

OFFERING MEMORANDUM

7203 Rubio Avenue

LAKE BALBOA, CA 91406

MULTIFAMILY INVESTMENT OPPORTUNITY TOTALING 29 UNITS AND OFFICE SPACE IN LAKE BALBOA
2013 CONSTRUCTION NOT SUBJECT TO LA RSO | FIRST TIME OFFERED FOR SALE BY THE ORIGINAL DEVELOPER



Marcus & Millichap
THE NEEMA GROUP

CONFIDENTIALITY AND DISCLAIMER

The information contained in the following Marketing Brochure is proprietary and strictly confidential. It is intended to be reviewed only by the party receiving it from Marcus & Millichap and should not be made available to any other person or entity without the written consent of Marcus & Millichap. This Marketing Brochure has been prepared to provide summary, unverified information to prospective purchasers, and to establish only a preliminary level of interest in the subject property. The information contained herein is not a substitute for a thorough due diligence investigation. Marcus & Millichap has not made any investigation, and makes no warranty or representation, with respect to the income or expenses for the subject property, the future projected financial performance of the property, the size and square footage of the property and improvements, the presence or absence of contaminating substances, PCB's or asbestos, the compliance with State and Federal regulations, the physical condition of the improvements thereon, or the financial condition or business prospects of any tenant, or any tenant's plans or intentions to continue its occupancy of the subject property. The information contained in this Marketing Brochure has been obtained from sources we believe to be reliable; however, Marcus & Millichap has not verified, and will not verify, any of the information contained herein, nor has Marcus & Millichap conducted any investigation regarding these matters and makes no warranty or representation whatsoever regarding the accuracy or completeness of the information provided. All potential buyers must take appropriate measures to verify all of the information set forth herein.

NON-ENDORSEMENT NOTICE

Marcus & Millichap Real Estate Investment Services, Inc. ("M&M") is not affiliated with, sponsored by, or endorsed by any commercial tenant or lessee identified in this marketing package. The presence of any corporation's logo or name is not intended to indicate or imply affiliation with, or sponsorship or endorsement by, said corporation of M&M, its affiliates or subsidiaries, or any agent, product, service, or commercial listing of M&M, and is solely included for the purpose of providing tenant lessee information about this listing to prospective customers.

Marcus & Millichap is not affiliated with, sponsored by, or endorsed by any commercial tenant or lessee identified in this marketing package. The presence of any corporation's logo or name is not intended to indicate or imply affiliation with, or sponsorship or endorsement by, said corporation of Marcus & Millichap, its affiliates or subsidiaries, or any agent, product, service, or commercial listing of Marcus & Millichap, and is solely included for the purpose of providing tenant lessee information about this listing to prospective customers.

ALL PROPERTY SHOWINGS ARE BY APPOINTMENT ONLY.

PLEASE CONSULT YOUR MARCUS & MILLICHAP AGENT FOR MORE DETAILS.

Marcus & Millichap
THE NEEMA GROUP

7203 Rubio Avenue

LAKE BALBOA, CA 91406

EXCLUSIVELY LISTED BY

Neema Ahadian

Senior Managing Director of Investments

Tel: (310) 909-5444

Neema@marcusmillichap.com

License: CA 01346750

Leo Laterza

Senior Director of Investments

Tel: (310) 909-2372

leonardo.laterza@marcusmillichap.com

License: CA 01861324



EXECUTIVE SUMMARY

The Neema Group of Marcus & Millichap is pleased to present 7203 Rubio Avenue, a high-quality multifamily investment opportunity located in the Lake Balboa neighborhood of the San Fernando Valley. Constructed in 2013, the property consists of 29 residential units and a separately leased on-site office space situated on a prominent corner lot at the intersection of Sherman Way and Rubio Avenue. This offering represents the first time the asset has been brought to market since completion, providing investors the rare opportunity to acquire a modern, institutionally maintained property in a central infill Los Angeles location.

