



Compass  
Commercial



**FOR  
SALE**

**OFFICE & RETAIL**

**1386 - 1388 Westwood Blvd  
Los Angeles, California 90024**

**A 7,530 SF MIXED USE RETAIL AND OFFICE BUILDING 100% OCCUPIED  
SITUATED ON A 6,598 SF C4-IVL-POD, TOC 3 ZONED LOT**

# Aerial View (Facing North)



# Aerial View (Facing South)



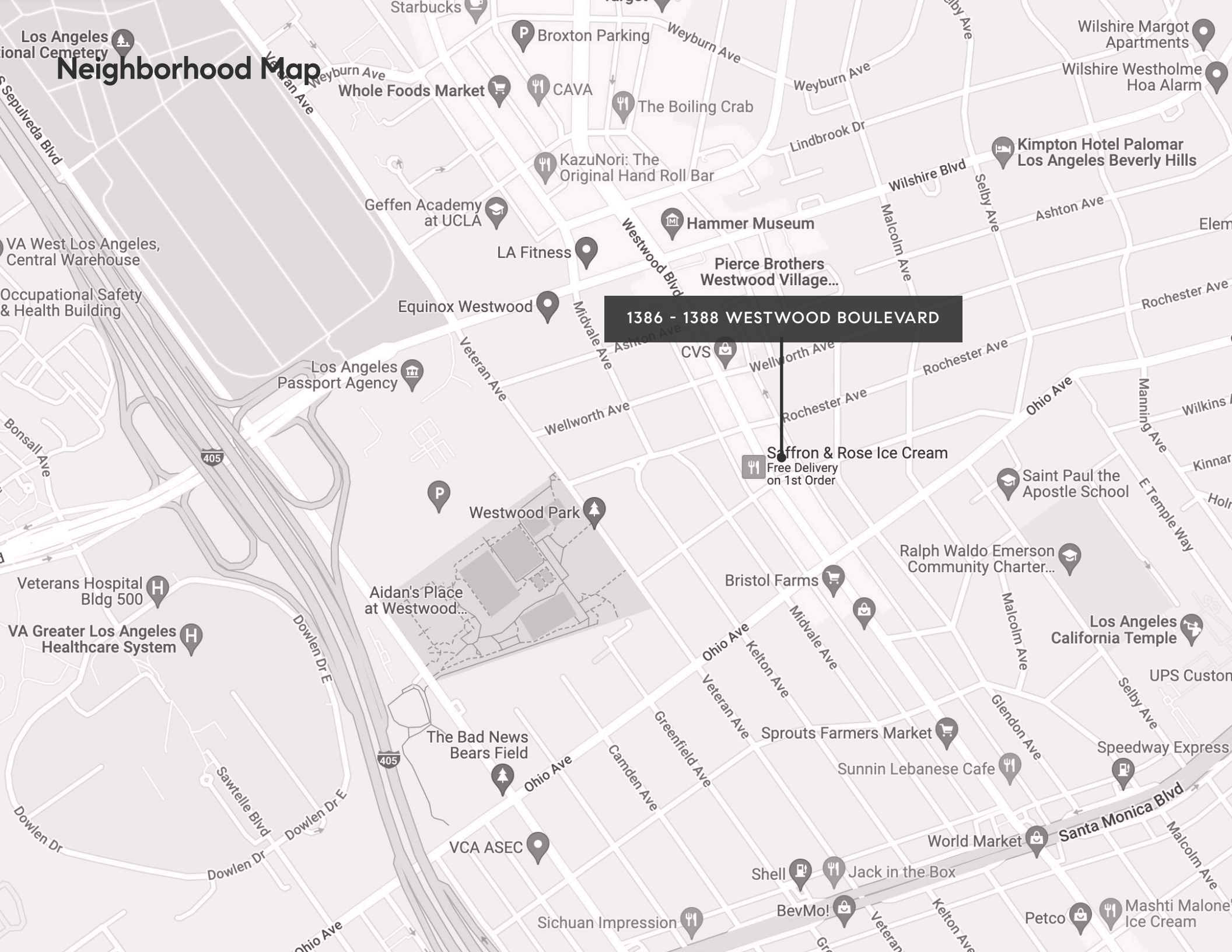
Aerial View (Facing East)



