

June 10, 2025

FOR SALE
13060 VICTORY BLVD

13060 VICTORY BOULEVARD, VALLEY GLEN, CA 91401



COMMERCIAL REAL ESTATE SERVICES
INVESTMENT SERVICES

PRESENTED BY:

Mike Salerno
213.866.9801
mike.salerno@lee-associates.com

Michael Poyer
818.324.0549
mpoyer@clrinc.com

TABLE OF CONTENTS

PROPERTY INFORMATION	4
FINANCIAL ANALYSIS	6
LOCATION INFORMATION	11
DEMOGRAPHICS	16
ADVISOR BIOS	18

All materials and information received or derived from Los Angeles - Investment Services Group its directors, officers, agents, advisors, affiliates and/or any third party sources are provided without representation or warranty as to completeness, veracity, or accuracy, condition of the property, compliance or lack of compliance with applicable governmental requirements, developability or suitability, financial performance of the property, projected financial performance of the property for any party's intended use or any and all other matters.

Neither Los Angeles - Investment Services Group its directors, officers, agents, advisors, or affiliates makes any representation or warranty, express or implied, as to accuracy or completeness of the any materials or information provided, derived, or received. Materials and information from any source, whether written or verbal, that may be furnished for review are not a substitute for a party's active conduct of its own due diligence to determine these and other matters of significance to such party. Los Angeles - Investment Services Group will not investigate or verify any such matters or conduct due diligence for a party unless otherwise agreed in writing.

EACH PARTY SHALL CONDUCT ITS OWN INDEPENDENT INVESTIGATION AND DUE DILIGENCE.

Any party contemplating or under contract or in escrow for a transaction is urged to verify all information and to conduct their own inspections and investigations including through appropriate third party independent professionals selected by such party. All financial data should be verified by the party including by obtaining and reading applicable documents and reports and consulting appropriate independent professionals. Los Angeles - Investment Services Group makes no warranties and/or representations regarding the veracity, completeness, or relevance of any financial data or assumptions. Los Angeles - Investment Services Group does not serve as a financial advisor to any party regarding any proposed transaction. All data and assumptions regarding financial performance, including that used for financial modeling purposes, may differ from actual data or performance. Any estimates of market rents and/or projected rents that may be provided to a party do not necessarily mean that rents can be established at or increased to that level. Parties must evaluate any applicable contractual and governmental limitations as well as market conditions, vacancy factors and other issues in order to determine rents from or for the property.

Legal questions should be discussed by the party with an attorney. Tax questions should be discussed by the party with a certified public accountant or tax attorney. Title questions should be discussed by the party with a title officer or attorney. Questions regarding the condition of the property and whether the property complies with applicable governmental requirements should be discussed by the party with appropriate engineers, architects, contractors, other consultants and governmental agencies. All properties and services are marketed by Los Angeles - Investment Services Group in compliance with all applicable fair housing and equal opportunity laws.

PRESENTED BY

Mike Salerno, Executive Vice President

Michael Poyer, Capital Real Estate
Advisors

Mike Salerno
mike.salerno@lee-associates.com
D 213.866.9801

Michael Poyer
mpoyer@clrinc.com
D 818.324.0549

All information furnished regarding property for sale, rental or financing is from sources deemed reliable, but no warranty or representation is made to the accuracy thereof and same is submitted to errors, omissions, change of price, rental or other conditions prior to sale, lease or financing or withdrawal without notice.
No liability of any kind is to be imposed on the broker herein.

MULTIFAMILY FOR SALE 13060 VICTORY BLVD

Confidentiality & Disclaimer

All materials and information received or derived from Los Angeles - Investment Services Group its directors, officers, agents, advisors, affiliates and/or any third party sources are provided without representation or warranty as to completeness, veracity, or accuracy, condition of the property, compliance or lack of compliance with applicable governmental requirements, developability or suitability, financial performance of the property, projected financial performance of the property for any party's intended use or any and all other matters.

Neither Los Angeles - Investment Services Group its directors, officers, agents, advisors, or affiliates makes any representation or warranty, express or implied, as to accuracy or completeness of the any materials or information provided, derived, or received. Materials and information from any source, whether written or verbal, that may be furnished for review are not a substitute for a party's active conduct of its own due diligence to determine these and other matters of significance to such party. Los Angeles - Investment Services Group will not investigate or verify any such matters or conduct due diligence for a party unless otherwise agreed in writing.

EACH PARTY SHALL CONDUCT ITS OWN INDEPENDENT INVESTIGATION AND DUE DILIGENCE.