The residential component features a well-balanced unit mix of one-, two-, and three-bedroom layouts ranging from approximately 675 to 1,295 square feet. Units are outfitted with contemporary interior finishes, including recessed lighting, luxury vinyl plank flooring, quartz countertops, stainless steel appliances, wood cabinetry, and generous storage. Some of the units have tile throughout the kitchen, living room, and bathroom areas. Seventeen units offer private balconies, and the property includes common area spaces on the third and fourth floors that provide panoramic views of the San Fernando Valley and additional lifestyle appeal. The on-site office space is leased to an insurance firm with a term extending through May 31, 2027, offering stable supplemental income – the space is approximately 1,200 SF and equipped with a kitchen and bathroom, ideal for a potential ADU conversion.

Built in 2013, the property is not subject to the Los Angeles Rent Stabilization Ordinance, allowing for greater operational flexibility and long-term income growth. The asset has strong occupancy, demonstrating tenant demand and providing immediate in-place cash flow. At the asking price, the offering is priced at \$362,069 per unit and \$320 per square foot, reflecting a 5.40 percent capitalization rate and an 12.24 gross income multiplier based on current operations.

The property is well equipped with 53 gated ground-floor parking spaces, EV charging stations, a secure intercom-controlled entry system, and security cameras throughout. Utilities are separately metered, including water, which minimizes landlord expense exposure. With little to no deferred maintenance, the asset offers investors a truly turnkey acquisition.

Strategically located with convenient access to the 405 and 101 Freeways, the property benefits from proximity to major retail, dining, and employment corridors along Sherman Way, Victory Boulevard, and Balboa Boulevard. Residents enjoy efficient connectivity throughout the San Fernando Valley, including nearby communities such as Encino, Tarzana, Sherman Oaks, and Valley Village. Lake Balboa remains a stable, supply-constrained submarket characterized by favorable demographics, consistent renter demand, and a central location, making 7203 Rubio Avenue an attractive long-term investment opportunity in the Los Angeles multifamily market.

PROPERTY SUMMARY

Marcus & Millichap
THE NEEMA GROUP



Pricing Information

Sale Price:	\$10,500,000
Cost per Legal Unit:	\$362,069
Price per SF:	\$320
Current CAP Rate:	5.40%
Current GIM:	12.24
Market CAP Rate:	5.93%
Market GIM:	11.21

Property Information

Address:	7203 Rubio Ave, Lake Balboa, CA 91406
Number of Units:	29 + Office
Approx. Gross SF:	32,777
Approx. Lot Size:	23,426
Year Built/Renovated:	2013
Parcel Number:	2226-016-025
Property Type:	Multi-Family
Unit Mix:	(9) 1+1, (10) 2+2, (10) 3+2, (1) Office

INVESTMENT HIGHLIGHTS

7203 Rubio Avenue

LAKE BALBOA, CA 91406

The Neema Group of Marcus & Millichap is pleased to present 7203 Rubio Ave, a multifamily investment opportunity built in 2013 totaling 29 units plus a leased office space. Positioned on a corner lot at Sherman Way & Rubio Ave, the property is located in the Lake Balboa neighborhood of the San Fernando Valley. This represents the first time the property has been offered for sale since construction.

The property features a well-balanced unit mix of nine one-bedroom units (675–739 SF), ten two-bedroom units (932–1,184 SF), and ten three-bedroom units (1,140–1,295 SF). The on-site office space is occupied by an insurance firm with a lease term through May 31, 2027 – the space is approximately 1,200 SF and equipped with a kitchen and bathroom, ideal for a potential ADU conversion. Parking amenities include 53 gated ground-floor spaces, along with EV charging stations.

Built in 2013, the property is not subject to the Los Angeles Rent Stabilization Ordinance.

Units feature modern interior finishes, including recessed lighting, luxury vinyl plank flooring, quartz countertops, stainless steel appliances, wood cabinetry, and ample storage. Seventeen units feature private balconies and ample storage; some of the units have tile throughout the kitchen, living room, and bathroom areas. The property also offers common area space on the third and fourth floors, which can be further utilized and features panoramic views of the San Fernando Valley.

The property provides strong in-place cash flow and proven rents. At the asking price, the property is being offered at \$362,069 per unit and \$320 PSF at a 5.40% CAP rate and 12.24 GIM on current income.

