

22357 PACIFIC COAST HWY

OFFERING MEMORANDUM | MALIBU, CA 90265



Exclusively Listed By:

DAVID SAGHIAN

President of The Saghian Group

310.401.1559

Lyon Stahl

dsaghianelyonstahl.com

LIC N° 01992252



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Investment Summary

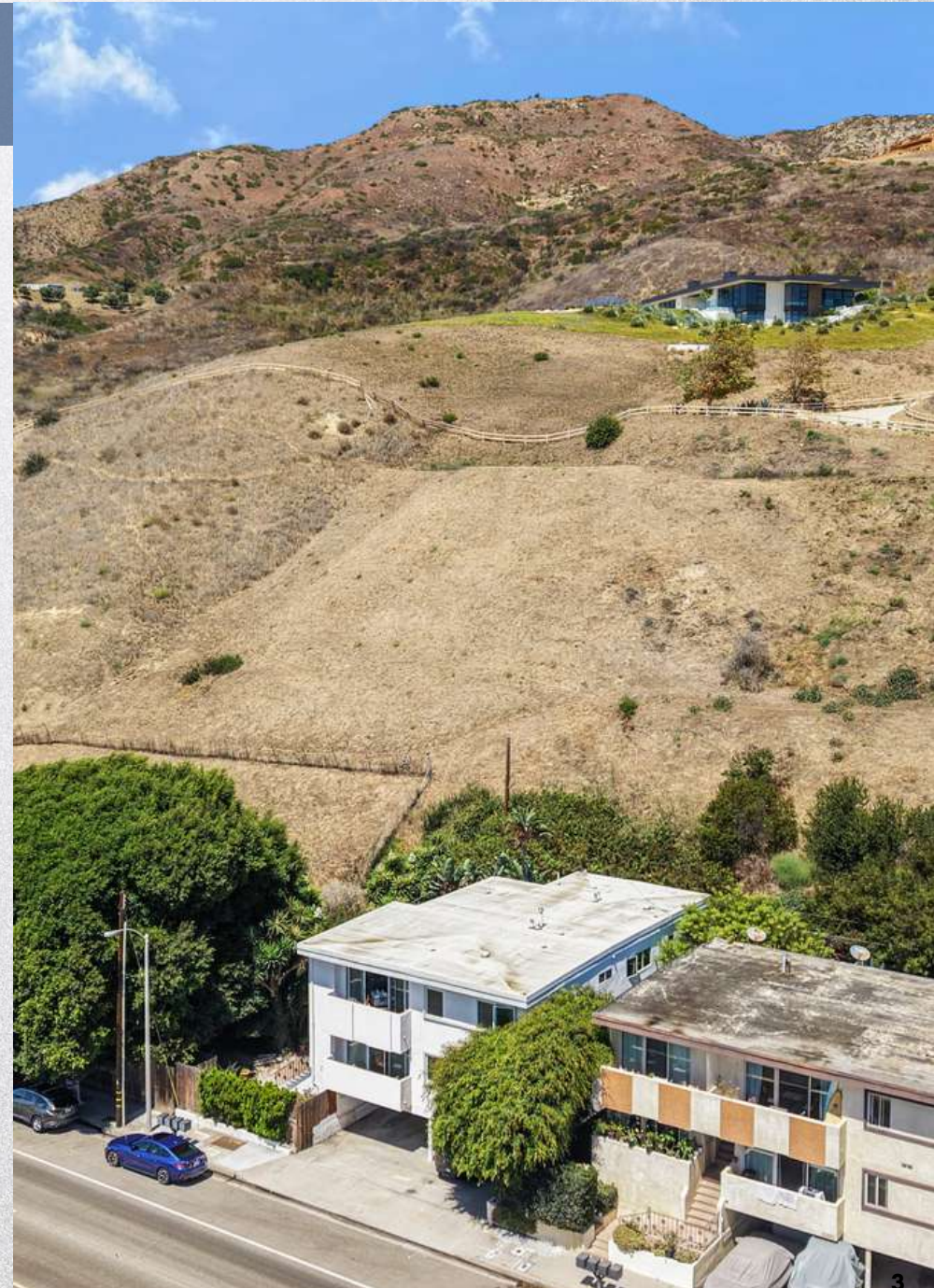
THE OFFERING

22357 Pacific Coast Highway presents a rare four-unit investment opportunity in prime Malibu, ideally positioned just steps from the beach and minutes from some of the area's most sought-after dining, shopping, and lifestyle destinations, including Nobu Malibu and Cross Creek Ranch.

