintaining a residential scale that aligns with the surrounding Thousand Oaks and Westlake Village community.



CONCEPTUAL RENDERING, NOT TO SCALE.

CORPORATE HEADQUARTERS RENDERING

Corporate Headquarters Campus

The scale and freeway visibility of the property also position the site as a strong candidate for redevelopment as a corporate headquarters campus. The land assemblage allows for the development of one or multiple office buildings arranged within a cohesive campus environment supported by structured parking, landscaped grounds, and employee amenity spaces.

A corporate campus concept could include multiple office buildings positioned throughout the site with central courtyards, outdoor collaboration spaces, and internal circulation designed to support a modern workplace environment. The campus layout would allow companies to create a unified corporate presence with integrated buildings and shared amenities designed to support employee productivity and workplace collaboration.

In addition to its physical scale, the site's prominent location along the Interstate 101 corridor provides significant visibility and branding opportunities for a major corporate occupant. The property's size and configuration could support a headquarters-style campus capable of accommodating a large workforce while providing the flexibility to expand or adapt over time.

CONCEPTUAL RENDERING, NOT TO SCALE.

LIFE SCIENCE / R&D CAMPUS RENDERING

Life Science / R&D Campus

The property may also support redevelopment as a life science or research and development campus given the strong presence of biotechnology and advanced research employers throughout the Conejo Valley. The site's scale allows for the development of multiple laboratory, research, and office buildings organized around shared infrastructure and campus-style amenities.

A life science campus could include specialized laboratory buildings supported by office components, structured parking, and outdoor collaboration areas designed to facilitate research and innovation. The campus-style layout would allow companies to operate within a purpose-built environment capable of accommodating research facilities, laboratory infrastructure, and administrative space.

The size of the site allows for flexible building configurations that could accommodate a range of life science tenants, from individual research facilities to multi-building campuses supporting multiple tenants. Such a development could contribute to the continued expansion of the Conejo Valley's life science ecosystem while providing companies with the ability to establish a cohesive research campus environment.



CONCEPTUAL RENDERING, NOT TO SCALE.

HOSPITALITY / INSTITUTIONAL RENDERING

Hospitality or Institutional Uses

The property's freeway adjacency and accessibility also create the potential for hospitality-oriented development such as a hotel or conference-oriented destination. A hospitality concept could include a full-service hotel supported by meeting and event facilities, outdoor amenity spaces, and food and beverage offerings designed to serve both business travelers and visitors to the surrounding region.

A hotel development could take advantage of the site's visibility along the Interstate 101 corridor while incorporating landscaped grounds, guest amenities, and structured parking integrated into a cohesive hospitality campus. Such a concept could support regional conferences, corporate events, and visitors traveling to the Thousand Oaks and Westlake Village area.

Alternatively, the size and campus-like setting of the property also make it suitable for institutional uses such as educational facilities, healthcare campuses, or training centers. The scale of the site provides flexibility to accommodate multiple buildings and supporting infrastructure, allowing for the development of an integrated institutional campus within one of Ventura County's most established commercial corridors.

CONCEPTUAL RENDERING, NOT TO SCALE.



