

**10 UNITS**

1001-1015 E 20th St

**LONG BEACH, CA 90806**

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is based on assumptions relating to the general economy, market conditions, competition and other factors beyond the control of The Stiegler Takahashi Group of Lyon Stahl Investment Real Estate, therefore, all information is subject to material variation. The information contained herein is not a substitute for a thorough due diligence investigation. Interested parties are expected to review all information of whatever nature independently and not rely on the contents of this Memorandum in any manner. The Property owner ("Owner") expressly reserves the right, at its sole discretion, to reject any or all offers to purchase the Property, and/or to terminate discussions at any time with or without notice. The Owner shall have no legal commitment or obligation unless and until written agreement(s) have been fully executed, delivered and approved by the Owner and any conditions to the Owner's obligations therein have been satisfied or waived.

# INVESTMENT OVERVIEW

# SUMMARY

1001-1015 20th St, Long Beach CA 90007

ASKING PRICE

\$3,000,000

UNITS 10

UNIT MIX 1 (3-BED / 2-BATH), 7 (2-BED / 1-BATH) 2 (1-BED / 1 BATH)

TOTAL BUILDING SQ. FT. 9,641

TOTAL LOT SQ. FT. 10,991

YEAR BUILT 1924-1985

ZONING LBR1N

APN 7210-021-012 7210-021-013

# HIGHLIGHTS

- Lowest price per ft for sale in the area!
- 1015 E 20th due for a rent increase in January!
- Can be sold separately or together! 10,991 sqft lot with 9,641 of rentable sqft!
- ADU potential with two gated parking lots!

# SUMMARY

1001 20th St, Long Beach CA 90806

ASKING PRICE

\$1,500,000

UNITS 6

UNIT MIX 2 (1-BED / 1-BATH), 4 (2-BED / 1-BATH)

TOTAL BUILDING SQ. FT. 4,675

TOTAL LOT SQ. FT. 4,236

YEAR BUILT 1924

ZONING LBR1N

APN 7210-021-012

# HIGHLIGHTS

- Lowest price per ft for sale in the area!
- 1015 E 20th due for a rent increase in January!
- Can be sold separately or together! 10,991 sqft lot with 9,641 of rentable sqft!
- ADU potential with two gated parking lots!

# SUMMARY

1015 20th St, Long Beach CA 90806

ASKING PRICE

\$1,500,000

UNITS 4

UNIT MIX 1 (3-BED / 2-BATH), 3 (2-BED / 1-BATH)

TOTAL BUILDING SQ. FT. 4,966

TOTAL LOT SQ. FT. 6,755

YEAR BUILT 1985

ZONING LBR1N

APN 7210-021-013

# HIGHLIGHTS

- Lowest price per ft for sale in the area!
- 1015 E 20th due for a rent increase in January!
- Can be sold separately or together! 10,991 sqft lot with 9,641 of rentable sqft!
- ADU potential with two gated parking lots!

# THE OFFERING



Unlock the potential of this 10-unit multi-family property located in the heart of Long Beach! Offering a mix of spacious 1, 2, and 3-bedroom units, this well-maintained building can be sold together or separately, with 1001 E 20th St consisting of 6 units and 1015 E 20th St featuring 4 units with ADU potential. Both buildings offer ample parking with gated parking lots. This is a fantastic opportunity for investors seeking consistent rental income with upside potential. Located in a thriving rental market with easy access to major freeways, shopping, dining, and local amenities, this property is perfect for both seasoned investors and those looking to complete a 1031 exchange. With an immediate cash flow and a clear path to increased revenue, this Long Beach gem won't last long! We will sell separately.