The property is fully furnished and features an attractive unit mix consisting of two (2) two-bedroom, two-bathroom units and two (2) one-bedroom, one-bathroom units. With statewide rent control applicable in Malibu, the property offers investors an opportunity to own a well-located multifamily asset in one of Southern California's most supply-constrained coastal markets.

Multifamily properties of this size rarely become available in Malibu, with only four multifamily transactions of fewer than 16 units occurring over the past four years. The area's historically low turnover and significant barriers to new supply further enhance the long-term value of the offering.

In addition to its investment appeal, 22357 Pacific Coast Highway may present an exceptional owner-user opportunity, with the potential to utilize residential financing while enjoying the benefits of living in Malibu and generating income from the remaining units.



Address	22357 Pacific Coast Hwy, Malibu, CA 90265
No. of Units	4
Building SF	3,558 SF
Lot Size	7,881 SF
Year Built	1961
Price	\$3,150,000
Price/Unit	\$787,500
Price/SF	\$885
NOI	\$138,955
Gross Income	\$207,912
Cap Rate	4.41%
GRM	15.15





22357 Pacific Coast Highway Investment Highlights

- **Rare four-unit trophy asset in Malibu's highly supply-constrained multifamily market**
- **Attractive unit mix consisting of two spacious 2-bedroom/2-bath units of approximately 1,100 square feet and two 1-bedroom/1-bathroom units of approximately 700 square feet**
- **Fully renovated residences featuring premium finishes throughout**
- **Eight on-site parking spaces configured as four tandem spaces**
- **Ideally located along Pacific Coast Highway near Nobu, Cross Creek Ranch, Malibu Sands Shopping Center, and an array of premier dining, shopping, and entertainment destinations**
- **Exceptional scarcity, with only four multifamily properties under 16 units trading in Malibu during the past four years**
- **Originally built in 1961 and situated on an approximately 7,883-square-foot lot, the property has undergone extensive improvements, including upgrades to the roof, plumbing, and other major building systems**
- **All units are delivered fully furnished, providing a turnkey opportunity for the new ownership and minimizing upfront furnishing costs**
- **Subject to Statewide Rent Control (AB 1482) — Not Subject to Los Angeles RSO**