SEPHORA

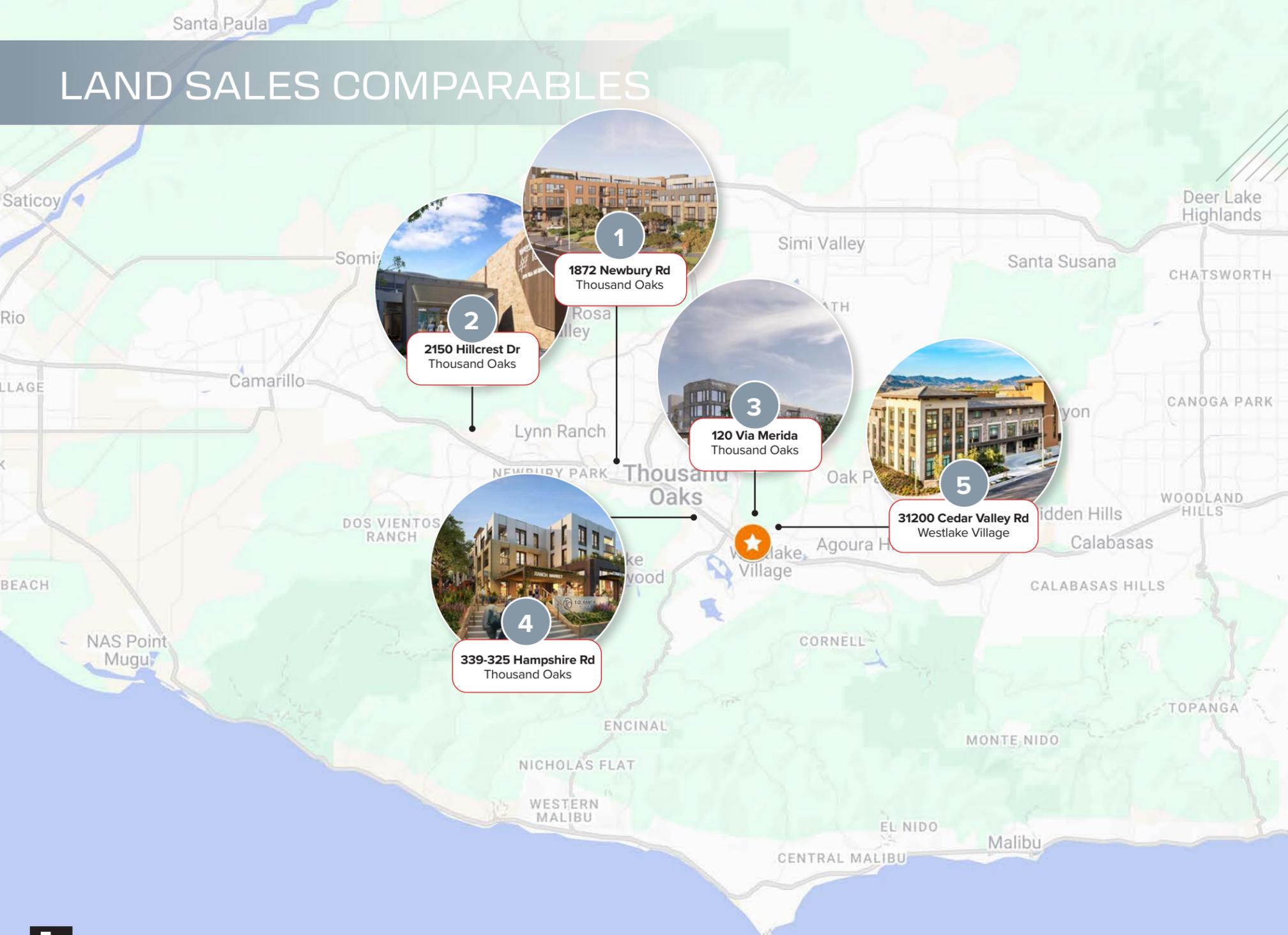
WILLIAMS SONOMA

See's CANDIES

State Farm



LAND SALES COMPARABLES



LAND SALES COMPARABLES SUMMARY



**500 E Thousand Oaks Blvd,
Thousand Oaks, CA 91360**

Price	\$18,000,000
Land SF (Acre)	266,587 SF (6.12 Acres)
Price per SF	\$68
Units	328 Units
Price/Unit	\$54,878/Unit
Achieved Density	54 Units/Acre



**325-339 Hampshire Rd
Thousand Oaks, CA 91361**

Price	\$37,000,000
Land SF (Acre)	439,956 SF (10.10 Acres)
Price per SF	\$84
Units	420 Units
Price/Unit	\$88,095/Unit
Achieved Density	42 Units/Acre



**2150 Hillcrest Dr,
Thousand Oaks, CA 91320**

Price (Recap)	\$33,500,000
Land SF (Acre)	357,192 SF (8.20 Acres)
Price per SF	\$94
Units	333 Units
Price/Unit	\$100,601/Unit
Achieved Density	41 Units/Acre



**31200 Cedar Valley Dr,
Westlake Village, CA 91362**

Price (Recap)	\$10,705,000
Land SF (Acre)	57,063 SF (1.31 Acres)
Price per SF	\$188
Units	128 Units
Price/Unit	\$83,632/Unit
Achieved Density	98 Units/Acre

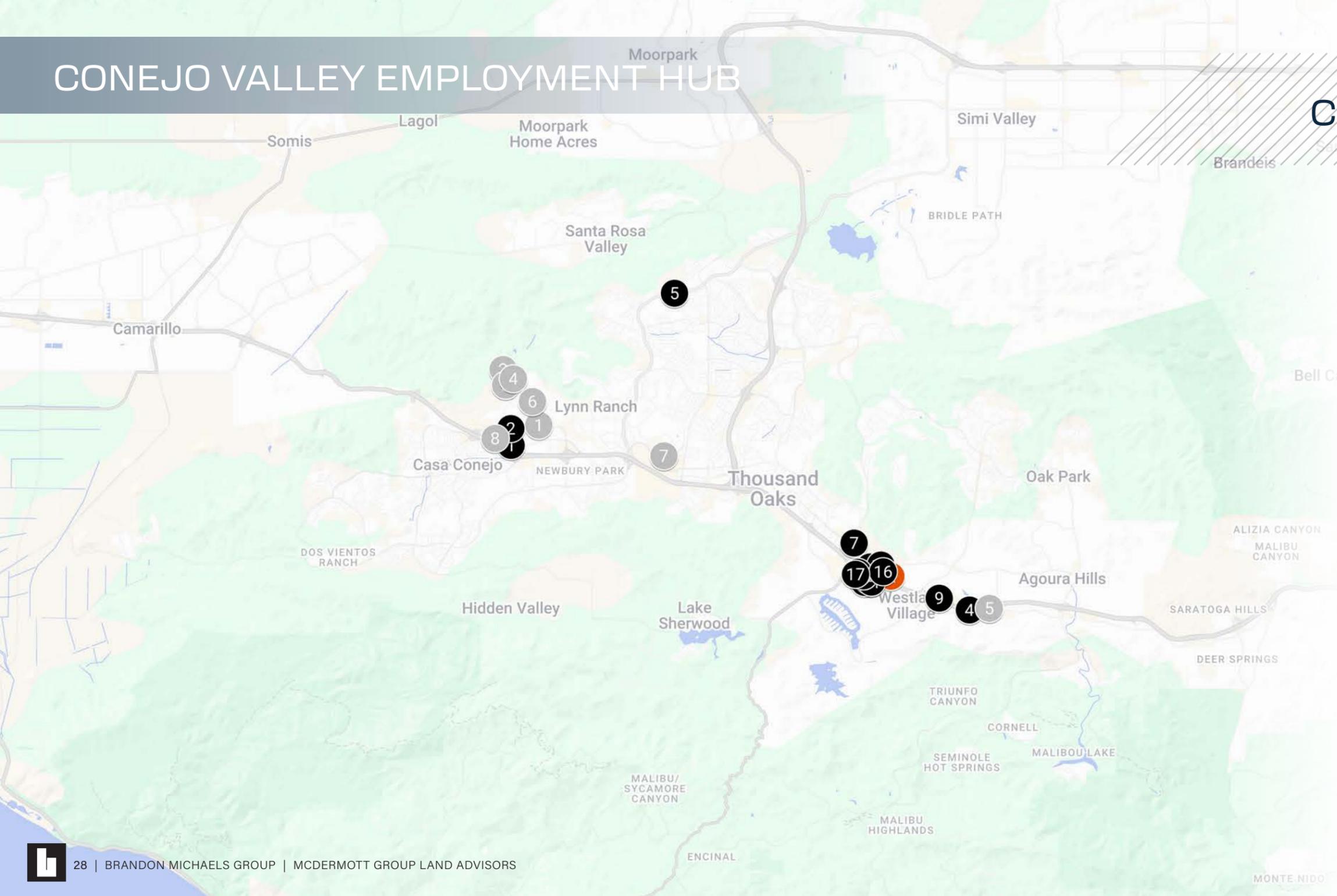


**120 Via Merida,
Thousand Oaks, CA 91362**

Price	\$17,750,000
Land SF (Acre)	291,852 SF (6.70 Acres)
Price per SF	\$61
Project	Life Science Conversion