**PROPERTY  
PHOTOGRAPHS**





**PROPERTY  
PHOTOGRAPHS**

**LYONSTAHU**  
INVESTMENT REAL ESTATE





# FINANCIAL ANALYSIS

# PRICING ANALYSIS-1001-1015 E 20TH ST



## PROPERTY METRICS

PRICE	\$3,000,000
UNITS	10
BUILDING SQ. FT.	9,641
LOT SQ FT	10,991
YEAR BUILT	1924-1985
PRICE / UNIT	\$300,000
PRICE / SQ FT	\$311.17

## INCOME DATA

	CURRENT	PRO FORMA
NOI	\$171,937	\$215,706
CAP	5.73%	7.19%
GRM	11.78	9.80

## PROPOSED FINANCING

DOWN PAYMENT	\$960,000
LOAN AMOUNT	\$2,040,000
INTEREST RATE	5.750%
AMORTIZATION	30
DEBT COVERAGE RATIO	1.20

# INCOME AND EXPENSES-1001-1015 E 20TH ST

## RENT ROLL

UNIT	TYPE	NOTES	CURRENT	PRO FORMA
1	1-BED / 1-BATH		\$ 1681	\$ 1,700
1	2-BED / 1- BATH		\$ 2,200	\$ 2,400
1	2-BED / 1- BATH		\$1,729	\$ 2,400
1	2-BED / 1- BATH		\$ 2,380	\$ 2,400
1	2-BED / 1- BATH		\$ 2,350	\$ 2,400
1	3-BED / 2- BATH		\$ 3,400	\$ 3,700
1	2-BED / 1- BATH		\$ 2,181	\$ 2,400
1	2-BED / 1- BATH		\$ 1,949	\$ 2,400
1	2-BED / 1- BATH		\$ 1,944	\$ 2,400
1	1-BED / 1- BATH		\$ 1,400	\$ 1,600
1	1-BED / 1- BATH	Potential ADU		\$ 1,450
MONTHLY SCHEDULED RENTAL INCOME			\$ 21,214	\$ 25,250
ANNUAL SCHEDULED RENTAL INCOME			\$ 254,568	\$ 306,000

## OPERATING DATA

	CURRENT	PRO FORMA
GROSS MARKET RENT	\$254,568	\$306,000
LESS: VACANCY RESERVE	\$7,637 3.0%	\$ 15,300 5.0%
GROSS OPERATING INCOME	\$ 246,931	\$290,700
LESS: EXPENSES	\$ 74,994 29%	\$ 74,994 25%
NET OPERATING INCOME	\$ 171,937	\$ 215,706
LESS: LOAN PAYMENTS PRE-TAX	\$ 142,859	\$ 142,859
CASH FLOW	\$ 29,079 3.03%	\$ 72,848 7.59%
PRINCIPAL REDUCTION	\$ 26,243	\$ 26,243
TOTAL RETURN BEFORE TAXES	\$ 55,322 5.76%	\$ 99,091 10.32%

## CURRENT EXPENSES

NEW TAXES (ESTIMATED)	\$ 37,500
MAINTENANCE (4%)	\$ 10,183
INSURANCE (\$1.00/SF)	\$ 9,641
UTILITIES (\$900/UNIT/YEAR)	\$ 9,000
LANDSCAPING (\$100/MO)	\$ 1,200
PROPERTY MANAGEMENT (5%)	\$ 7,470
TOTAL EXPENSES:	\$ 74,993.72
EXPENSES AS % SGI	29.46%
PER NET SQ.FT.	\$ 7.78
PER UNIT:	\$ 7,499.37

# PRICING ANALYSIS-1001 E 20TH ST

## PROPERTY METRICS

PRICE	\$1,500,000
UNITS	6
BUILDING SQ. FT.	4,675
LOT SQ FT	4,236
YEAR BUILT	1924
PRICE / UNIT	\$250,000
PRICE / SQ FT	\$320.86