# Aerial View (Facing West)



# Neighborhood Map



1386 - 1388 WESTWOOD BOULEVARD

Los Angeles National Cemetery

VA West Los Angeles, Central Warehouse

Occupational Safety & Health Building

Bonsall Ave

405

Veterans Hospital Bldg 500  
VA Greater Los Angeles Healthcare System

Dowlen Dr

Sawtelle Blvd  
Dowlen Dr

Ohio Ave

Weyburn Ave  
Veteran Ave

Whole Foods Market

Geffen Academy at UCLA

LA Fitness

Equinox Westwood

Los Angeles Passport Agency

Westwood Park

Aidan's Place at Westwood...

The Bad News Bears Field

VCA ASEC

Sichuan Impression

Starbucks

Broxton Parking

CAVA

The Boiling Crab

KazuNori: The Original Hand Roll Bar

Hammer Museum

Pierce Brothers Westwood Village...

CVS

Saffron & Rose Ice Cream  
Free Delivery on 1st Order

Bristol Farms

Ralph Waldo Emerson Community Charter...

Los Angeles California Temple

UPS Custom

Sprouts Farmers Market

Sunnin Lebanese Cafe

World Market

Shell

Jack in the Box

BevMo!

Petco

Mashti Malone Ice Cream

Wilshire Margot Apartments

Wilshire Westholme Hoa Alarm

Kimpton Hotel Palomar Los Angeles Beverly Hills

Ashton Ave

Rochester Ave

Rochester Ave

Ohio Ave

Saint Paul the Apostle School

Wilkins

Kinnar

Hol

E Temple Way

Selby Ave

Speedway Express

Santa Monica Blvd

Malcolm Ave

Veteran

Keiton Ave

Keiton Ave

Front View



Courtyard View





# Interior Photos

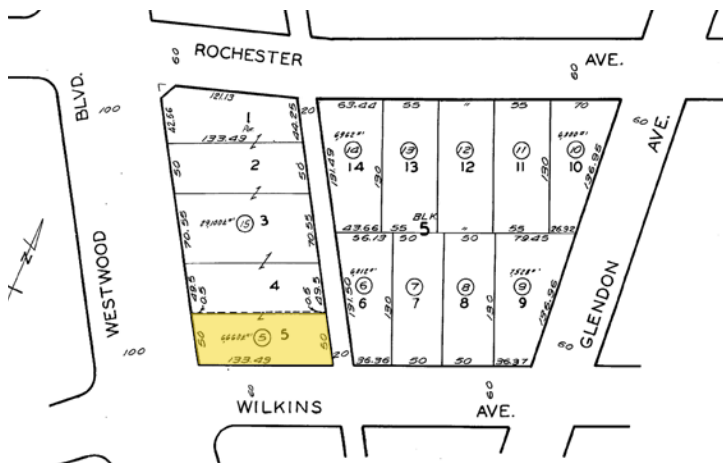


# Executive Summary

## Property Overview:

Attari Plaza was built in 1931. This Spanish inspired design, centers around an open air courtyard that is home to the famous Attari Sandwich Shop. Attari has been at the start of the popularity of Persian shops and restaurants in Westwood for the past forty years. This area is officially recognized by the City of Los Angeles as Persian Square. This area extends along Westwood Blvd from Wilshire Blvd south to Pico Blvd. This two story, mixed use building comprises about 3,750 square feet of retail and restaurant space located on the first floor. The second floor has six tenants that occupy about 4,000 square feet. The second floor tenants have benefited from the popular restaurants foot traffic below. Historically the building has had high occupancy and is currently 100% occupied. The property could continue as a leased investment or as an owner-user opportunity whereby the building has 53% of the tenants on a month to month tenancy. Westwood Village and UCLA are located a short distance from the Attari Plaza. The new Metro Purple Line station at Wilshire and Westwood is anticipated to open in 2027 which will bring more foot traffic to the immediate area.