CONEJO VALLEY EMPLOYMENT HUB

CONEJO VALLEY EMPLOYMENT HUB SUMMARY



LIFE SCIENCE CLUSTER

Company	Street Address
Amgen	1 Amgen Center Dr, Thousand Oaks, CA
1 Takeda Pharmaceutical Company	1700 Rancho Conejo Blvd, Thousand Oaks, CA
2 FUJIFILM Diosynth Biotechnologies	2430 Conejo Spectrum St, Thousand Oaks, CA
3 Atara Biotherapeutics	2380 Conejo Spectrum St, Suite 200, Thousand Oaks, CA
4 A2 Biotherapeutics	30301 Agoura Rd, Suite 210, Agoura Hills, CA
5 Latigo Biotherapeutics	1300 Rancho Conejo Blvd, Suite 305, Thousand Oaks, CA 91320
6 ADRx, Inc.	515 Marin St, Thousand Oaks, CA 91360
7 LungLife AI	2545 W Hillcrest Dr #140, Thousand Oaks, CA 91320

CORPORATE NEIGHBORS

Company	Street Address
1 Skyworks Solutions	2427 W Hillcrest Dr, Thousand Oaks, CA
2 SAGE Publishing	2455 Teller Rd, Thousand Oaks, CA
3 PennyMac Financial Services	3043 Townsgate Rd, Westlake Village, CA
4 Teradyne	30701 Agoura Rd, Agoura Hills, CA 91301
5 California Lutheran University	60 W Olsen Rd, Thousand Oaks, CA
6 UBS	3011 Townsgate Rd #300, Westlake Village, CA 91361
7 Wells Fargo	3965 E Thousand Oaks Blvd, Thousand Oaks, CA 91362
8 Dole	3059 Townsgate Rd Suite 400, Westlake Village, CA 91361
9 J.D. Power	30870 Russell Ranch Rd, Thousand Oaks, CA, 91362
10 Morgan Stanley	2829 Townsgate Rd STE 200, Westlake Village, CA 91361
11 Stifel	3075 Townsgate Rd Suite 300, Westlake Village, CA 91361
12 JP Morgan	2931 Townsgate Rd, Westlake Village, CA 91361
13 AmeriHome	1 Baxter Way Suite 300, Thousand Oaks, CA 91362
14 Marvell Semiconductor	112 Lakeview Canyon Rd, Thousand Oaks, CA 91362
15 Bank of America	2815 Townsgate Rd Suite 300, Westlake Village, CA 91361
16 Los Robles Health System	150 S Via Merida, Westlake Village, CA 91362
17 State Farm	2801 Townsgate Rd Ste 128, Westlake Village, CA 91361

COMPELLING RESIDENTIAL OR MIXED-USE DEVELOPMENT OPPORTUNITY

General Plan Flexibility

The City of Thousand Oaks' Industrial Flex designation allows for a broad range of commercial uses including office, R&D, light industrial, hospitality, and service commercial uses.

Potential Housing Development Pathways

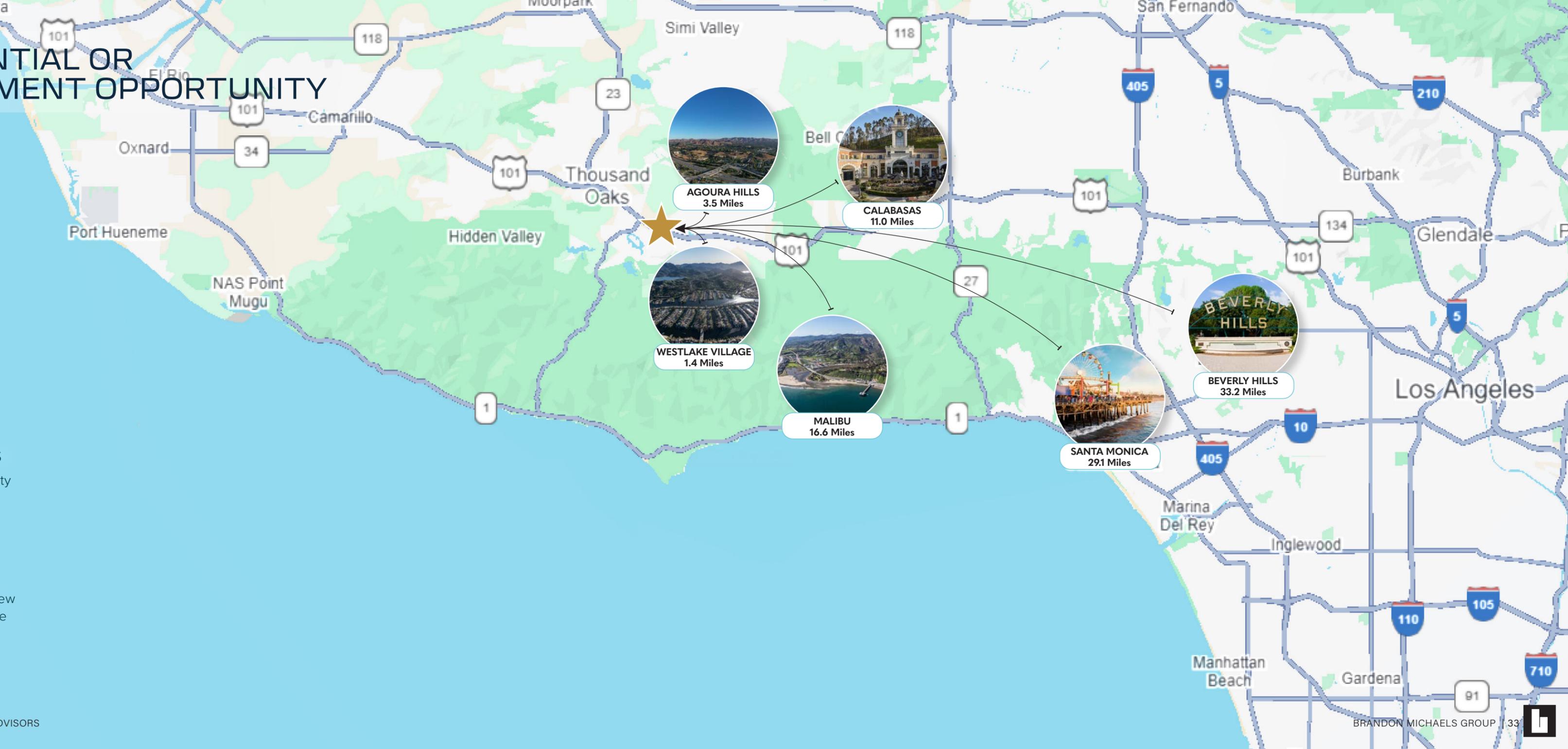
The property may qualify for redevelopment under California's AB 2011 and SB 6 legislation, which enables residential and mixed-use housing on underutilized commercial and office properties.