## INCOME DATA

	CURRENT	PRO FORMA
NOI	\$93,949	\$109,486
CAP	6.26%	7.30%
GRM	10.65	9.36

## PROPOSED FINANCING

DOWN PAYMENT	\$390,000
LOAN AMOUNT	\$1,110,000
INTEREST RATE	5.750%
AMORTIZATION	30
DEBT COVERAGE RATIO	1.21



# PRICING ANALYSIS-1015 E 20TH ST

## PROPERTY METRICS

PRICE	\$1,500,000
UNITS	4
BUILDING SQ. FT.	4,966
LOT SQ FT	6,755
YEAR BUILT	1985
PRICE / UNIT	\$375,000
PRICE / SQ FT	302.05

## INCOME DATA

	CURRENT	PRO FORMA
NOI	\$76,072	\$110,005
CAP	5.07%	7.33%
GRM	13.19	9.88

## PROPOSED FINANCING

DOWN PAYMENT	\$600,000
LOAN AMOUNT	\$900,000
INTEREST RATE	5.750%
AMORTIZATION	30
DEBT COVERAGE RATIO	1.21





# LOAN QUOTES

**Tyler Bradford**  
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[tyler@convoy-cap.com](mailto:tyler@convoy-cap.com)  
 DRE #01860008



**Travis Bradford**  
 (310) 869-7490 (Mobile)  
[travis@convoy-cap.com](mailto:travis@convoy-cap.com)  
 DRE #02046147

Prepared for:  
 Property Address:

C/O Fletcher Norseen & Johnnie Stiegler  
 1015 E. 20th St  
 Long Beach, CA

10/10/2024  
 Quote #1

Loan Options	Option 1 2-Year Fixed	Option 2 3-Year Fixed	Option 3 5-Year Fixed
Purchase Price	\$3,260,000	\$3,260,000	\$3,260,000
Loan Amount	\$1,950,000	\$1,950,000	\$1,900,000
Down Payment	\$1,310,000	\$1,310,000	\$1,360,000
Loan-to-Value	60%	60%	58%
Debt Coverage Ratio (DCR)	1.20	1.20	1.20
Current Interest Rate	5.50%	5.50%	5.90%
Index	6 Mo. SOFR	6 Mo. SOFR	6 Mo. SOFR
Margin	3.00%	3.25%	2.50%
Floor / Ceiling	5.50% / None	5.50% / None	2.50% / 10.90%
Loan Term	10	10	30
Amortization in Years	30	30	30
Monthly Payment	\$11,072	\$11,072	\$11,270
Recourse	Yes	Yes	Yes
Impounds	No	No	No
Pre-Payment Penalty	Years 1-2 1-1%	Years 1-3 3-2-1%	Years 1-5 5-4-3-2-1%
Loan Fee	1%	1%	1%
Estimated Costs:			
Appraisal/Due Diligence	\$5,000	\$5,000	\$2,000
Closing/Processing/Underwriting	Included Above	Included Above	Included Above