Any party contemplating or under contract or in escrow for a transaction is urged to verify all information and to conduct their own inspections and investigations including through appropriate third party independent professionals selected by such party. All financial data should be verified by the party including by obtaining and reading applicable documents and reports and consulting appropriate independent professionals. Los Angeles - Investment Services Group makes no warranties and/or representations regarding the veracity, completeness, or relevance of any financial data or assumptions. Los Angeles - Investment Services Group does not serve as a financial advisor to any party regarding any proposed transaction. All data and assumptions regarding financial performance, including that used for financial modeling purposes, may differ from actual data or performance. Any estimates of market rents and/or projected rents that may be provided to a party do not necessarily mean that rents can be established at or increased to that level. Parties must evaluate any applicable contractual and governmental limitations as well as market conditions, vacancy factors and other issues in order to determine rents from or for the property.

Legal questions should be discussed by the party with an attorney. Tax questions should be discussed by the party with a certified public accountant or tax attorney. Title questions should be discussed by the party with a title officer or attorney. Questions regarding the condition of the property and whether the property complies with applicable governmental requirements should be discussed by the party with appropriate engineers, architects, contractors, other consultants and governmental agencies. All properties and services are marketed by Los Angeles - Investment Services Group in compliance with all applicable fair housing and equal opportunity laws.

This is not intended to be an appraisal of the market value of the property, if an appraisal is desired, the services of a licensed or certified appraiser should be obtained. This report is not intended to meet the uniform standards of professional appraisal practice.

Mike Salerno
mike.salerno@lee-associates.com
D 213.866.9801

Michael Poyer
mpoyer@clrinc.com
D 818.324.0549

All information furnished regarding property for sale, rental or financing is from sources deemed reliable, but no warranty or representation is made to the accuracy thereof and same is submitted to errors, omissions, change of price, rental or other conditions prior to sale, lease or financing or withdrawal without notice.
No liability of any kind is to be imposed on the broker herein.

PROPERTY INFORMATION



MULTIFAMILY FOR SALE 13060 VICTORY BLVD

Executive Summary



OFFERING SUMMARY

SALE PRICE:	\$2,740,000
NUMBER OF UNITS:	20
COST PER UNITS:	\$137,000
YEAR BUILT:	1962
LOT SIZE:	17,092 SF
PRICE / SF:	\$314.98
CURRENT GRM:	11.34
PRO FORMA GRM:	7.94
CURRENT CAP:	5.0
PRO FORMA CAP:	7.95
ZONING:	LAR3
PARKING:	20

PROPERTY HIGHLIGHTS

- Well maintained 20 units in Valley Glen
- Huge upside in the rents - Over 40%
- On site parking
- Large lot - 17,092 square feet
- Individually metered for gas and electricity
- New electrical panels

Mike Salerno
mike.salerno@lee-associates.com
D 213.866.9801

Michael Poyer
mpoyer@clrinc.com
D 818.324.0549

All information furnished regarding property for sale, rental or financing is from sources deemed reliable, but no warranty or representation is made to the accuracy thereof and same is submitted to errors, omissions, change of price, rental or other conditions prior to sale, lease or financing or withdrawal without notice.
No liability of any kind is to be imposed on the broker herein.

FINANCIAL ANALYSIS



MULTIFAMILY FOR SALE

13060 VICTORY BLVD

Financial Summary

INVESTMENT OVERVIEW

Price	\$2,740,000
Price per SF	\$315
Price per Unit	\$137,000
GRM	11.34
CAP Rate	5%
Cash-on-Cash Return (yr 1)	5%
Total Return (yr 1)	\$137,071

OPERATING DATA

Gross Scheduled Income	\$241,567
Other Income	\$4,200
Total Scheduled Income	\$245,767
Vacancy Cost	\$6,039
Gross Income	\$239,728
Operating Expenses	\$102,657
Net Operating Income	\$137,071
Pre-Tax Cash Flow	\$137,071

FINANCING DATA

Down Payment	\$2,740,000
--------------	-------------

Mike Salerno
mike.salerno@lee-associates.com
D 213.866.9801

Michael Poyer
mpoyer@clrinc.com
D 818.324.0549

All information furnished regarding property for sale, rental or financing is from sources deemed reliable, but no warranty or representation is made to the accuracy thereof and same is submitted to errors, omissions, change of price, rental or other conditions prior to sale, lease or financing or withdrawal without notice.
No liability of any kind is to be imposed on the broker herein.

MULTIFAMILY FOR SALE 13060 VICTORY BLVD

Income & Expenses

INCOME SUMMARY

PER SF

Gross Income	\$239,727	\$27.56
--------------	-----------	---------

EXPENSE SUMMARY

PER SF

Insurance	\$13,629	\$1.57
Property taxes	\$33,000	\$3.79
Electric/Water	\$23,722	\$2.73
Trash	\$6,987	\$0.80
Gardener	\$2,700	\$0.31
Licenses & Permits	\$2,134	\$0.25
Repairs & Maintenance	\$6,174	\$0.71
Pest Control	\$728	\$0.08
Gas	\$5,130	\$0.59
Fire & Safety	\$120	\$0.01
Supplies	\$200	\$0.02
Manager	\$8,133	\$0.93

Gross Expenses	\$102,657	\$11.80
----------------	-----------	---------

Net Operating Income	\$137,070	\$15.76
----------------------	-----------	---------

Mike Salerno
mike.salerno@lee-associates.com
D 213.866.9801

Michael Poyer
mpoyer@clrinc.com
D 818.324.0549

All information furnished regarding property for sale, rental or financing is from sources deemed reliable, but no warranty or representation is made to the accuracy thereof and same is submitted to errors, omissions, change of price, rental or other conditions prior to sale, lease or financing or withdrawal without notice.
No liability of any kind is to be imposed on the broker herein.