Transportation in 90265

Very walkable

51/100

Good Transit

10/100

Very Bikeable

80/100



22357 Pacific Coast Highway

Price	\$3,150,000
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# of Units	4
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Unit Mix	2 - 2BR/2BA 2 - 1BR/1BA
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Year Built	1961
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Building Size	3,558 SF
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Zoning	LCR3
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Price/Unit	\$787,500
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Price/SQFT	\$885
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Assessor's Parcel #	4452-024-015
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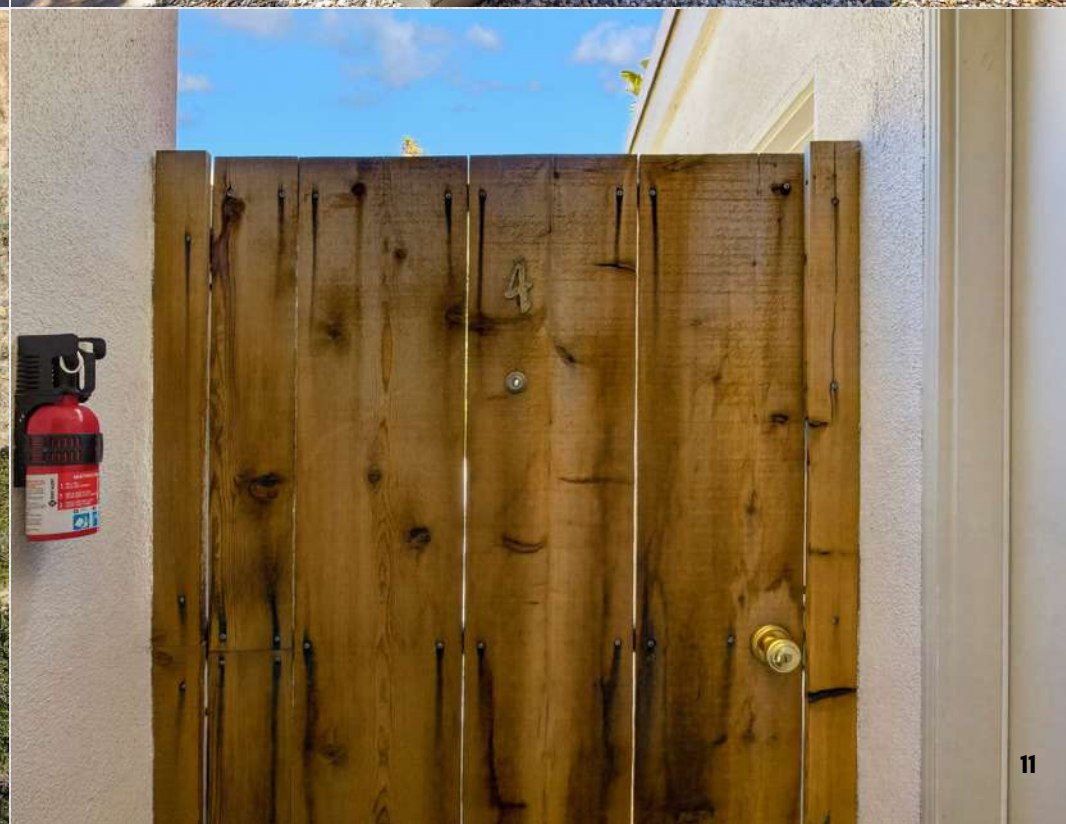
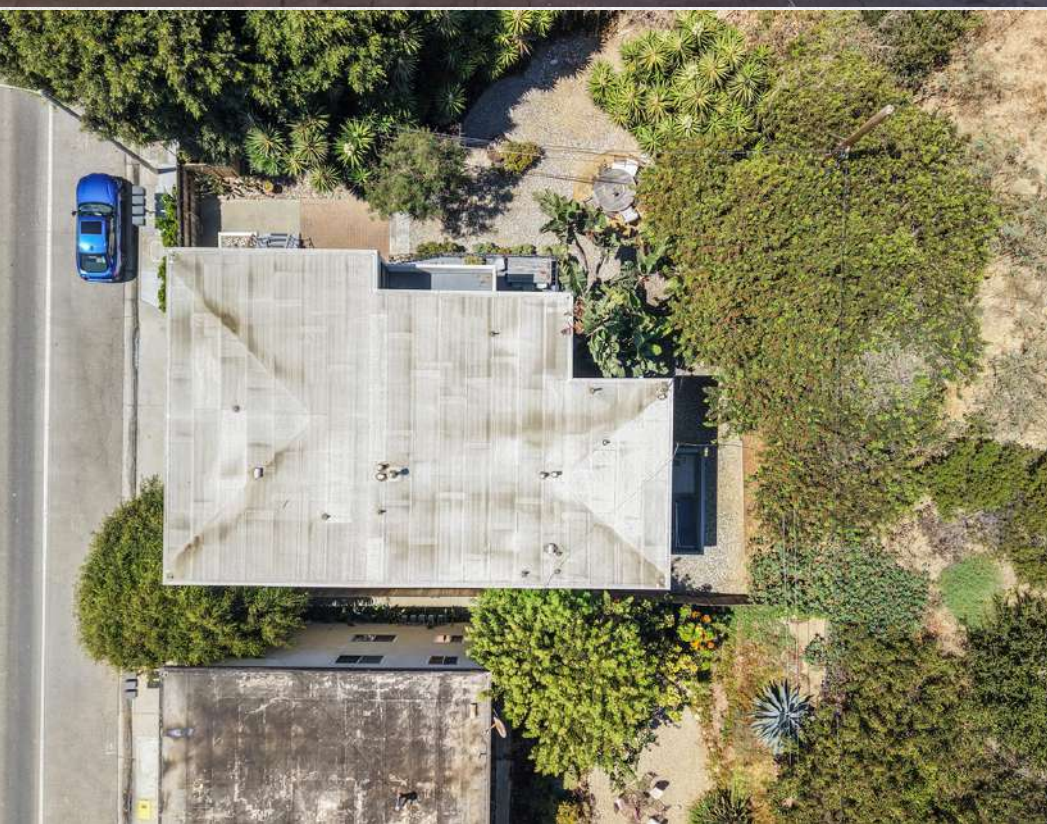
Cross Streets	Pacific Coast Highway
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Rent Roll

Unit	Occupancy	Unit Type	Approx. Unit SQFT	Current Rent		Market Rent		Loss to Lease	Notes
				Monthly Rent	Rent/SQFT	Monthly Rent	Rent/SQFT		
1	Occupied	2BR/2BA	1,100	\$4,620	\$4.20	\$5,500.00	\$5.00	\$880	W/D In Unit Eligible for Rent Increase 5/1/27
2	Occupied	2BR/2BA	1,100	\$5,000	\$4.55	\$5,500.00	\$5.00	\$500	W/D In Unit
3	Vacant	1BR/1BA	700	\$4,250	\$6.07	\$4,250.00	\$6.07	\$0	W/D In Unit Vacant
4	Occupied	1BR/1BA	700	\$3,456	\$4.94	\$4,250.00	\$6.07	\$794	W/D In Unit Eligible for Rent Increase 3/1/27
Total # of Units	# of Units Occupied	OCC%	Total Approx. SQFT	Total Current Rent	Avg Rent/SQFT	Total Market Rent	Avg Rent/SQFT	Loss-to-lease	
4	3	75%	3,600	\$17,326.00	\$4.94	\$19,500	\$5.54	\$2,174	