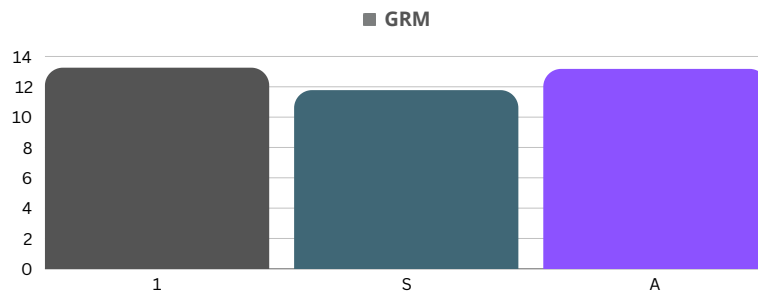
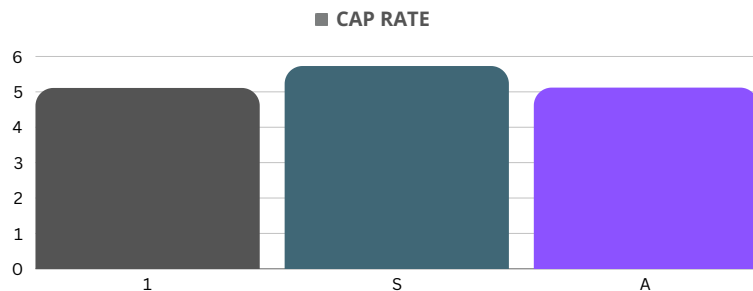
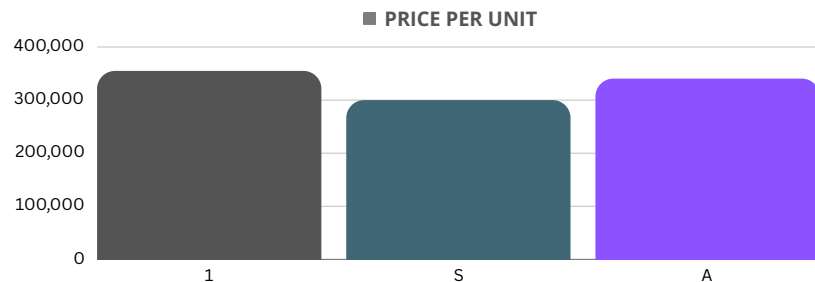
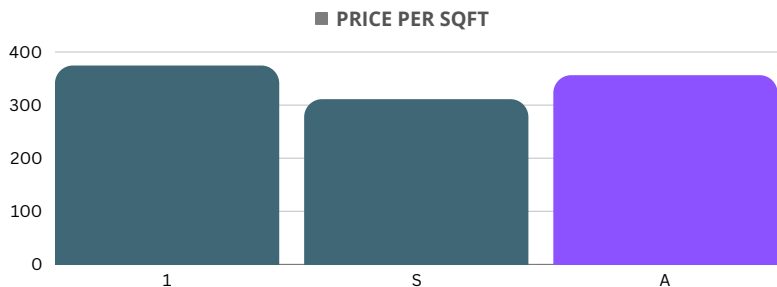
Alternative fixed and adjustable rate options may be available upon request  
 Quote subject to satisfactory lender review of rent roll, I & E, property condition, and borrower's financials

*Rates and programs are subject to change without notice*

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# COMPARABLE SALES ANALYSIS

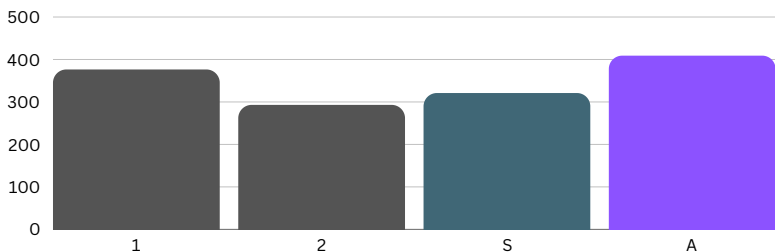
	ADDRESS	SALE PRICE	UNITS	SALE DATE	YEAR	BUILDING SQ.FT.	PRICE / SQ.FT.	PRICE / UNIT	CAP RATE	GRM
1	1740 N STANTON PL LONG BEACH, CA	\$3,450,000	10	3/18/2024	1987	9,211	\$374.55	\$355,000	5.11	13.26
★	1001-1015 E 20TH ST LONG BEACH, CA	\$3,000,000	10	DATE	1924-1985	9,641	\$311.17	\$300,000	5.73	11.78
A	AVERAGE	\$3,355,000	UNITS	DATE	YEAR	SQ.FT.	SQ.FT.	\$340,500	5.12	13.18