MULTIFAMILY FOR SALE 13060 VICTORY BLVD

Rent Roll

UNIT NUMBER	UNIT BED	UNIT BATH	LEASE START	CURRENT RENT	MARKET RENT	MARKET RENT/SF
1	1	1		\$933	\$1,650	
2	0	1		\$910	\$1,400	
3	0	1		\$1,248	\$1,400	
4	0	1		\$881	\$1,400	
5	0	1		\$910	\$1,400	
6	0	1		\$933	\$1,400	
7	0	1		\$933	\$1,400	
8	0	1		\$881	\$1,400	
9	0	1		\$910	\$1,400	
10	0	1		\$933	\$1,400	
11	1	1	Manager	\$677	\$1,550	
12	0	1		\$1,410	\$1,400	
13	0	1		\$1,350	\$1,400	
14	0	1		\$1,140	\$1,400	
15	0	1		\$910	\$1,400	
16	0	1		\$1,150	\$1,400	
17	0	1		\$1,400	\$1,400	
18	0	1		\$932	\$1,400	
19	0	1		\$801	\$1,400	
20	0	1		\$881	\$1,400	
Totals/Averages				\$20,130	\$28,400	

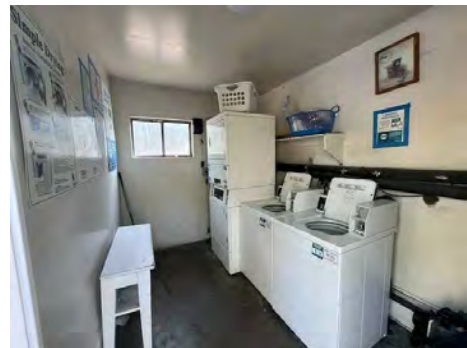
Mike Salerno
mike.salerno@lee-associates.com
D 213.866.9801

Michael Poyer
mpoyer@clrinc.com
D 818.324.0549

All information furnished regarding property for sale, rental or financing is from sources deemed reliable, but no warranty or representation is made to the accuracy thereof and same is submitted to errors, omissions, change of price, rental or other conditions prior to sale, lease or financing or withdrawal without notice.
No liability of any kind is to be imposed on the broker herein.