The property features a secure intercom-controlled entry system and security cameras throughout. The asset has little to no deferred maintenance, and all utilities are separately metered, including water, minimizing landlord expense exposure.

Residents benefit from convenient access to the 405 and 101 Freeways. The surrounding trade area offers a strong mix of retail, dining, and daily-needs services, anchored by major corridors along Sherman Way, Victory Boulevard, and Balboa Boulevard. The central location allows residents to commute efficiently throughout the Valley to nearby neighborhoods including Encino, Tarzana, Sherman Oaks, and Valley Village, among others.

Opportunity to acquire a high-quality asset in a premier infill location in Los Angeles. Lake Balboa represents a stable, supply-constrained Valley submarket with enduring tenant demand, favorable demographics, and a strategic central location—making it an attractive environment for long-term residential investment.

RENT ROLL

Unit	Unit Type	Unit SF	Actual Rents	Market Rents	Move-In Date	Notes
1	101	Safarian Insurance	\$ 3,060	\$ 3,200	9/1/2022	
2	201	1+1	\$ 2,000	\$ 2,100	11/1/2025	Balcony
3	202	3+2	\$ 2,700	\$ 2,900	6/12/2014	Balcony
4	203	3+2	\$ 2,800	\$ 2,900	7/1/2024	Balcony
5	204	2+2	\$ 2,385	\$ 2,685	7/1/2014	Balcony
6	205	2+2	\$ 2,325	\$ 2,685	6/16/2015	
7	206	2+2	\$ 2,475	\$ 2,685	12/1/2021	
8	207	2+2	\$ 2,475	\$ 2,685	11/24/2021	
9	208	2+2	\$ 2,685	\$ 2,685		Vacant
10	209	2+2	\$ 2,325	\$ 2,685	8/2/2019	
11	210	1+1	\$ 1,995	\$ 2,100	6/4/2014	Balcony
12	211	1+1	\$ 1,950	\$ 2,100	6/11/2025	Balcony
13	212	1+1	\$ 1,975	\$ 2,100	8/29/2016	Balcony
14	213	3+2	\$ 2,750	\$ 2,900	5/23/2020	
15	214	3+2	\$ 2,800	\$ 2,900	4/1/2019	
16	301	1+1	\$ 1,995	\$ 2,100	7/9/2024	Balcony
17	302	3+2	\$ 1,200	\$ 2,900	1/1/2021	Balcony*
18	303	3+2	\$ 2,600	\$ 2,900	8/2/2019	Balcony
19	304	2+2	\$ 2,675	\$ 2,685	10/1/2023	Balcony
20	305	2+2	\$ 2,620	\$ 2,685	12/15/2022	
21	306	2+2	\$ 2,555	\$ 2,685	8/11/2022	
22	307	3+2	\$ 2,600	\$ 2,900	6/14/2014	
23	308	3+2	\$ 2,800	\$ 2,900	7/8/2020	
24	309	1+1	\$ 2,095	\$ 2,100	4/1/2023	Balcony
25	310	1+1	\$ 2,000	\$ 2,100	4/16/2021	Balcony
26	401	1+1	\$ 2,050	\$ 2,100	9/1/2020	Balcony
27	402	3+2	\$ 2,715	\$ 2,900	1/15/2016	Balcony
28	403	3+2	\$ 2,600	\$ 2,900	7/1/2014	Balcony
29	404	2+2	\$ 2,285	\$ 2,685	2/15/2019	Balcony
30	405	1+1	\$ 1,925	\$ 2,100	8/1/2024	

\$ 71,415 \$ 77,950

1+1	\$ 17,985	\$ 18,900
2+2	\$ 24,805	\$ 26,850
3+2	\$ 25,565	\$ 29,000
Office	\$ 3,060	\$ 3,200
	\$ 71,415	\$ 77,950