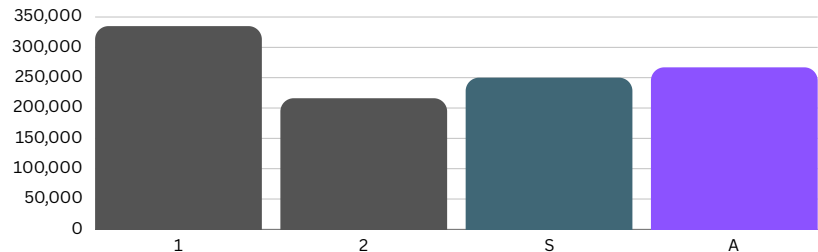
# COMPARABLE SALES ANALYSIS

	ADDRESS	SALE PRICE	UNITS	SALE DATE	YEAR	BUILDING SQ.FT.	PRICE / SQ.FT.	PRICE / UNIT	CAP RATE	GRM
1	1065 OLIVE AVE LONG BEACH, CA	\$1,675,000	5	PENDING	1963	2,726	\$614.45	\$335,000	5.44	9.31
2	2073 LOCUST AVE LONG BEACH, CA	\$1,745,000	8	8/15/2024	1930	5,954	\$293.08	\$216,125	6.4	10.9
★	1001 E 20TH ST LONG BEACH, CA	\$1,500,000	6	DATE	1924	4,675	\$320.86	\$250,000	6.26	10.65
A	AVERAGE	\$1,640,000	UNITS	DATE	YEAR	SQ.FT.	\$409	\$267,041	6.03	10.28