MULTIFAMILY FOR SALE 13060 VICTORY BLVD

Additional Photos



Mike Salerno
mike.salerno@lee-associates.com
D 213.866.9801

Michael Poyer
mpoyer@clrinc.com
D 818.324.0549

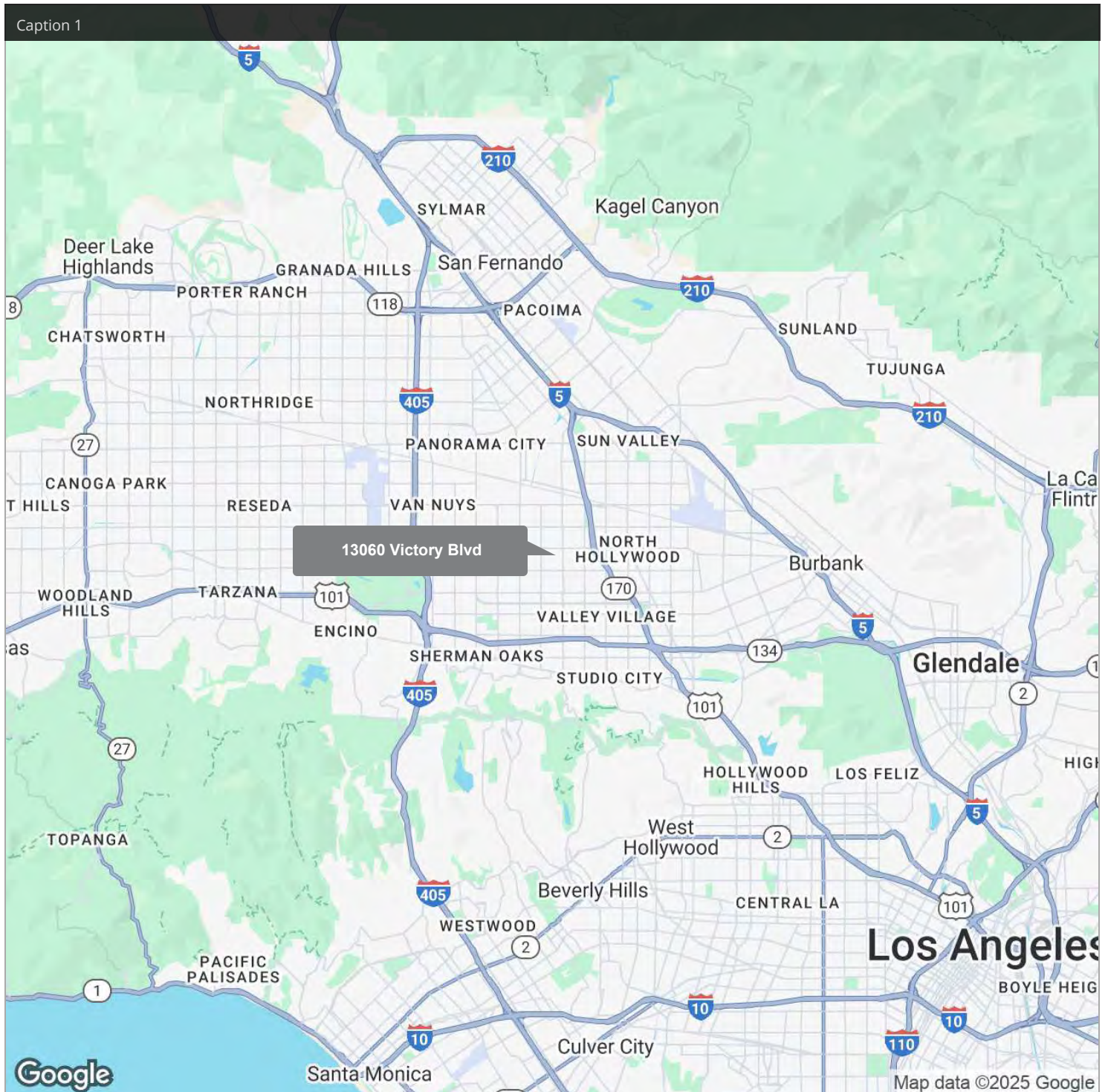
All information furnished regarding property for sale, rental or financing is from sources deemed reliable, but no warranty or representation is made to the accuracy thereof and same is submitted to errors, omissions, change of price, rental or other conditions prior to sale, lease or financing or withdrawal without notice.
No liability of any kind is to be imposed on the broker herein.