Streamlined Approval Opportunities

Subject to applicable affordability, labor, and site eligibility requirements, qualifying projects may benefit from streamlined or ministerial approval pathways.

Strong Regional Housing Demand

The Westlake Village/Thousand Oaks corridor continues to experience significant housing demand with limited new supply, creating a compelling environment for large-scale multifamily or mixed-use development.



DEMOGRAPHICS

POPULATION



47,100

Total Population
within a 3-mile radius



48.1

Median Age
within a 3-mile radius



49.5%

Male



50.5%

Female

EDUCATION

3 mile 2023 % of Population



9%

Some High School



25%

Some College



32%

Bachelor's Degree



23%

Graduate Degree

Demographics	1 Mile	3 Mile	5 Mile
Population	5,200	47,100	104,800
Households	2,400	18,500	39,800
Average Household Size	2.2	2.5	2.6
Median Age	54.2	48.1	46.2
Owner Occupied Households	1,700	13,000	26,800
Renter Occupied Households	600	5,100	12,300
Average Household Income	\$156,400	\$164,900	\$156,600
Median Household Income	\$130,000	\$136,500	\$128,100
Businesses	3,000	7,000	11,700



<p>\$164,900 Average HH income within a 3-mile radius</p>	<p>47,100 Population within a 3-mile radius</p>	<p>13,000 Owner Occupied Housing within a 3-mile radius</p>
<p>18,500 Households within a 3-mile radius</p>	<p>7,000 Businesses within a 3-mile radius</p>	<p>\$5,100 Renter Occupied Housing within 3-mile radius</p>



PREMIER FREEWAY-ADJACENT LOCATION AT THE WESTLAKE VILLAGE BORDER

Prominent Interstate 101 Location

Positioned directly along the Interstate 101 (Ventura Freeway) with strong visibility and accessibility from La Tienda Road and Lakeview Canyon Road.

Border of Westlake Village

Located at the gateway between Thousand Oaks and Westlake Village, one of the most affluent residential and employment corridors in Southern California.

Highly Desirable Demographics

The surrounding area benefits from high household incomes, strong residential demand, and proximity to major employment centers throughout the Conejo Valley.

Exceptional Regional Connectivity

Immediate freeway access provides efficient connectivity to Los Angeles, Calabasas, Agoura Hills, and Ventura County, making the site well positioned for future residential, mixed-use, or commercial development.