## APN Map:



## At a Glance:

**\$4,700,000**

Price

**7,530 SF**

Building Size

**\$624/SF**

Price Per SF

**5.86% PROFORMA**

CAP Rate

**7,530 SF**

Building Size

**100%**

Occupancy

**C4-IVL-POD-TOC 3**

Zoning

**4325-016-005**

APN

**1931**

Year Built

**2 SPACES**

Garage - Storage

**1386-1388 Westwood Blvd.**

Los Angeles, California 90022

# Financial Analysis

## Rent Roll

Floor	Suite	Tenant	Sq. Ft.	\$/SF	Month Rent	Lease	% of Building	Lease Type	2023 Market Rent & Est. CAM			
									\$/SF	Monthly Rent	\$/SF	Montly CAM
1st	A&B	La Table de Sophie	2,231	\$3.48	\$7,759.00	5/31/0223	28.83%	Gross	--	\$7,759.00		
	Unit 101	El Sason, Inc	782	\$3.13	\$2,445.00	M-T-M	10.11%	Net	\$3.95	\$3,088.90	\$1.79	\$1,399.78
	Unit 103	Attari Sandwiches	703	\$5.95	\$4,185.15	9/30/28	9.09%	Gross	--	\$4,185.15		
2nd	Unit 201	Globex International	391	\$2.62	\$1,025.00	M-T-M	5.05%	Net	\$2.62	\$1,025.00	\$1.79	\$699.89
	Unit 202	Lilly Taheri	599	\$1.92	\$1,150.00	M-T-M	7.74%	Net	\$2.50	\$1,497.50	\$1.79	\$1,072.21
	Unit 203	Amiri Tour & Travel, Inc	1,075	\$1.67	\$1,800.00	M-T-M	13.89%	Net	\$2.50	\$2,687.50	\$1.79	\$1,924.25
	Unit 204	Talat Beauty Salon	603	\$1.91	\$1,150.00	M-T-M	7.79%	Net	\$2.50	\$1,507.50	\$1.79	\$1,079.37
	Unit 206	Ramin Aria	710	\$2.62	\$1,857.64	M-T-M	9.18%	Net	\$2.62	\$1,857.64	\$1.79	\$1,270.90
	Unit 207	AFC American Fighting Championship	644	\$2.72	\$1,751.00	9/30/26	8.32%	Gross	---	\$1,751.00		
			<b>7,738</b>		<b>\$23,122.79</b>		<b>100.00%</b>			<b>\$25,359.19</b>		<b>\$7,446.40</b>

# Financial Analysis

## Income & Expenses

Total Area (Rentable)		7,738	
		Pro-Forma 2022	Pro-Forma 2022
<b>Gross Potential Rent</b>		<b>\$277,473</b>	<b>\$304,310</b>
Other Income			
CAM Reimbursements (NNN Tenants)		\$0	\$89,357
Leased Tenant's Property Tax Increase		\$0	\$23,341
Total Other Income		\$0	\$112,697
<b>Gross Potential Income</b>		<b>\$277,473</b>	<b>\$417,008</b>
Vacancy/Collection Loss @		3.00%	3.00%
		\$8,324	\$12,510
<b>Effective Gross Income</b>		<b>\$269,149</b>	<b>\$404,497</b>
<b>Expenses</b>			
Recoverable CAM Expenses			
Real Estate Taxes		1.251%	\$58,814
Insurance			\$8,500
Utilities:			
Electric			\$2,850
Water/Sewer			\$13,000
Trash			\$8,650
Repair & Maintenance			\$5,000
Contract Services:			
Groundskeeper			\$1,800
Janitorial			\$4,765
Pest Control			\$1,500
HVAC			\$269
Fire Services			\$265
Elevator			
Service			\$2,600
Phone			\$750
General & Admin			
Management Fee		5.0%	\$19,255
<b>Total Expenses</b>			<b>\$124,718</b>
Expenses per SF			\$1.34
% of EGI			46.34%
<b>Net Operating Income</b>			<b>\$275,510</b>