LOCATION INFORMATION



MULTIFAMILY FOR SALE 13060 VICTORY BLVD

Regional Map



Mike Salerno
mike.salerno@lee-associates.com
D 213.866.9801

Michael Poyer
mpoyer@clrinc.com
D 818.324.0549

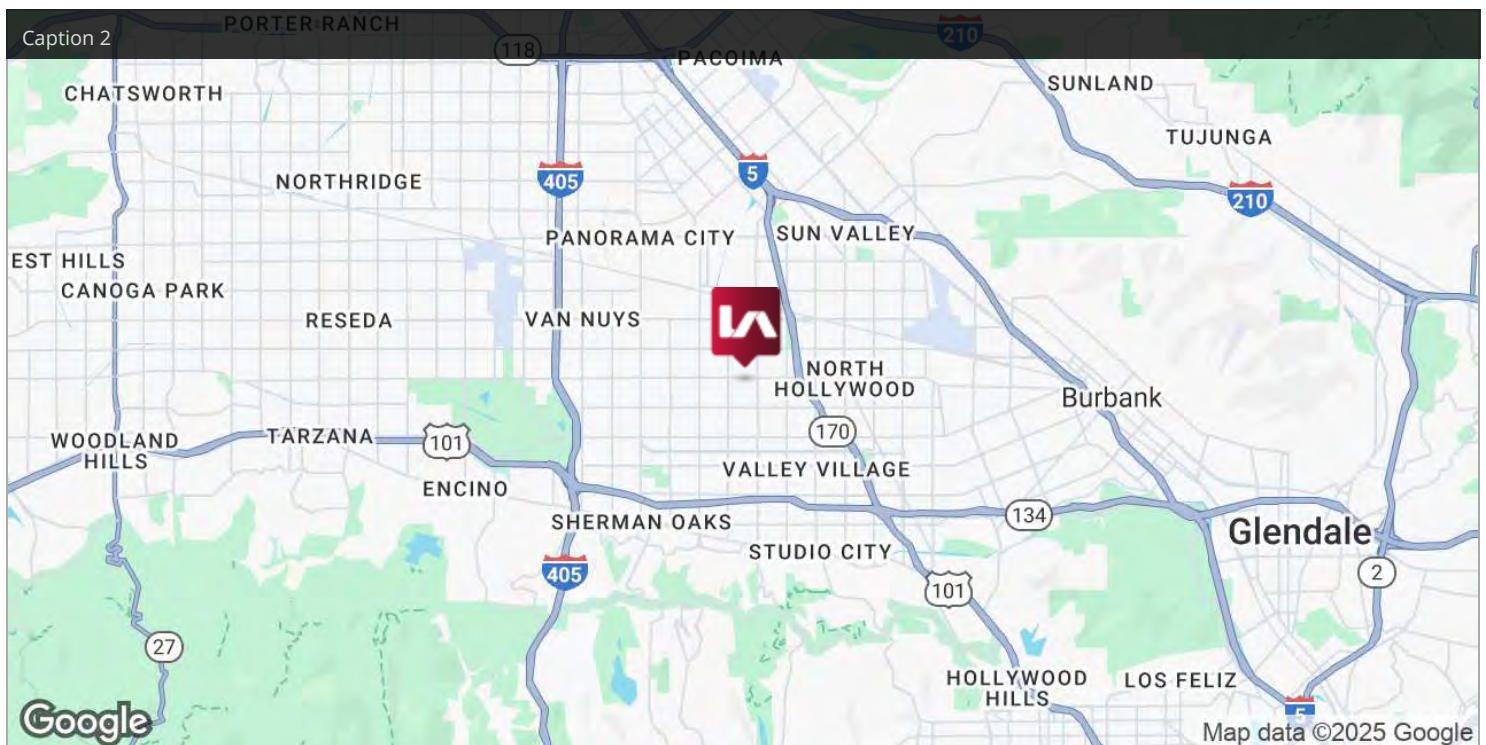
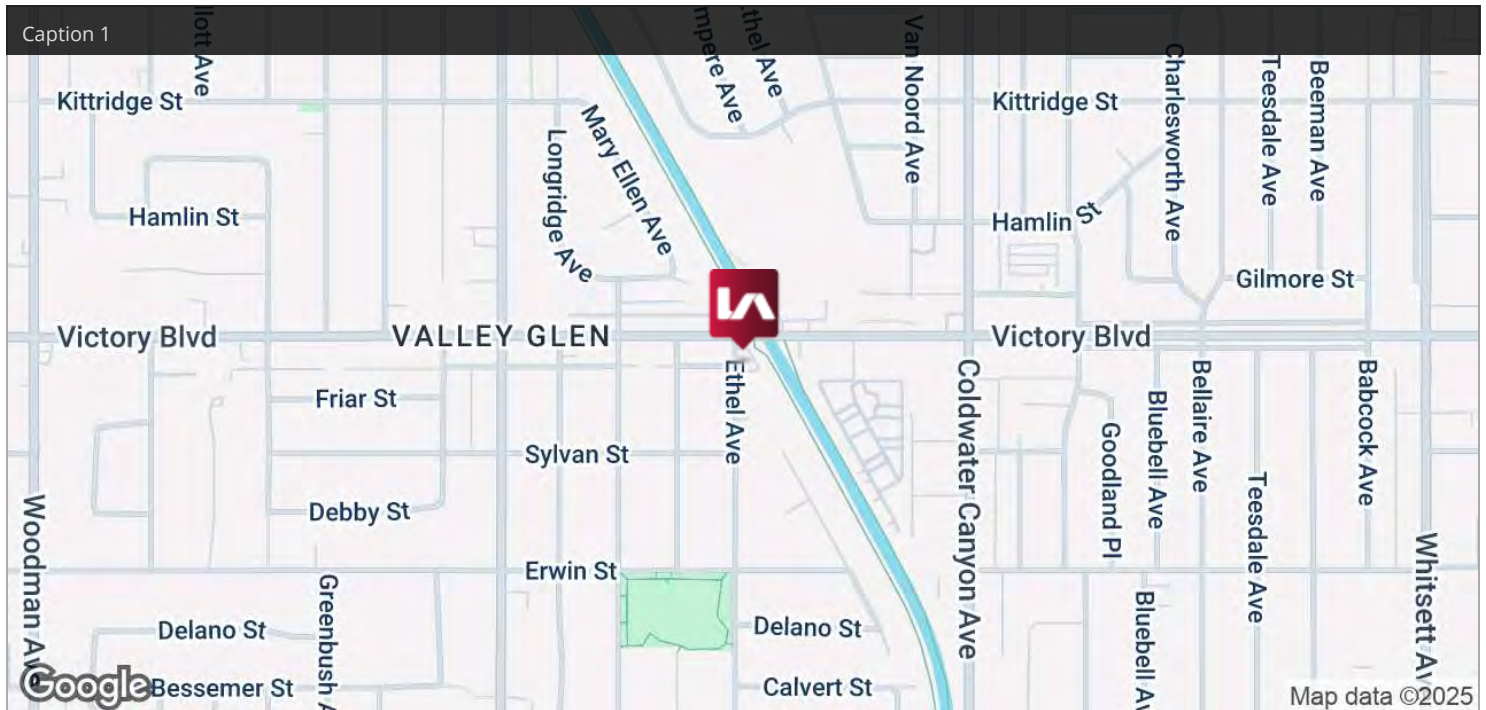
All information furnished regarding property for sale, rental or financing is from sources deemed reliable, but no warranty or representation is made to the accuracy thereof and same is submitted to errors, omissions, change of price, rental or other conditions prior to sale, lease or financing or withdrawal without notice.
No liability of any kind is to be imposed on the broker herein.