WESTLAKE

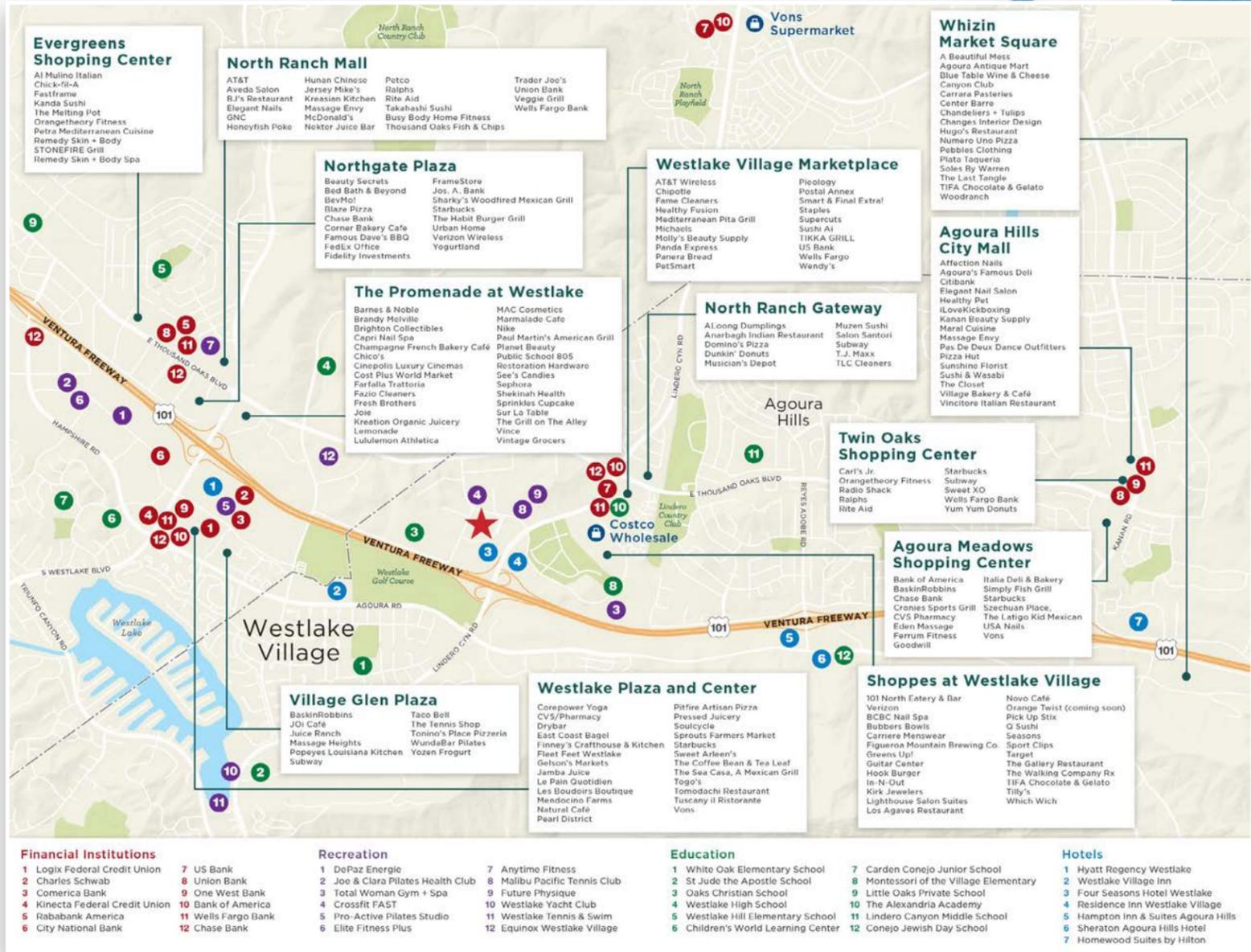
OAKS CAMPUS

4553 LA TIENDA ROAD
THOUSAND OAKS • CALIFORNIA

AREA OVERVIEW



AMENITIES MAP



Westlake Plaza and Center

- Corepower Yoga
- CVS/Pharmacy
- Drybar
- East Coast Bagel
- Finney's Crafthouse & Kitchen
- Fleet Feet Westlake
- Gelson's Markets
- Jamba Juice
- Le Pain Quotidian
- Les Boudoirs Boutique
- Mendocino Farms
- Natural Cafe
- Pearl District
- Pitfire Artisan Pizza
- Pressed Juicery
- Soulcycle
- Sprouts Farmers Market
- Starbucks
- Sweet Arleen's
- The Coffee Bean & Tea Leaf
- The Sea Casa, A Mexican Grill
- The Pain Quotidian
- Tomodachi Restaurant
- Tuscany il Ristorante
- Vons

Evergreens Shopping Center

- Al Mulino Italian
- Chick-fil-A
- Fastframe
- Kanda Sushi
- The Melting Pot
- Orangetheory Fitness
- Petra Mediterranean Cuisine
- Remedy Skin + Body
- STONEFIRE Grill
- Remedy Skin + Body Spa

Northgate Plaza

- Beauty Secrets
- Bed Bath & Beyond
- BevMo!
- Blaze Pizza
- Chase Bank
- Corner Bakery Cafe
- Famous Dave's BBQ
- FedEx Office
- Fidelity Investments
- FrameStore
- Jos. A. Bank
- Sharky's Woodfired Mexican Grill
- Starbucks
- The Habit Burger Grill
- Urban Home
- Verizon Wireless
- Yogurtland

North Ranch Mall

- AT&T
- Aveda Salon
- B.J.'s Restaurant
- Elegant Nails
- GNC
- Honeyfish Poke
- Hunan Chinese
- Jersey Mike's
- Kreasson Kitchen
- Massage Envy
- McDonald's
- Nekter Juice Bar
- Petco
- Ralphs
- Rite Aid
- Takahashi Sushi
- Busy Body Home Fitness
- Thousand Oaks Fish & Chips
- Trader Joe's
- Union Bank
- Veggie Grill
- Wells Fargo Bank

The Promenade at Westlake

- Barnes & Noble
- Brandy Melville
- Brighton Collectibles
- Capri Nail Spa
- Champagne French Bakery Cafe
- Chico's
- Cinepolis Luxury Cinemas
- Cost Plus World Market
- Farfalla Trattoria
- Fazio Cleaners
- Fresh Brothers
- Joie
- Kreation Organic Juicery
- Lemonade
- Lululemon Athletica
- MAC Cosmetics
- Marmalade Cafe
- Nike
- Paul Martin's American Grill
- Planet Beauty
- Public School 805
- Restoration Hardware
- See's Candies
- Sephora
- Shekinah Health
- Sprinkles Cupcake
- Sur La Table
- The Grill on The Alley
- Vince
- Vintage Grocers

Village Glen Plaza

- BaskinRobbins
- JOI Cafe
- Juice Ranch
- Massage Heights
- Popeyes Louisiana Kitchen
- Subway
- Taco Bell
- The Tennis Shop
- Tonino's Place Pizzeria
- WundaBar Pilates
- Yozen Frogurt



LUXURIOUS LIFESTYLE

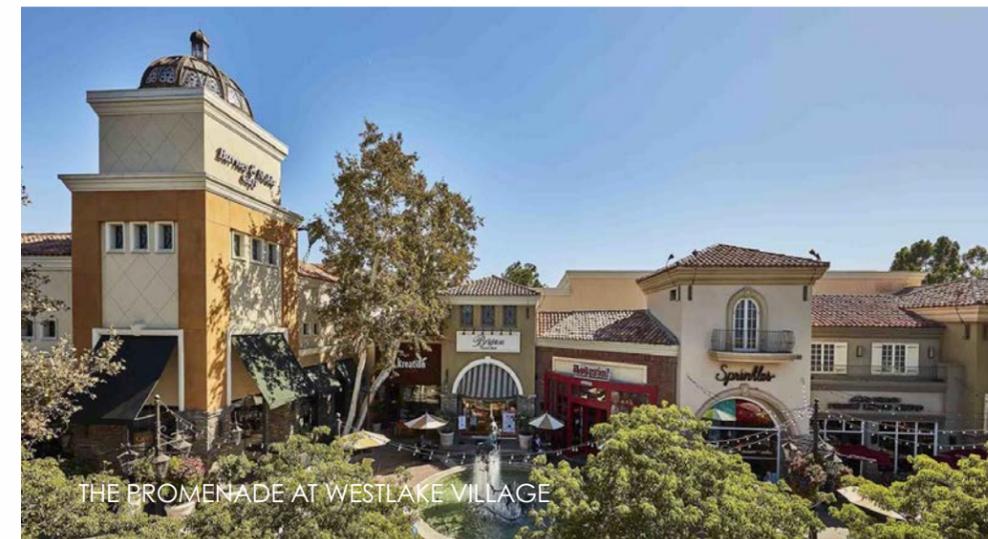
The area benefits from excellent regional connectivity via the Ventura (U.S. 101) Freeway, which links the Conejo Valley to the San Fernando Valley and Greater Los Angeles to the east and Ventura County's coastal communities to the west. Major arterial corridors including Moorpark Road, Lindero Canyon Road, and Westlake Boulevard provide direct access throughout Thousand Oaks and Westlake Village. The area is also within driving distance of both Los Angeles International Airport and Hollywood Burbank Airport.

Retail and dining amenities are anchored by several prominent shopping destinations including The Oaks Shopping Center, a regional mall anchored by Nordstrom and Macy's, The Promenade at Westlake, and The Shoppes at Westlake Village. Nearby hospitality and lifestyle destinations include the Four Seasons Hotel Westlake Village and Westlake Village Inn, while recreational attractions such as Wildwood Regional Park, Westlake Lake, and the Santa Monica Mountains National Recreation Area contribute to the area's strong residential appeal.