Monthly Rental Income	\$17,326	\$19,500
Total Monthly Income	\$17,326	\$19,500
Total Scheduled Gross Income	\$207,912	\$234,000

Upside	13%
Market GRM	13.46
Market Cap Rate	5.20%

Financial Summary

22357 Pacific Coast Highway

Building Data	
# of Units	4
Year Built	1964
Building size (SQFT)	3,558 SF
APN	4452-024-015
Financial Indicators	
Price	\$3,150,000
Down (55%)	\$1,739,504
Current Cap	4.41%
Price/Unit	\$787,500
Price/Gross SQFT	\$885
Current GRM	15.15

Income Analysis	Current	Market
New Property Taxes	\$39,375	\$39,375
Vacancy (3%)	\$6,237	\$7,020
Property Insurance	\$4,378	\$4,378
Fire Insurance	\$8,011	\$8,011
Trash (Est)	\$720	\$720
Utilities (LAC Waterworks + Gas)	\$3,336	\$3,336
Repair and Maintenance (Est)	\$3,000	\$3,000
Cleaning & Gardening	\$2,400	\$2,400
Pest Control	\$1,500	\$2,000
Expenses:	\$62,720	\$63,220
%	31.10%	27.85%
Scheduled Gross Income	\$207,912	\$234,000
Effective Gross Income	\$201,675	\$226,980
Net Operating Income	\$138,955	\$163,760

Financial Assumptions

22357 Pacific Coast Highway

Price Per Unit	\$787,500
Price Per Net Bldg SF	\$885
Actual GRM	15.15
Actual Capitalization Rate	4.41%
Price	\$3,150,000
Down Payment	\$1,739,504
First Trust Deed	\$1,410,496
Interest Rate/Terms	6.25%
% Down	55%
Net Operating Income	\$138,955
Less Loan Payments	\$81,104
Cash Flow (Pre-Tax)	\$57,851
Return on Down Payment	3.33%

*EXPENSES, INCOME AND OTHER INFORMATION MUST BE VERIFIED AND ANY INTERESTED PARTY MUST COMPLETE THEIR OWN INVESTIGATIONS.