MULTIFAMILY FOR SALE 13060 VICTORY BLVD



COMMERCIAL REAL ESTATE SERVICES
INVESTMENT SERVICES

Location Maps



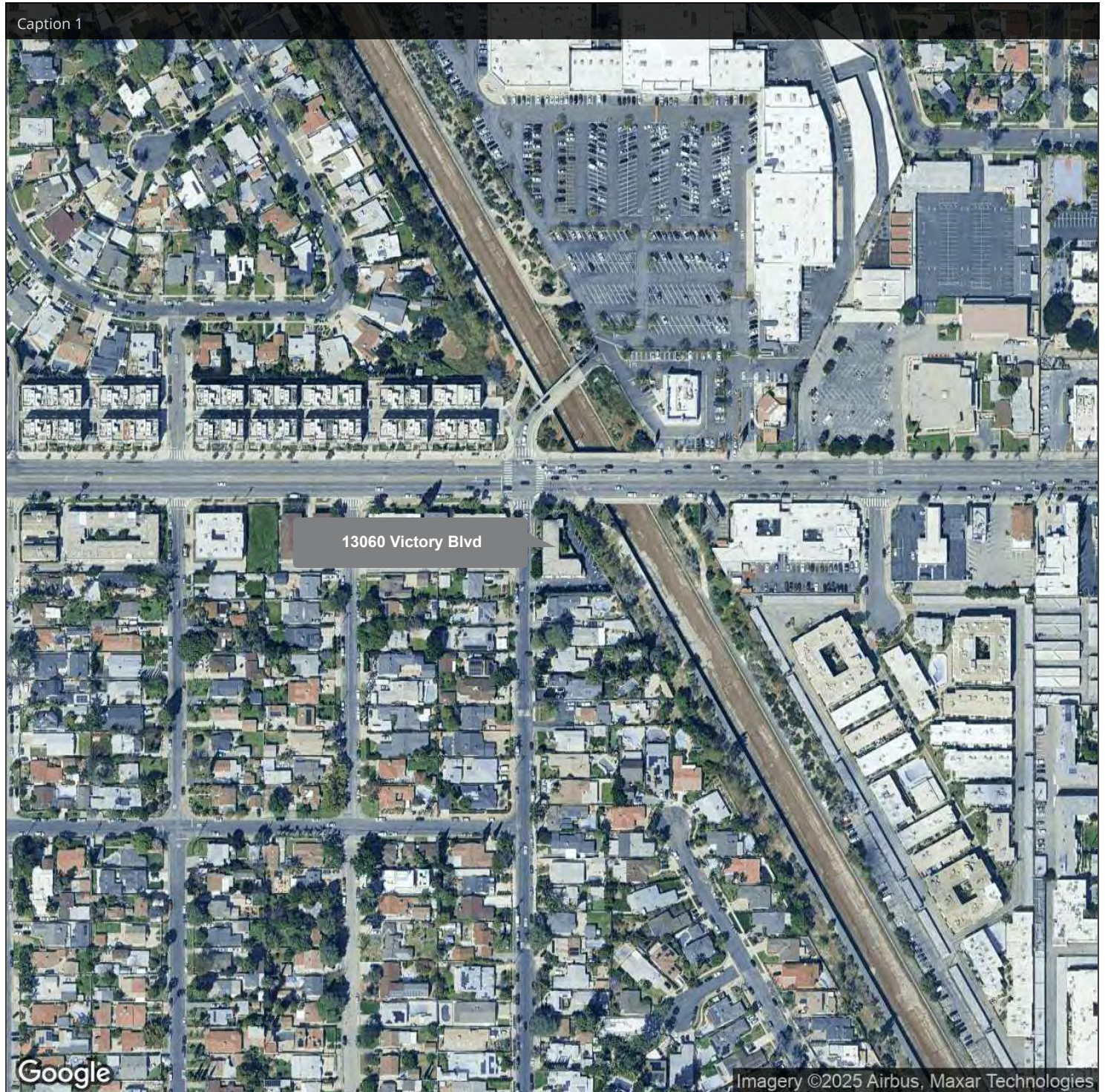
Mike Salerno
mike.salerno@lee-associates.com
D 213.866.9801

Michael Poyer
mpoyer@clrinc.com
D 818.324.0549

All information furnished regarding property for sale, rental or financing is from sources deemed reliable, but no warranty or representation is made to the accuracy thereof and same is submitted to errors, omissions, change of price, rental or other conditions prior to sale, lease or financing or withdrawal without notice.
No liability of any kind is to be imposed on the broker herein.