Located along the border of Thousand Oaks and Westlake Village in the affluent Conejo Valley, the area is one of Southern California's most desirable suburban markets, known for its strong employment base, high household incomes, and exceptional quality of life. The local economy is anchored by major employers including Amgen, one of the world's largest biotechnology companies headquartered in Thousand Oaks, as well as Teledyne Technologies, Baxter Healthcare, and Anthem Blue Cross. The healthcare sector is also supported by Los Robles Regional Medical Center and a large concentration of medical offices throughout the Conejo Valley.



FOUR SEASONS HOTEL



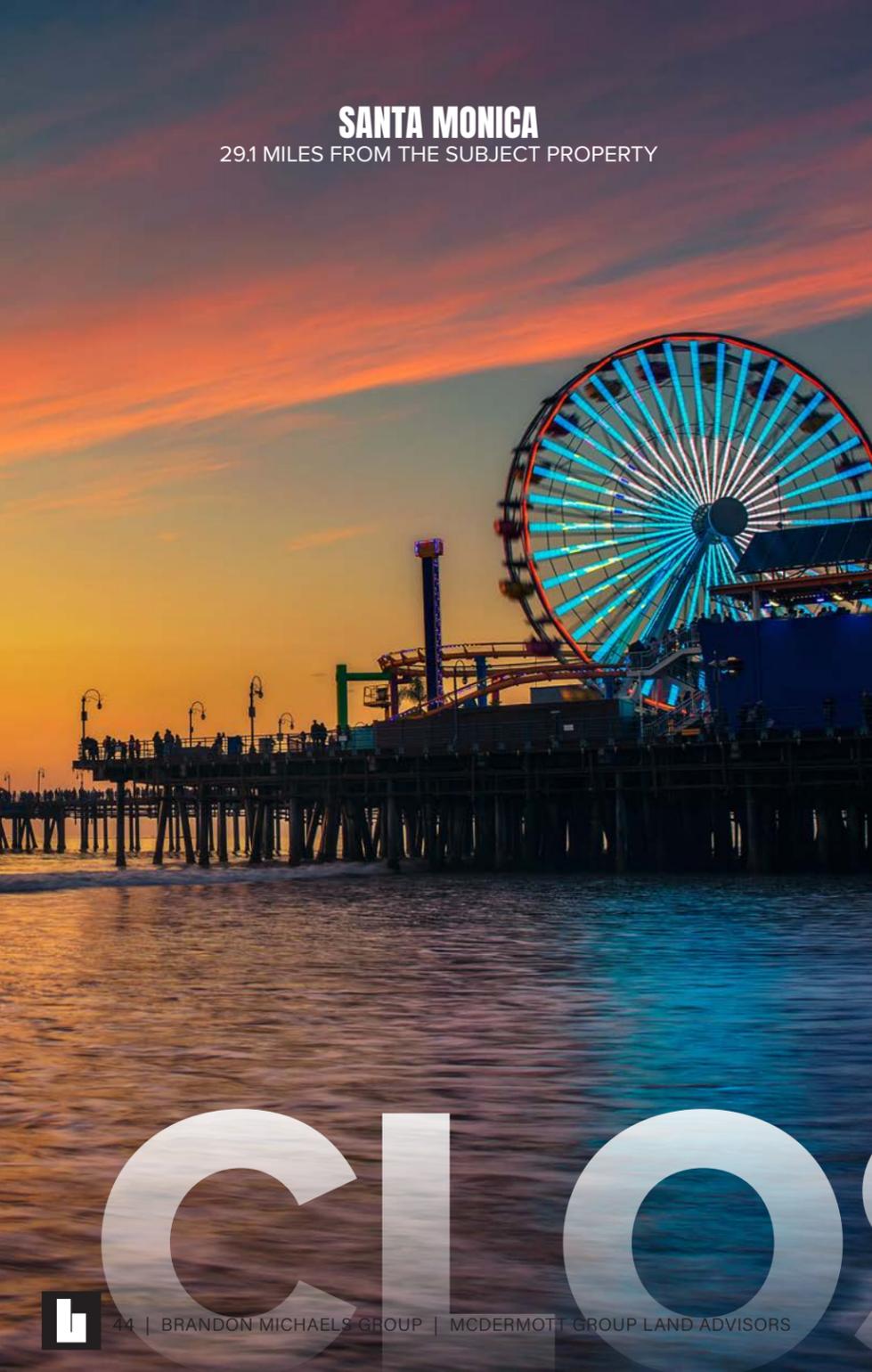