# Financial Analysis

## Financial Overview

Financial Overview		
Price		\$4,700,000
Equity - Down Payment	60%	\$2,820,000
Gross Square Feet	7,530	
Price / SF		\$624
CAP Rate - Current		3.07%
CAP Rate - Pro Forma		5.86%
Year Built		1931
Lot Size		6,598
Type of Ownership		Fee Simple

Financing*		
First Trust Deed		
Loan Amount	40%	\$1,880,000
Loan Type		New
Interest Rate	6.000%	
Amortization	25	
Annual 30 yr. Amtz PMT*		\$147,066

Annualized Operating Data (30 yr Amtz)		
Income	Pro Forma	In Place Rents
Gross Potential Rent	\$304,310	\$277,473
Other Income	\$112,697	\$0
Gross Potential Income	\$417,008	\$277,473
Less: Vacancy/Deductions	\$12,510	\$8,324
Effective Gross Income	\$404,497	\$269,149
Less: Expenses	\$128,988	\$124,718
Net Operating Income	\$275,510	\$144,431
Net Cash Flow Before Debt Service	\$275,510	\$144,431
Debt Service (25 yr.)	\$147,066	\$147,066
Debt Coverage Ratio	1.87	0.98
Net Cash Flow After Debt Service	\$128,444	-\$2,635
Principal Reduction	\$120,364	-\$220 (per mo)
Total Return	\$248,808	
Total Return on Equity	8.82%	

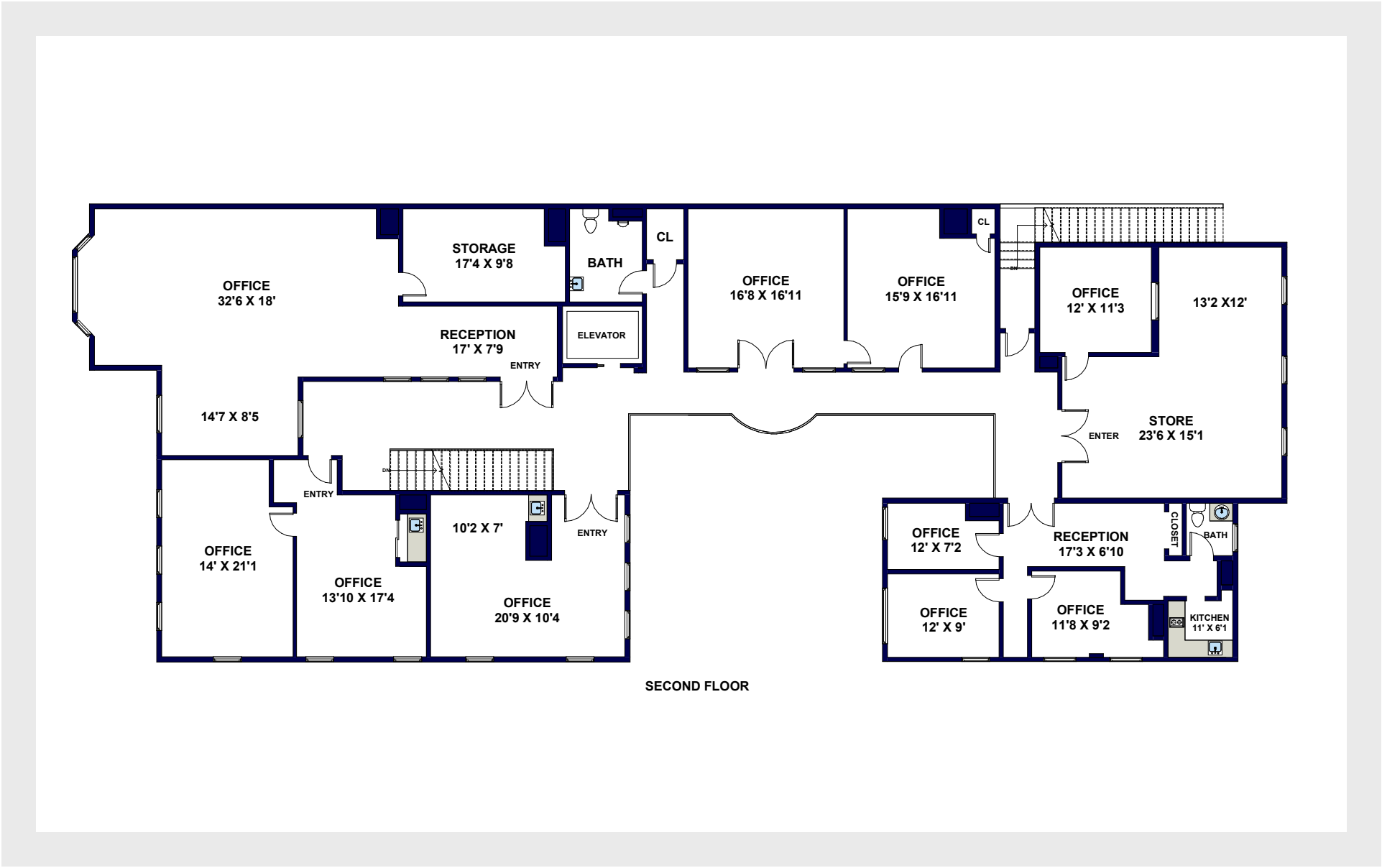
\*Loan Information is time sensitive and subject to change.  
Provided by Michael Malik of Broadway Capital