ANNUAL OPERATING EXPENSES	Current	Market
New Property Taxes	\$39,375	\$39,375
Vacancy (3%)	\$6,237	\$7,020
Property Insurance	\$4,378	\$4,378
Fire Insurance	\$8,011	\$8,011
Trash (Est)	\$720	\$720
Utilities (LAC Waterworks + Gas)	\$3,336	\$3,336
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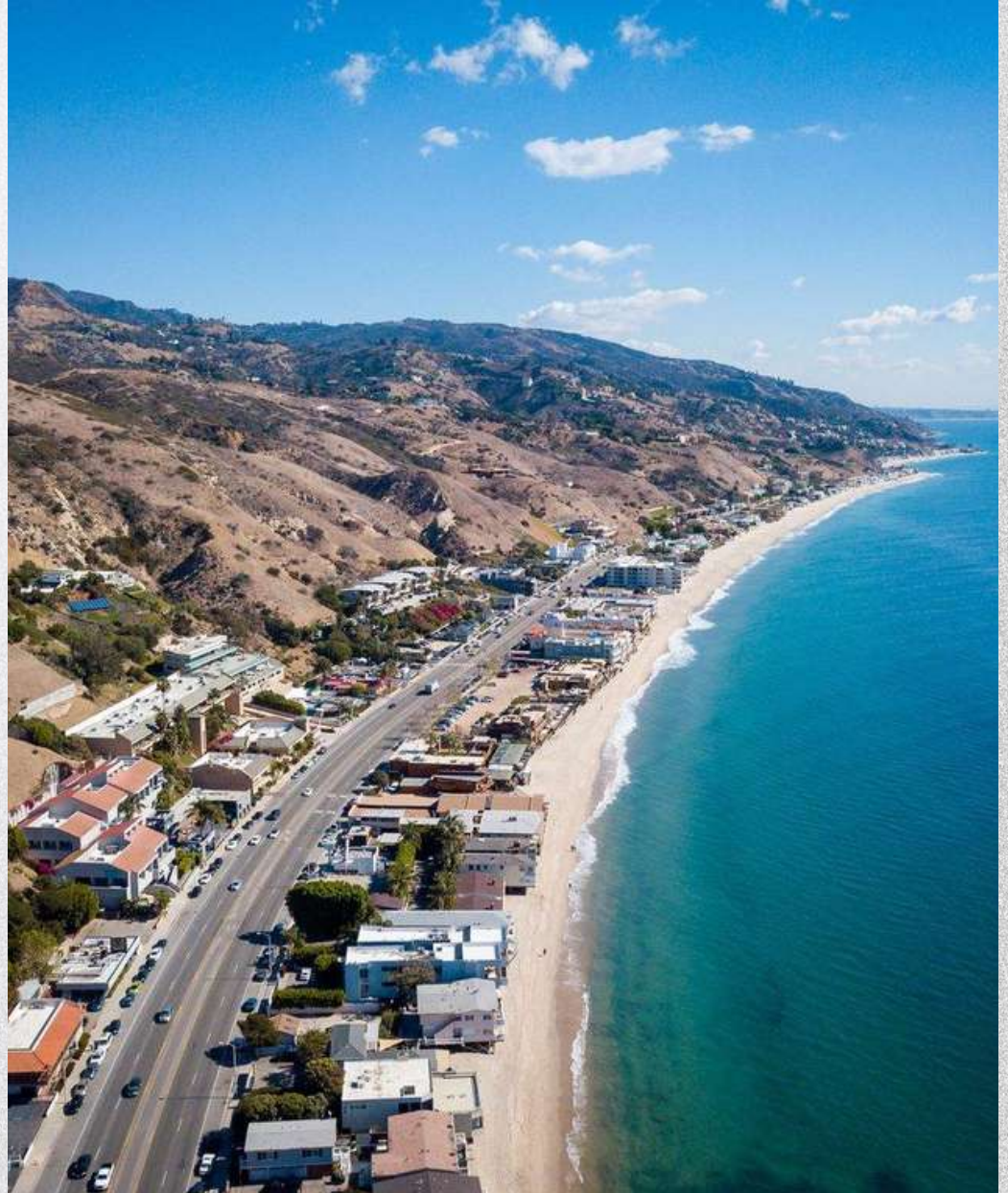
Malibu, CA – Market Overview

Malibu is one of Southern California's most prestigious coastal communities, stretching along the Pacific Ocean and offering a distinctive combination of oceanfront living, limited housing supply, natural beauty, and proximity to Los Angeles. Pacific Coast Highway serves as the community's primary transportation and commercial corridor, providing access to Santa Monica, the Westside, and the greater Los Angeles region.

The city maintains an affluent and highly educated demographic profile. Malibu's 2025 estimated population is approximately 9,574, while median household income is approximately \$194,421. About 68.6% of residents age 25 and older hold a bachelor's degree or higher, underscoring the community's high-income and professional resident base.

From a real estate perspective, Malibu is a high-barrier-to-entry luxury market characterized by scarce developable land, stringent development regulations, and substantial oceanfront premiums. As of mid-2026, median sold home prices were approximately \$4.3-\$4.7 million, while typical home values were approximately \$3.23 million. Individual submarkets—including Carbon Beach, Point Dume, Central Malibu, and Western Malibu—can command substantially higher values depending on ocean frontage, views, lot size, and location.

Malibu's lifestyle amenities are a major component of its residential appeal. Residents benefit from immediate access to beaches, surfing, hiking, coastal recreation, restaurants, boutique retail, and Pepperdine University, along with destinations such as Malibu Pier and the Malibu Country Mart. These amenities, combined with the community's low-density character and approximately 21-mile coastline, reinforce Malibu's international reputation as a premier coastal residential market.



Demographics (90265)