THE PROMENADE AT WESTLAKE VILLAGE



THE SHOPPES AT WESTLAKE VILLAGE

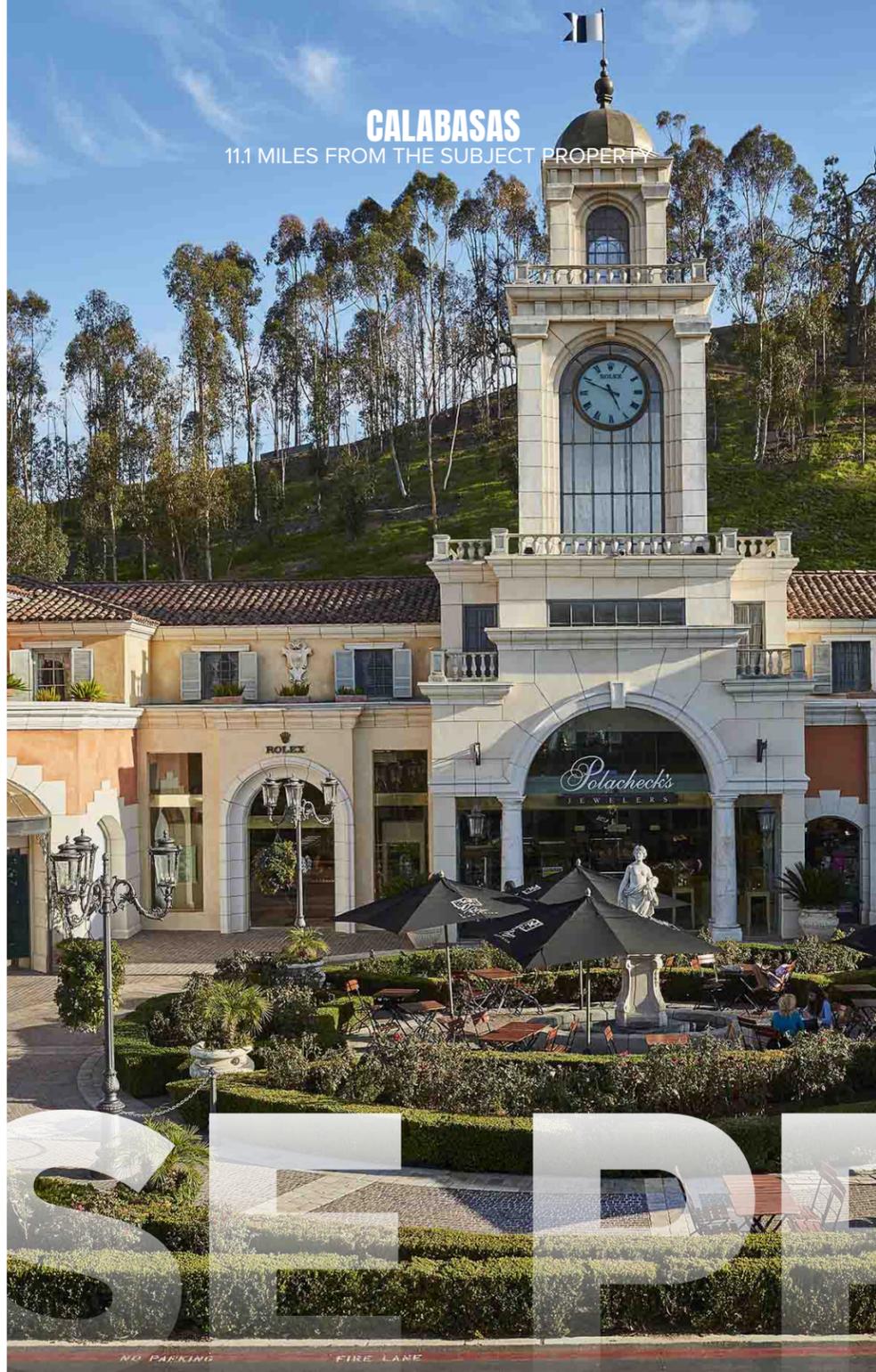
SANTA MONICA

29.1 MILES FROM THE SUBJECT PROPERTY



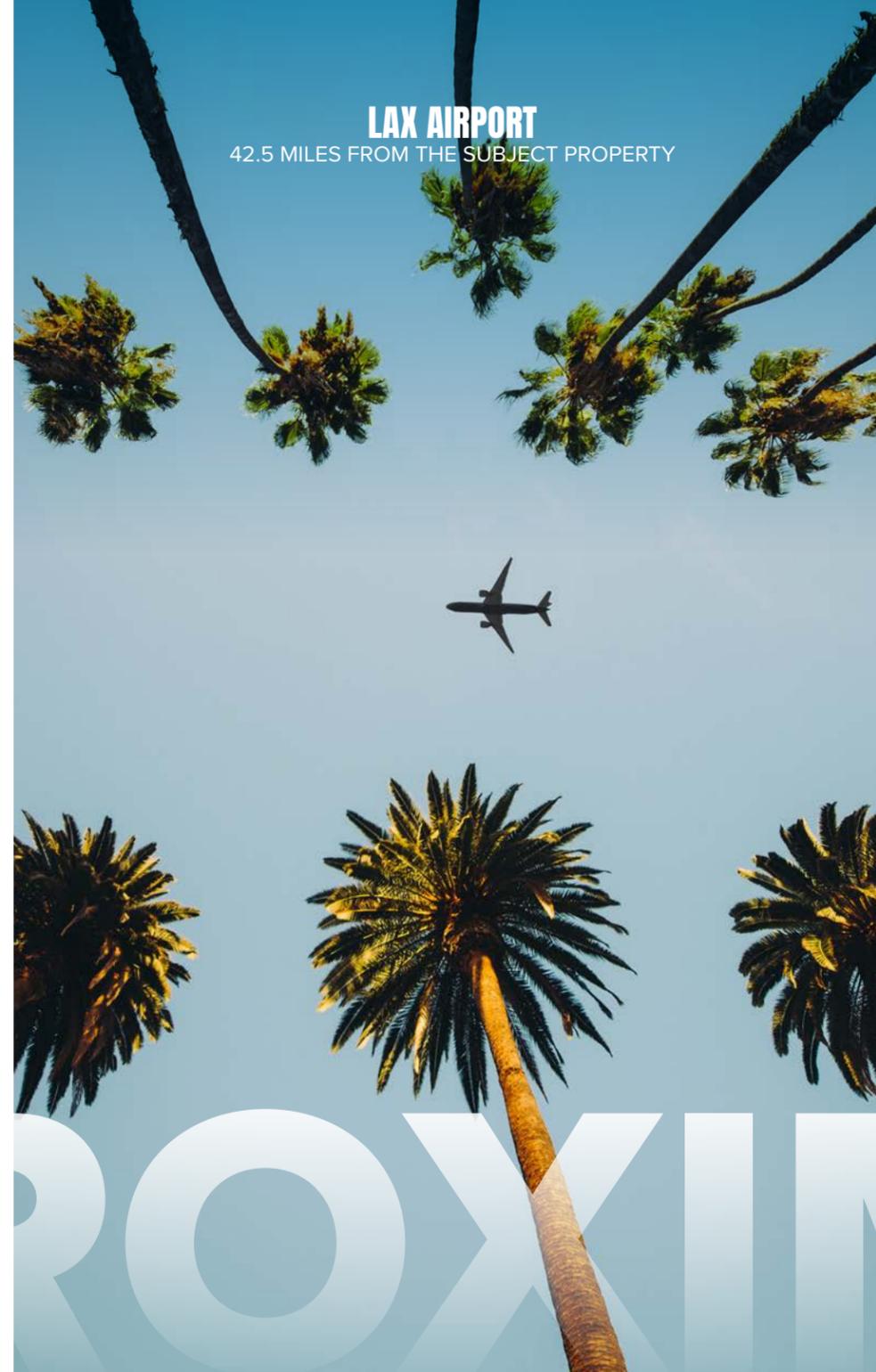
CALABASAS

11.1 MILES FROM THE SUBJECT PROPERTY



LAX AIRPORT

42.5 MILES FROM THE SUBJECT PROPERTY

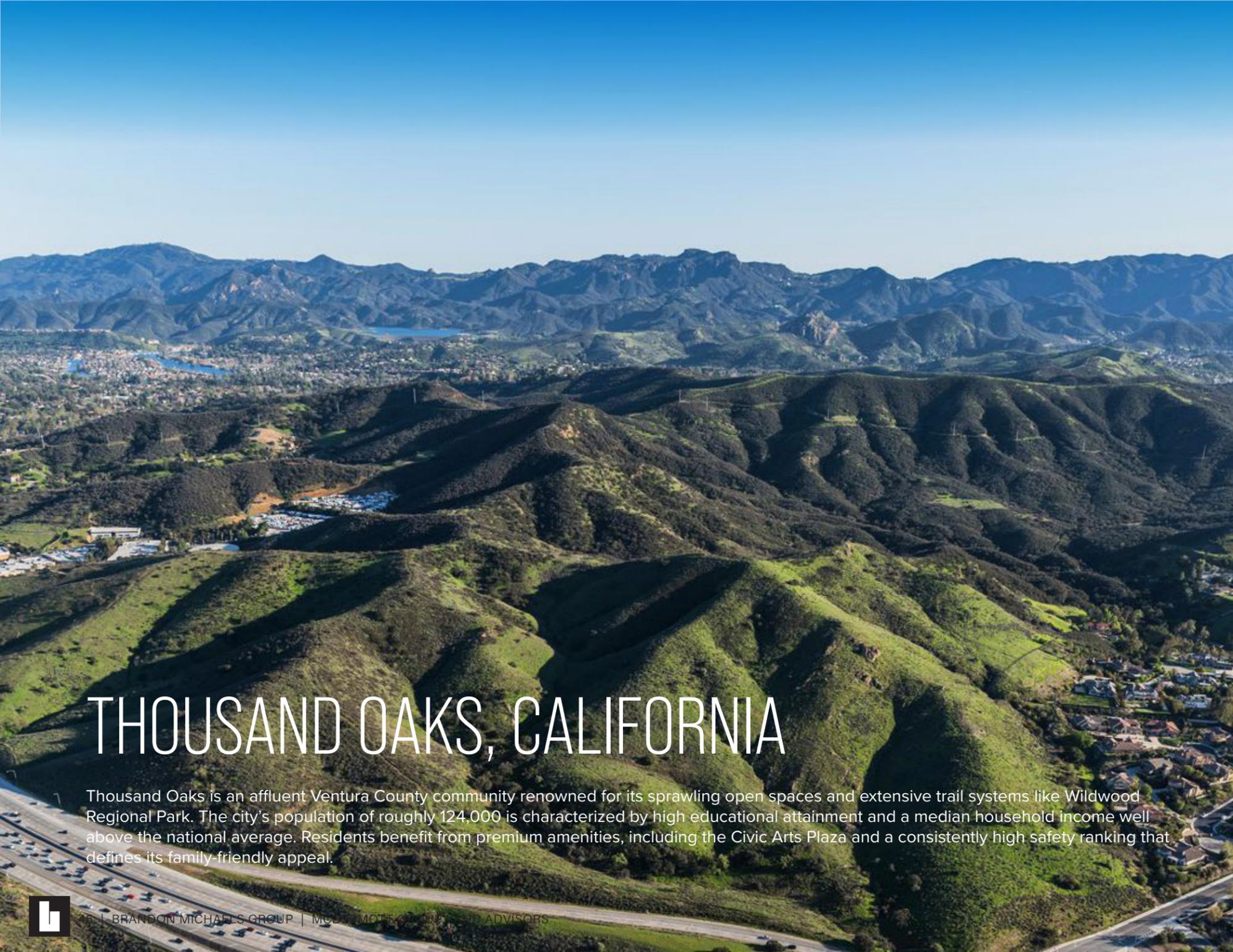


MALIBU

16.6 MILES FROM THE SUBJECT PROPERTY



CLOSE PROXIMITY



THOUSAND OAKS, CALIFORNIA

Thousand Oaks is an affluent Ventura County community renowned for its sprawling open spaces and extensive trail systems like Wildwood Regional Park. The city's population of roughly 124,000 is characterized by high educational