# Floor Plans



FIRST FLOOR

# Floor Plans



SECOND FLOOR



## Michael Haddad

### **BROKER ASSOCIATE**

A highly productive and respected agent, Michael Haddad's knowledge and experience set him apart. He effectively and strategically represents buyers and sellers, providing top-level resources, marketing savvy, negotiating skills, and gracious customer service.

In today's real estate market, there is simply no substitute for a good Realtor®. Whether you're looking to buy or sell property, working with Michael Haddad can spell the difference between a smooth transaction and an unsuccessful one.

Michael's philosophy about real estate is simple: provide each client with the same high level of service and integrity that he would give to his best friends and family members. Michael's goal is not to make a one-time sale, but to build lifetime relationships. With a professional yet friendly approach, he provides knowledge and guidance to ensure his clients are comfortable and informed during what can be a stressful process. "I believe the biggest compliment any Realtor can receive is referral business, and I work hard to ensure my clients can refer me to their family and friends without hesitation," Michael says.

As a real estate expert in the Westside community, Michael is eager to provide helpful insights about the area. He possesses a fine understanding of local neighborhoods, schools, and communities, bringing an abundance of personal real estate experience including single-family residential, townhomes, condos and leasing. He is very responsive and always willing to assist

with information on market trends and real estate opportunities.

Michael has practiced real estate since 2000. A native of West LA, Michael graduated from the University of Southern California with a Bachelor of Arts in Communications.

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## Tim Byrne

### EVP | REGIONAL DIRECTOR

A native of Los Angeles with over 20 years experience in Southern California real estate, Tim Byrne is dedicated to helping clients build wealth through real estate.

Tim's diverse background in residential and commercial real estate focuses on the high-end Westside market. He analyzes market trends and projections to help clients make the best financial decisions possible. When should a property owner update, refinance, or sell their rental property? What are the best long-term strategies? And what renovation projects will provide the best ROI for homeowners?

Clients benefit from Tim's award-winning sales ability and expertise, spanning residential and commercial real estate brokerage, asset management, property management, finance, appraisal and leasing. He began his career as a real estate appraiser, working in finance before becoming a commercial broker.

As the Los Angeles real estate market evolved, Tim's investment knowledge and expertise kept pace. He branched out into property and asset management, but did more than the average manager, assisting clients with renovation, marketing and strategy development. Once his investment formula was created, it was applied cross property types to single family homes, apartments, industrial, office buildings, retail centers, hospitality and business opportunities. Tim concurrently managed a property investment fund, running the day-to-day management of 1,800 apartment units, 1.2 million square feet of multi-tenant industrial space with over 400 tenants, and a mix of hospitality properties.

Tim has closed transactions in Southern California totaling over \$500 million in residential and commercial sales and financing. Ranked as a national top seller, Tim has repeatedly been recognized for outstanding sales achievement.