* On-Site Manager, Current Rent: \$1,200

FINANCIAL OVERVIEW

7203 Rubio Avenue

LAKE BALBOA, CA 91406

Annualized Operating Data	Current Rents	Market Rents
Scheduled Gross Income:	\$ 858,000	\$ 936,420
Less Vacancy Rate Reserve:	\$ (25,740) 3.0%	\$ (46,821) 5.0%
Gross Operating Income:	\$ 832,260	\$ 889,599
Less Expenses:	\$ (264,942) 30.9%	\$ (267,236) 28.5%
Net Operating Income:	\$ 567,318	\$ 622,363
Reserves:	\$ (5,800)	\$ (5,800)
Less Debt Service:	\$ (417,466)	\$ (417,466)
Pre-Tax Cash Flow:	\$ 144,052 3.4%	\$ 199,097 4.7%
Plus Principal Reduction:	\$ 90,827	\$ 90,827
Total Return Before Taxes:	\$ 234,878 5.6%	\$ 289,924 6.9%

Estimated Annualized Expenses	Current Rents	Market Rents
Taxes Rate: 1.19%	\$ 124,950	\$ 124,950
Insurance	\$ 16,758	\$ 16,758
Utilities	\$ 19,862	\$ 19,862
Waste Removal	\$ 15,984	\$ 15,984
Repairs & Maintenance	\$ 21,750	\$ 21,750
Management 4.0%	\$ 33,290	\$ 35,584
On-Site Manager	\$ 10,200	\$ 10,200
Elevator	\$ 2,772	\$ 2,772
Landscaping & Cleaning	\$ 4,200	\$ 4,200
Pest Control	\$ 1,800	\$ 1,800
Telephone & Internet	\$ 5,856	\$ 5,856
Fire & Safety	\$ 900	\$ 900
License & Fees	\$ 2,320	\$ 2,320
Direct Assessment	\$ 4,300	\$ 4,300
Total Expenses:	\$ 264,942	\$ 267,236
Per Net Sq. Ft.:	\$8.08	\$8.15
Per Unit:	\$9,136	\$9,215

Scheduled Income			Current Rents	Scheduled Rents		
No. Of Units	Unit Type	Unit Sf	Avg Monthly Rent/Unit	Monthly Income	Monthly Rent/Unit	Monthly Income
9	1+1	675-739	\$ 1,998	\$ 17,985	\$ 2,100	\$ 18,900
10	2+2	932-1184	\$ 2,481	\$ 24,805	\$ 2,685	\$ 26,850
10	3+2	1140-1295	\$ 2,557	\$ 25,565	\$ 2,900	\$ 29,000
1	Office		\$ 3,060	\$ 3,060	\$ 3,200	\$ 3,200
Total Scheduled Rent:				\$ 71,415		\$ 77,950
			Pet Rent	\$ 85		\$ 85
Monthly Scheduled Gross Income:				\$ 71,500		\$ 78,035
Annual Scheduled Gross Income:				\$ 858,000		\$ 936,420

Summary

Price:	\$ 10,500,000
Down Payment: 40%	\$ 4,200,000
Number of Units:	29 +Office
Cost per Legal Unit:	\$362,069
Current GIM:	12.24
Market GIM:	11.21
Current CAP:	5.40%
Market CAP:	5.93%
Approx. Age:	2013
Approx. Lot Size:	23,426
Approx. Gross SF:	32,777
Cost per Net GSF:	\$320.35

New Potential Financing

New First Loan:	\$ 6,300,000
Interest Rate:	5.25%
Amortization:	30
Monthly Payment:	\$34,788.83
DCR:	1.36

SALES COMPARABLES



7203 Rubio Avenue
LAKE BALBOA, CA 91406

Sale Price	\$ 10,500,000
Year Built	2013
Number of Units	29
Price Per Unit	\$ 362,069
Price Per SF	\$ 320
Actual Cap Rate	5.40%
GRM	12.24
Sale Date	N/A



14629 W Erwin St
VAN NUYS, CA 91411

Sale Price	\$ 11,500,000
Year Built	2025
Number of Units	21
Price Per Unit	\$ 522,727
Price Per SF	\$ 477
Actual Cap Rate	5.69%
GRM	13.38
Sale Date	On Market



17115 Chatsworth St
GRANADA HILLS, CA 91344

Sale Price	\$ 9,500,000
Year Built	2003
Number of Units	17
Price Per Unit	\$ 558,824
Price Per SF	\$ 453
Actual Cap Rate	3.00%
GRM	N/A
Sale Date	On Market