attainment and a median household income well above the national average. Residents benefit from premium amenities, including the Civic Arts Plaza and a consistently high safety ranking that defines its family-friendly appeal.



WILDWOOD REGIONAL PARK



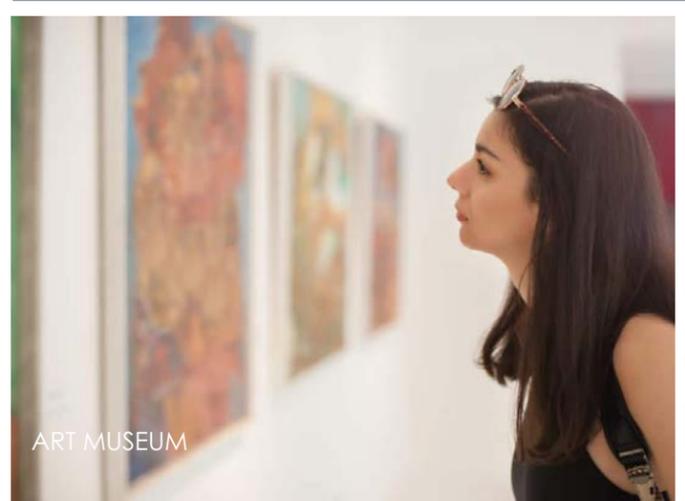
BOTANICAL GARDEN



“Thousand Oaks offers a high-end suburban lifestyle defined by its seamless blend of safe, quiet neighborhoods and rugged natural beauty.”



GARDENS OF THE WORLD



ART MUSEUM



THE SHOPS AT WESTLAKE VILLAGE

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Marcus & Millichap

BRANDON MICHAELS
GROUP

MDG^{LA}

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