Tim attended Loyola High School and holds a Bachelor of Science degree with an emphasis in Real Estate Finance from Loyola Marymount University in Los Angeles. Outside the office, Tim is a family man and an avid hiker. When he's not coaching a sporting activity or enjoying a great meal at one of his wife's restaurants, Tim spends his free time trying to convince his wife and two daughters to watch the Dodgers game.

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## Our Services

The following outlines the distinctive platform of transaction and consultative services we offer our clients:

### **ACQUISITIONS-COMMERCIAL PROPERTIES**

We specialize in identifying underperforming investment opportunities. We provide accurate and reliable evaluation of an asset's performance relative to other real estate and non-real estate investment alternatives. Using our financial analysis, investment alternatives are scrutinized for projected cash flow, residual values at risk.

### **DISPOSITIONS-COMMERCIAL PROPERTIES**

Maximizing an asset's value by developing individualized marketing plans is our area of expertise.

### **COMMERCIAL LEASING SERVICES**

We specialize in office, retail, and creative space.

### **ADVISORY SERVICES**

Asset management - We provide a comprehensive real estate investment analysis to maximize the investment return by determining if the asset should be sold, refinanced, renovated, or held.

### **MARKET RESEARCH**

We have access to the latest commercial real estate information and trends that are essential in making informed decisions. This includes researching and analyzing competitive properties, prevailing market conditions, and building occupancy.

### **COMMERCIAL INVESTMENT SERVICES**

At Compass Commercial, our focus is to provide clients with comprehensive and superior, trustworthy services. This full spectrum of value-added services, from market research to ongoing advisory services, is offered to all commercial property types including multi-family, office, retail, industrial, land and development investments.

Our services go much further than purchasing or selling an asset. Working with clients, we identify their real estate investment goals and work side by side to build a strategic real estate investment plan.

## Disclaimer

The information contained in the offering is confidential, furnished solely for the purpose of review by a prospective purchaser of the subject property. The material is based in part upon information supplied and in part upon information obtained by Compass Commercial from sources it deems reasonably reliable. No warranty or representation, expressed or implied, is made by the owner, Compass Commercial, or any of their respective affiliates, as to the accuracy or completeness of the information contained herein or any other written or oral communication transmitted to a prospective purchaser in the course of its evaluation of the Property. No legal liability is assumed or to be applied in connection with the information or such other communications. Without limiting the generality of the foregoing, the information shall not be deemed a representation of the state of affairs of the subject property or constitute an indication that there has been no change in the business or affairs of the subject property since the date of preparation of the information. Prospective purchasers should make their own projections and conclusions without reliance upon the materials contained herein and conduct their own independent due diligence, including engineering and environmental inspections, to determine the condition of the Property and the existence of any potentially hazardous material located at the site.

The Offering Memorandum was prepared by Compass Commercial. It contains select information pertaining to the subject property and does not purport to be all inclusive or to contain all of the information which a prospective purchaser may desire. All financial projections are provided for general reference purposes only and are based on assumptions relating to the general economy, competition and other factors beyond control and, therefore, are subject to material change or variation. An opportunity to inspect the subject property will be made available to qualified prospective purchasers. In the Offering certain documents and other materials are described in summary form. The summaries do not purport to be complete nor, necessarily, accurate descriptions of the full agreements involved, nor do they constitute a legal analysis of such documents. Interested parties are expected to independently review all documents.

The Offering is subject to prior placement, errors, omissions, changes or withdrawal without notice and does not constitute a recommendation, endorsement or advice as to the value of the Property by Compass Commercial or the owner. Each prospective purchaser is to rely upon its own investigation, evaluation and judgment as to the advisability of purchasing the subject property described herein.

The owner and Compass Commercial expressly reserve the right, at their sole discretion, to reject any or all expressions of interest or offer to purchase the subject property and/or to terminate discussions with any party at any time with or without notice. The owner shall have no legal commitment or obligation to any interested party reviewing the Offering or making an offer to purchase the subject property unless a written agreement for the purchase of the subject property has been fully executed and delivered by the owner and such party and any conditions to the owner's obligations there under have been satisfied or waived and then only to the extent expressly provided for therein. Compass Commercial is not authorized to make any representations or agreements on behalf of the owner.



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