Population
15,918



Square Miles
111



Population
Density
143.4 people per
square mile



Total
Households
6,900



Average Adjusted
Gross Income
\$1,232,78



Unemployment
Rate
5.2%



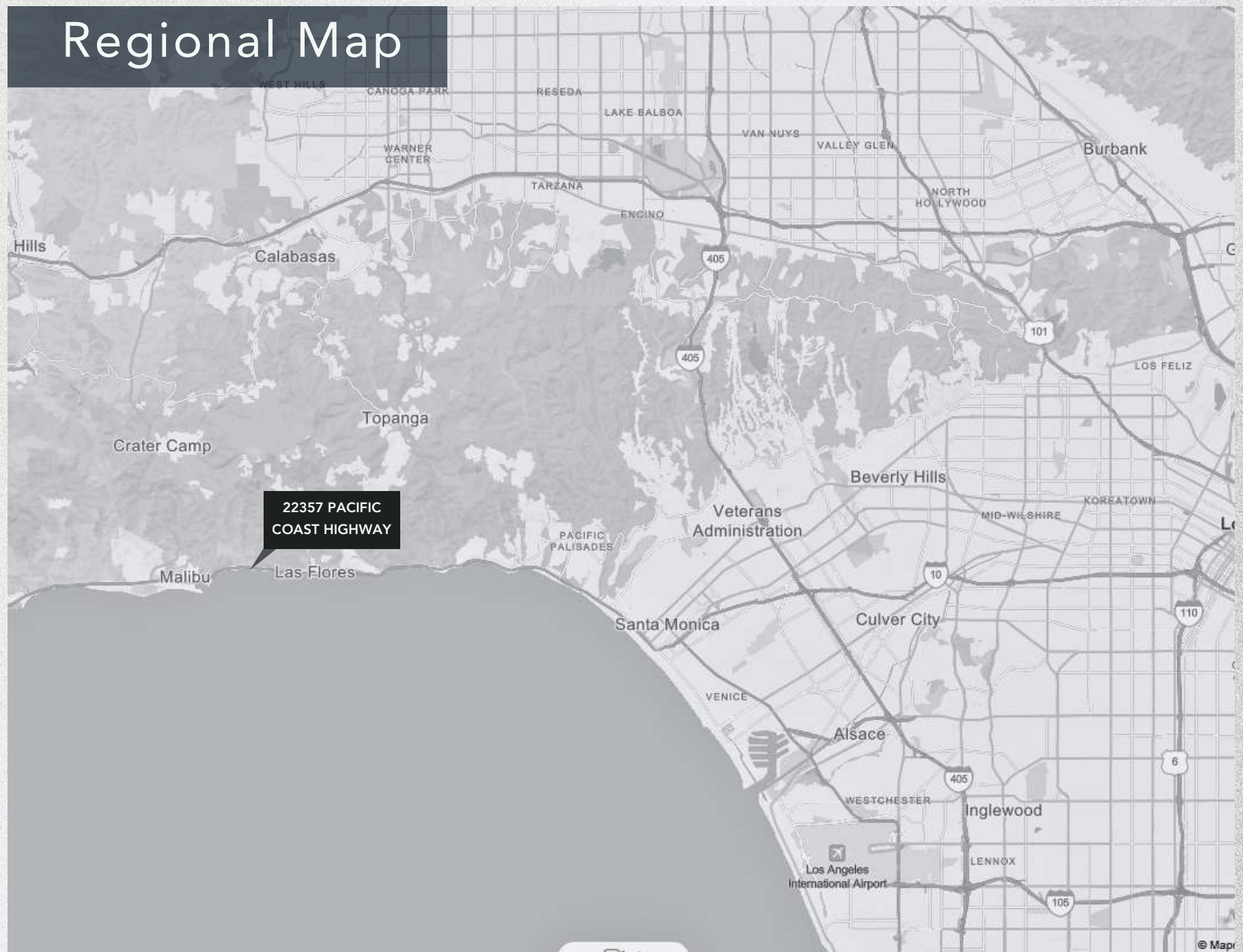
Median Household
Income
\$196,742



% High Income
Households
33.5%

**All information gathered from the most
recent United States Census data*

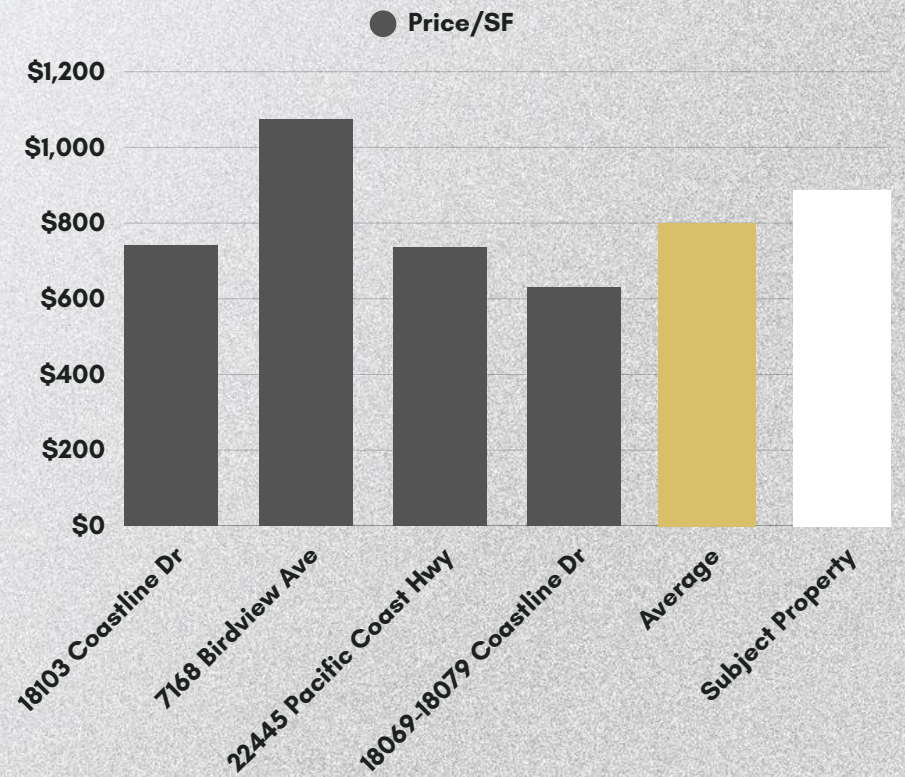
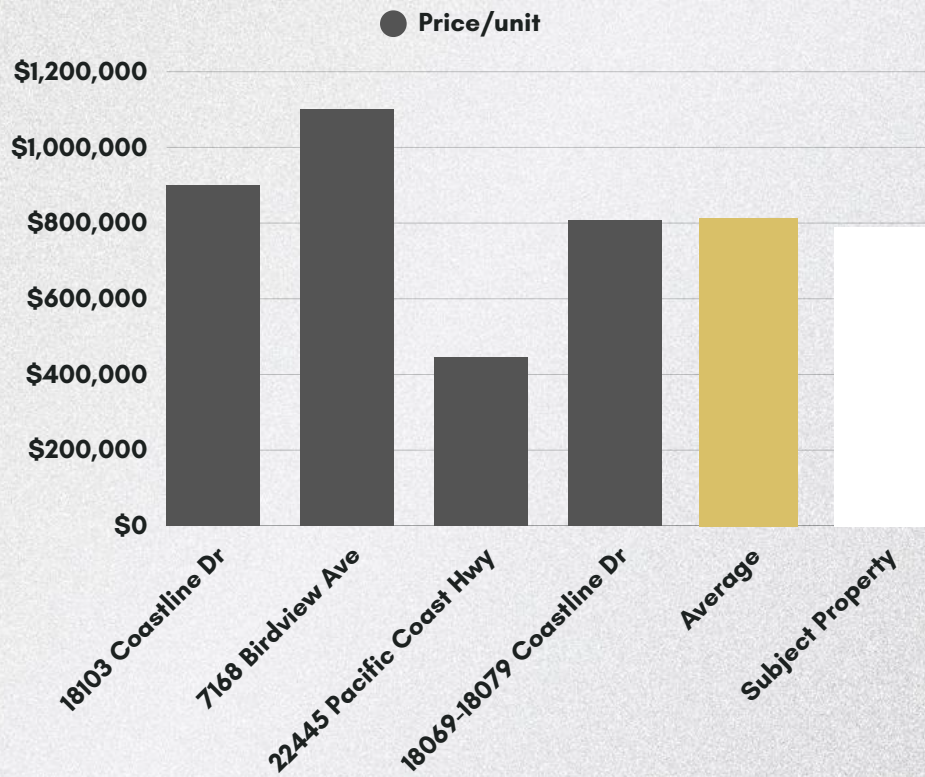