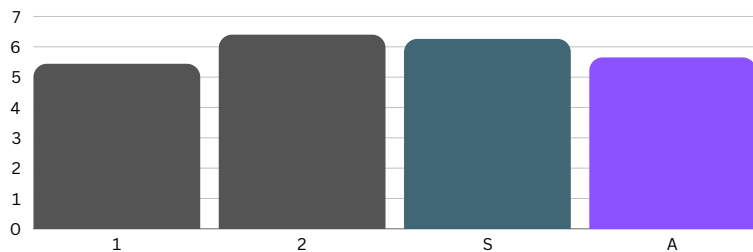
■ PRICE PER SQFT



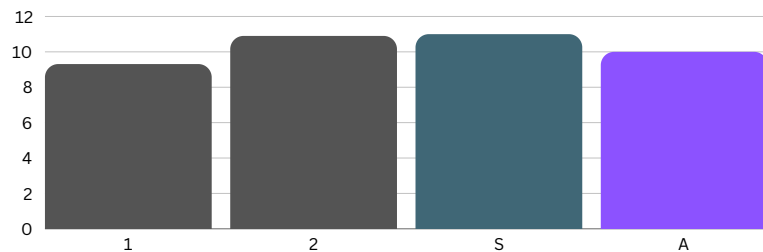
■ PRICE PER UNIT



■ CAP RATE



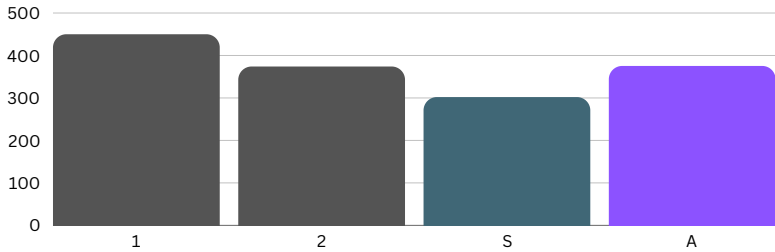
■ GRM



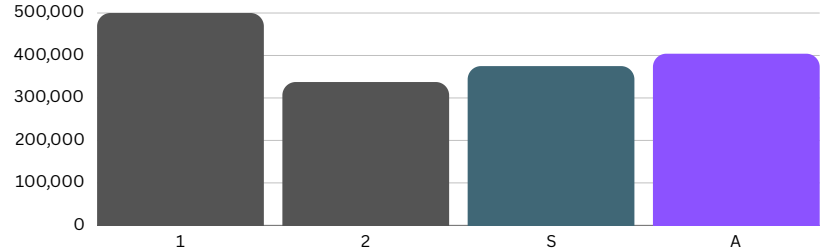
# COMPARABLE SALES ANALYSIS

	ADDRESS	SALE PRICE	UNITS	SALE DATE	YEAR	BUILDING SQ.FT.	PRICE / SQ.FT.	PRICE / UNIT	CAP RATE	GRM
1	1946 CHERRY AVE SIGNAL HILL, CA	\$1,440,000	3	5/15/2024	1936	3,200	\$450.00	\$500,000	3.63	16.56
2	2161 PASADENA AVE LONG BEACH, CA	\$1,535,000	4	9/18/2024	1977	4,104	\$374.03	\$337,500	6.3	12.06
★	1015 E 20TH ST LONG BEACH, CA	\$1,500,000	4	DATE	1985	4,966	\$302.05	\$375,000	5.07	13.19
A	AVERAGE	\$1,491,666	UNITS	DATE	YEAR	SQ.FT.	\$375.36	\$404,166	5	13.94

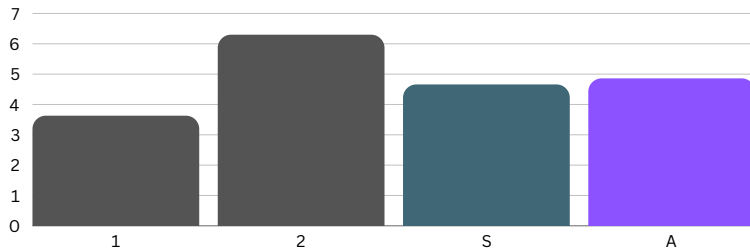
■ PRICE PER SQFT



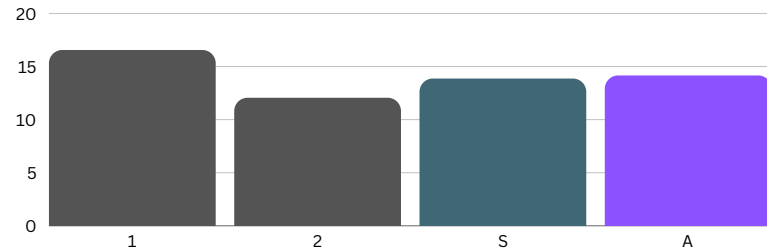
■ PRICE PER UNIT



■ CAP RATE



■ GRM



# LOCATION OVERVIEW



Los Angeles County is the most heavily populated county with approximately 9.9 million people, including about 1 million that live in unincorporated areas of the county. The metropolis—formed by the six neighboring counties of Los Angeles, Ventura, Kern, San Bernardino, Riverside, and Orange—is home to approximately 19 million residents. Los Angeles County is home to one of the most educated labor pools in the country and offers a labor force of more than 4.7 million, of which more than 1.5 million are college graduates. Los Angeles County has the largest population of any county in the nation, exceeded only by eight states. According to the United States Conference of Mayors, Los Angeles County boasts a GDP among the twenty largest in the world. Los Angeles County's continued economic growth, in contrast to other areas of the state and nation, is due to its diversified economy and abundant, well-trained workforce.