MULTIFAMILY FOR SALE 13060 VICTORY BLVD

Aerial Map



Mike Salerno
mike.salerno@lee-associates.com
D 213.866.9801

Michael Poyer
mpoyer@clrinc.com
D 818.324.0549

All information furnished regarding property for sale, rental or financing is from sources deemed reliable, but no warranty or representation is made to the accuracy thereof and same is submitted to errors, omissions, change of price, rental or other conditions prior to sale, lease or financing or withdrawal without notice.
No liability of any kind is to be imposed on the broker herein.

MULTIFAMILY FOR SALE 13060 VICTORY BLVD

Retailer Map



Mike Salerno
mike.salerno@lee-associates.com
D 213.866.9801

Michael Poyer
mpoyer@clrinc.com
D 818.324.0549

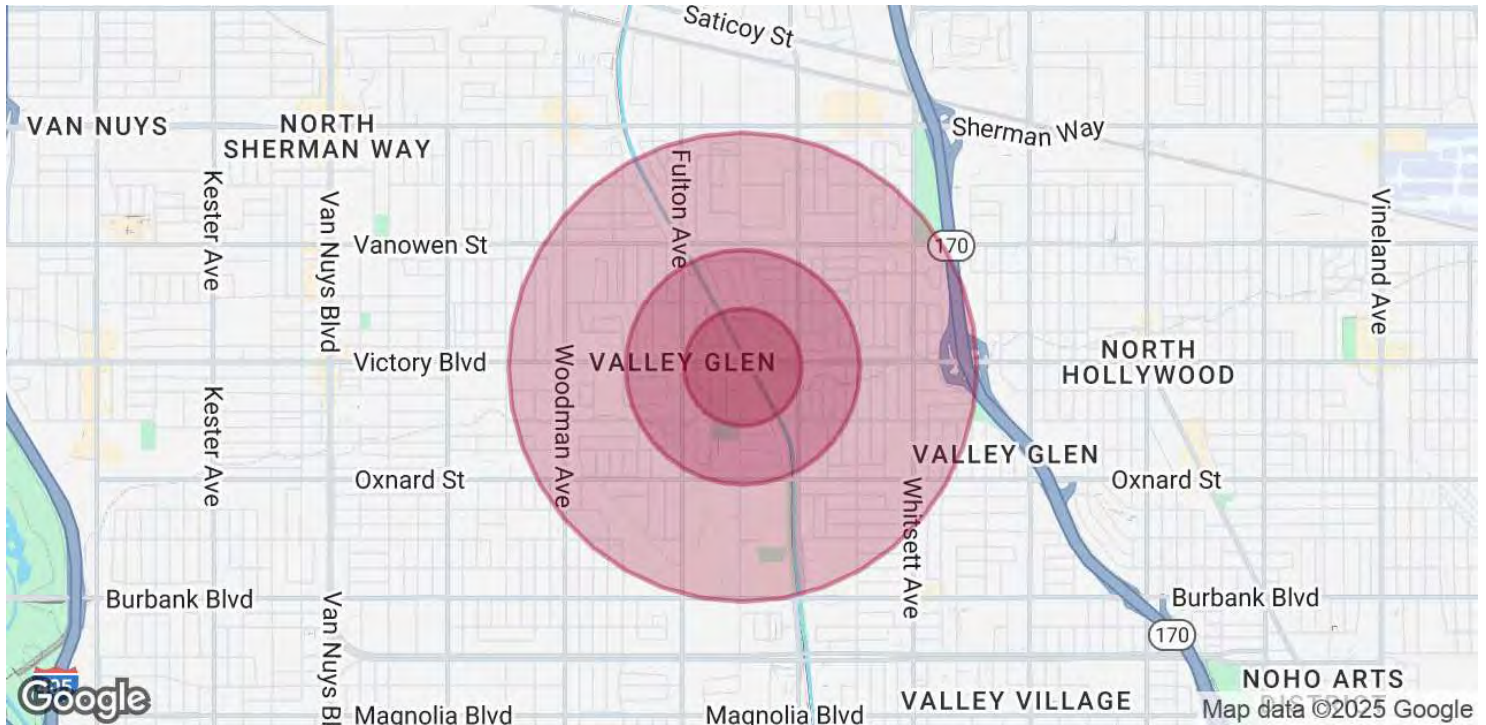
All information furnished regarding property for sale, rental or financing is from sources deemed reliable, but no warranty or representation is made to the accuracy thereof and same is submitted to errors, omissions, change of price, rental or other conditions prior to sale, lease or financing or withdrawal without notice.
No liability of any kind is to be imposed on the broker herein.