11700 W Magnolia Blvd
VALLEY VILLAGE, CA 91607

Sale Price	\$ 8,525,000
Year Built	2021
Number of Units	19
Price Per Unit	\$ 448,684
Price Per SF	\$ 396
Actual Cap Rate	6.09%
GRM	N/A
Sale Date	12/2/2025

SALES COMPARABLES

7203 Rubio Avenue

LAKE BALBOA, CA 91406



4609 Kester Ave

SHERMAN OAKS, CA 91403

Sale Price	\$ 3,600,000
Year Built	2004
Number of Units	8
Price Per Unit	\$ 450,000
Price Per SF	\$ 409
Actual Cap Rate	4.80%
GRM	N/A
Sale Date	11/10/2025



18528 Chase St

NORTHRIDGE, CA 91324

Sale Price	\$ 9,500,000
Year Built	2017
Number of Units	28
Price Per Unit	\$ 339,286
Price Per SF	\$ 296
Actual Cap Rate	5.52%
GRM	11.72
Sale Date	3/21/2025



10020 Zelzah Ave

NORTHRIDGE, CA 91325

Sale Price	\$ 15,700,000
Year Built	1990
Number of Units	50
Price Per Unit	\$ 314,000
Price Per SF	\$ 226
Actual Cap Rate	5.74%
GRM	11.11
Sale Date	3/5/2025



11616 Burbank Blvd

NORTH HOLLYWOOD, CA 91601

Sale Price	\$ 9,627,750
Year Built	2018
Number of Units	21
Price Per Unit	\$ 458,464
Price Per SF	\$ 312
Actual Cap Rate	5.70%
GRM	12.75
Sale Date	10/4/2024

LAKE BALBOA

Lake Balboa is a centrally located neighborhood in the heart of the San Fernando Valley, offering a strong blend of residential stability, accessibility, and long-term growth fundamentals. Positioned just south of Van Nuys Airport and adjacent to Encino, Reseda, and Van Nuys, Lake Balboa benefits from its proximity to major employment centers while maintaining a distinctly suburban character.

The area is anchored by the Sepulveda Basin Recreation Area, one of Los Angeles' largest urban open spaces, providing residents with access to Lake Balboa Park, extensive bike paths, sports fields, and recreational amenities. This green infrastructure enhances quality of life and supports sustained tenant demand, particularly among families and professionals seeking outdoor amenities within an urban setting.

Lake Balboa offers excellent regional connectivity, with immediate access to the I-405, US-101, and SR-170 freeways, facilitating efficient commutes throughout the Valley, West Los Angeles, Downtown Los Angeles, and the greater Southern California region. The neighborhood is also served by multiple Metro and bus lines, further strengthening its appeal to a broad renter base.

The surrounding trade area features a robust mix of retail, dining, and daily-needs services, including major shopping corridors along Sherman Way, Victory Boulevard, and Balboa Boulevard. Nearby commercial hubs such as Encino and Van Nuys provide additional employment density and amenities, supporting consistent housing demand.

From an investment perspective, Lake Balboa is characterized by limited new housing supply, a predominantly built-out residential environment, and strong occupancy trends. The neighborhood continues to experience steady rent growth driven by its relative affordability compared to adjacent submarkets, coupled with ongoing reinvestment and property upgrades throughout the area.

Overall, Lake Balboa represents a stable, supply-constrained Valley submarket with enduring tenant demand, favorable demographics, and a strategic central location—making it an attractive environment for long-term residential investment.



Lake Balboa / Anthony C Beilenson Park



Los Angeles Valley College

Valley Presbyterian Hospital

Van Nuys Golf Course



OFFERING MEMORANDUM

7203
Rubio Avenue
LAKE BALBOA, CA 91406

EXCLUSIVELY LISTED BY

Neema Ahadian

Senior Managing Director of Investments

Tel: (310) 909-5444

Neema@marcusmillichap.com

License: CA 01346750

Leo Laterza

Senior Director of Investments

Tel: (310) 909-2372

leonardo.laterza@marcusmillichap.com

License: CA 01861324

Marcus & Millichap
THE NEEMA GROUP