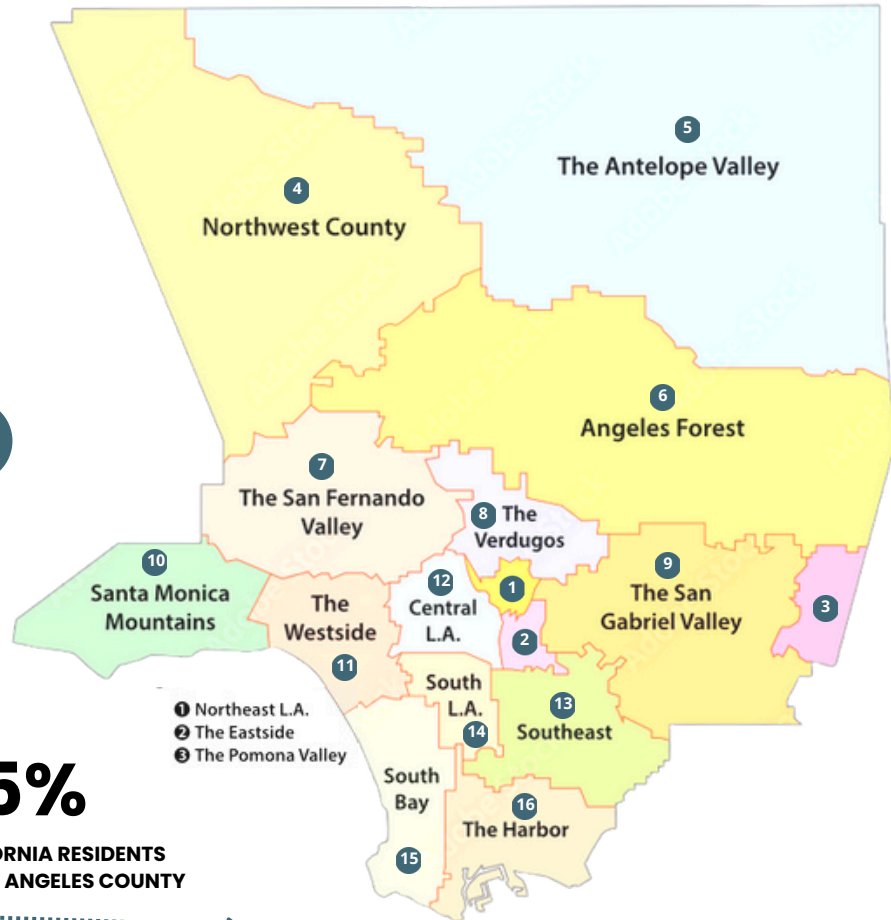
LA County is well located on the Southern Coast of California, and covers 4,061 square miles, including the San Clemente and Santa Catalina islands. The county comprises approximately 88 vibrant and diverse cities hosting more than 244,000 business establishments—the greatest concentration in the state. LA County has a Gross Domestic Product (GDP) of approximately \$446 billion—placing it among the top 20 economies in the world. The combined GDP of LA and its five surrounding neighboring counties places it in the top 10. California is generally considered to be in the top five.

If LA County were its own nation, its economy would be the 18th largest in the world. It is home to more than 244,000 businesses, with more minority and women owned businesses than any other state in the nation and is the nation's top international trade center and manufacturing center. LA is recognized worldwide as a leader in entertainment, health sciences, business services, aerospace and international trade. Because the LA area is so large and diverse, it has something to offer everyone. While Hollywood and the Los Angeles beach culture are part of our collective image of LA, the city also has more museums than any other city and some of the best hotels in the world.

# LOS ANGELES COUNTY

DUE TO THE LARGE SIZE OF LA COUNTY (4,300 SQUARE MILES), IT HAS BEEN DIVIDED INTO THE FOLLOWING COLLECTION OF NEIGHBORHOODS GEOGRAPHIC REGIONS:

- |                        |                            |
|------------------------|----------------------------|
| 1. NORTHEAST L.A.      | 9. SAN GABRIEL VALLEY      |
| 2. THE EASTSIDE        | 10. SANTA MONICA MOUNTAINS |
| 3. POMONA VALLEY       | 11. THE WESTSIDE           |
| 4. NORTHWEST COUNTY    | 12. CENTRAL L.A.           |
| 5. ANTELOPE VALLEY     | 13. SOUTHEAST              |
| 6. ANGELES FOREST      | 14. SOUTH LA               |
| 7. SAN FERNANDO VALLEY | 15. SOUTH BAY              |
| 8. THE VERDUGOS        | 16. THE HARBOR             |



LOS ANGELES CALIFORNIA  
9.83 MILLION  
39.24 MILLION

## 25%

OF ALL CALIFORNIA RESIDENTS  
LIVE WITHIN LOS ANGELES COUNTY





# LISTING TEAM



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TAKAHASHI**

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## MEET THE TEAM



**LUCAS  
HERBST**

DIRECTOR OF  
OPERATIONS



**FLETCHER  
NORSEEN**

ASSOCIATE AGENT



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