DEMOGRAPHICS



MULTIFAMILY FOR SALE 13060 VICTORY BLVD

Demographics Map & Report



POPULATION	0.25 MILES	0.5 MILES	1 MILE
Total Population	2,283	9,104	39,471
Average Age	37.8	37.4	38.5
Average Age (Male)	35.6	36.3	37.2
Average Age (Female)	39.9	38.6	39.0

HOUSEHOLDS & INCOME	0.25 MILES	0.5 MILES	1 MILE
Total Households	833	3,291	14,636
# of Persons per HH	2.7	2.8	2.7
Average HH Income	\$78,643	\$82,196	\$74,968
Average House Value	\$623,348	\$643,959	\$642,884

2020 American Community Survey (ACS)

Mike Salerno
mike.salerno@lee-associates.com
D 213.866.9801

Michael Poyer
mpoyer@clrinc.com
D 818.324.0549

All information furnished regarding property for sale, rental or financing is from sources deemed reliable, but no warranty or representation is made to the accuracy thereof and same is submitted to errors, omissions, change of price, rental or other conditions prior to sale, lease or financing or withdrawal without notice.
No liability of any kind is to be imposed on the broker herein.

ADVISOR BIOS



MULTIFAMILY FOR SALE 13060 VICTORY BLVD

Advisor Bio 1



MIKE SALERNO

Executive Vice President

mike.salerno@lee-associates.com

Direct: **213.866.9801** | Cell: **310.200.1309**

CalDRE #01212427

PROFESSIONAL BACKGROUND

Mike started in the Real Estate Investment brokerage business in the summer of 1996 with Miller & Desatnik Realty Corp. in West Los Angeles. He was a member of the Top Producers Club each of his 25 years at the company. In 2012, his success was recognized by being named partner and Executive Vice President. Mike joined Lee & Associates – Investment Services Group in January of 2022 and brings with him more than 26 years of experience selling apartment buildings throughout Los Angeles. Mike focuses 100% on multi-family investments and he has generated several hundred million dollars in sales. In 2022, Mike was the #2 Producer at Lee & Associates - Investment Services Group. He has proven to be an essential resource to apartment owners, successfully representing both buyers and sellers. Mike's focus is ensuring his clients' happiness and satisfaction. He is dedicated to not only brokering the best deal, but also forging long-term relationships with each of his clients. He approaches every transaction with comprehensive knowledge based on years of experience while simultaneously providing superior customer service.

EDUCATION

California State University Northridge, Bachelor of Science, Business Management.

MEMBERSHIPS

National Association of Realtors & California Association of Realtors
Beverly Hills Greater Los Angeles Association of Realtors
Real Estate Broker
Multiple Listing Service (MLS)
CalDRE #01212427

Los Angeles - Investment Services Group

4312 Eagle Rock Blvd.
Los Angeles, CA 90041
213.623.0800

Mike Salerno
mike.salerno@lee-associates.com
D 213.866.9801

Michael Poyer
mpoyer@clrinc.com
D 818.324.0549

All information furnished regarding property for sale, rental or financing is from sources deemed reliable, but no warranty or representation is made to the accuracy thereof and same is submitted to errors, omissions, change of price, rental or other conditions prior to sale, lease or financing or withdrawal without notice.
No liability of any kind is to be imposed on the broker herein.

MICHAEL POYER

VICE PRESIDENT

Capital Real Estate Advisors / West Bay Capital / Capital Lending Resources

Mr. Poyer brings over 42 years of commercial real estate knowledge and experience in a wide variety of disciplines to the West Bay team. He began his career with Charles Dunn Company in 1981 with a focus on retail sales and leasing. Later, he developed a niche specializing in institutional property sales and represented numerous religious and educational entities in the acquisition and disposition of various real estate properties throughout the Western U.S. While at Charles Dunn, Mr. Poyer received numerous sales honors including the Salesman of the Year Award for the entire company and eventually was named a Partner in 1986. His leadership and sales abilities were evident early on and he was given the responsibility of training new sales associates throughout his 18-year career with the firm. In 1998, Mr. Poyer joined Daum Commercial Real Estate Services, where he added office leasing services to his repertoire. Working with an ever-expanding client base his success continued at Daum.

In 2001, he joined Capital Real Estate Advisors and Capital Lending Resources where he continued his commercial real estate specialties and expanded his services to include commercial and residential financing. Mr. Poyer was the first team member brought on board by the West Bay Capital manager and continues in his capacity with originations, underwriting and marketing of the fund. Mr. Poyer holds a California Real Estate Broker's License, is a member of the International Council of Shopping Centers (ICSC), and is an alumnus of Rainmaker U. He has remained active in his church – St. Julie Billiart in Newbury Park and his alma mater – Notre Dame High School in Sherman Oaks. Mr. Poyer is married with two adult children, one grandchild and is a graduate of California State University, Northridge (CSUN).