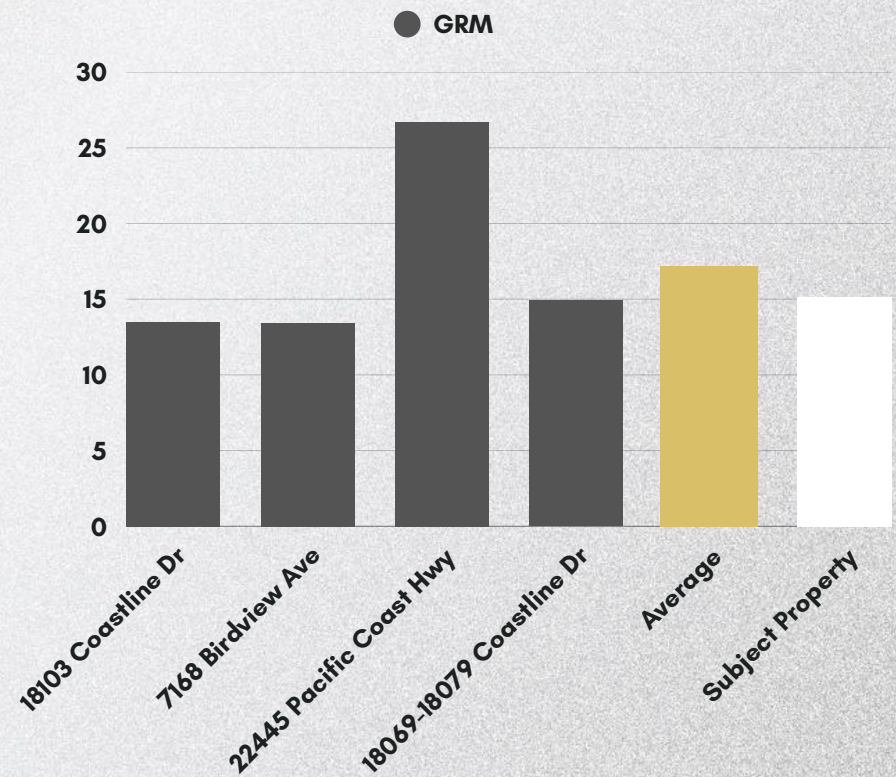
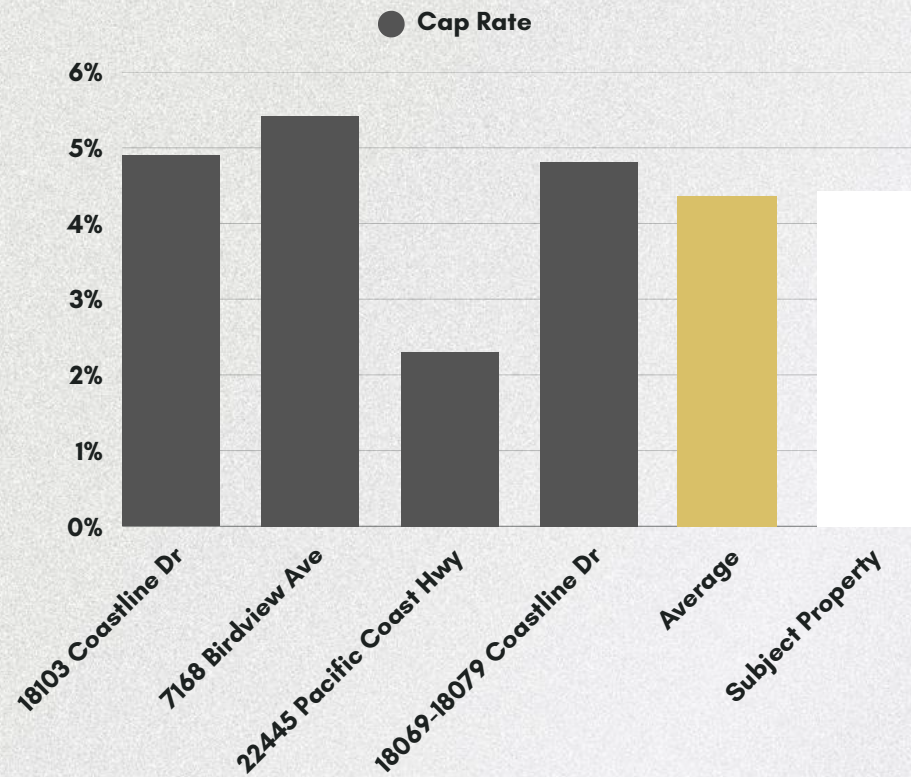
Regional Map



SALE COMPARABLES

22357 PACIFIC COAST HIGHWAY

	Property	Sold Date	# of units	Building SF	Sale Price	PPU	PPSF	GRM	Cap Rate	Year Built
01	 18103 W COASTLINE DR Malibu, CA 90265	7/2/2026	4	4,858	\$3,600,000	\$900,000	\$741	13.5	4.90%	1967
02	 7168 BIRDVIEW AVE Malibu, CA 90265	6/13/2026	3	3,074	\$3,300,000	\$1,100,000	\$1,074	13.41	5.42%	1961
03	 22445 PACIFIC COAST HWY Malibu, CA 90265	6/14/2024	13	7,890	\$5,800,000	\$446,154	\$735	26.7	2.30%	1955
04	 18069 W COASTLINE DR Malibu, CA 90265	5/1/2024	16	20,516	\$12,900,000	\$806,250	\$629	14.92	4.81%	1967
						Average	\$813,101	\$795	17.13	4.36%
SP	 22357 PACIFIC COAST HWY Malibu, CA 90265		4	3,558	\$3,150,000	\$787,500	\$885	15.15	4.41%	1961





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dsaghian@lyonstahl.com

LIC N°01992252

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