

**DEVELOPMENT
OPPORTUNITY - 13 CONDO
UNITS (4 LOW INCOME)**

Parcels

7201-021-035 & 7201-021-036

Signal Hill, California 90755



Offering Memorandum

Listed Exclusively by

Greg Ernst

DRE:01305906

GML Homes, Inc, DRE:02226548

562-253-4860

greg@gregernst.com



OVERALL PROJECT SUMMARY

Seller is an award winning Architecture Design - Build firm and will include Initial schematic plans within the price and full entitlement services can be added as part of sale price. Design is centered around prefabricated, modular component construction allowing each of the units to be factory made and stacked in place. Phase 1 and if required Phase 2 soil assessments would be a buyer responsibility. No active or previous oil wells are on-sites.

Project utilizes Senate Bill "SB 6" - Middle-Class Housing Act of 2022 to modify existing zoning limitations.

Projects maintain proximity to major transit stops within ½ mi, has utilities available on California Street and will be across the street from the recently approved 48 acre Willow Springs Park. Other nearby amenities include Applebee's, Starbucks, Home Depot and In-and Out all within ¼ mi.

Massive upside, with a total of 25 for sale units in Signal Hill (all three listings).

This O.M. is for lots 35 & 36, sold together.

Lots 35,36 - est \$3.2m construction cost, \$7-8m resale value, 13 Condo units

Lot 22 is available (in a separate listing), with development opportunities. Estimated \$1.4 million construction cost, \$3-4 million resale value, 6 condo units

Lot 18 is available (in a separate listing), with development opportunities. Estimated \$1.2m construction cost, estimated \$3-4m resale value, 6 condo units.

*Value estimates are speculative, and will depend on many factors, including market conditions, build quality, and time of completion.



PROJECT SUMMARY

This unimproved site is capable of being developed with 13 residential condo units using state bill AB 2011 to override local zoning ordinances in part by including 4 moderate income units. A date stamped SB 330 filing has already been made on these sites for residential development. Seller is an award winning Architecture Design - Build firm and will include Initial schematic plans within the price and full entitlement services can be added as part of sale price. Design is centered around prefabricated, modular component construction allowing each of the units to be factory made and stacked in place. Phase 1 and if required Phase 2 soil assessments would be a buyer responsibility. No active or previous oil wells are on-sites.

Parcels 35 & 36 are available together, and are located on a natural bluff with access from a yet to be developed "Columbia Street". The City of Signal Hill has indicated that this street would be made available to the developments. Projects maintain proximity to major transit stops within ½ mi, has utilities available on California Street and will be across the street from the recently approved 48 acre Willow Springs Park. Other nearby amenities include Applebee's, Starbucks, Home Depot and In-and Out all within ¼ mi.

Massive upside, with 13 saleable units in Signal Hill.

Lots 35,36 - est \$3.2m construction cost, \$7-9m resale value



Comparable Properties, Signal Hill Condominiums

Project units are “to be determined” by the developer, and no specific comparable properties exist for similar new construction in Signal Hill. However, these reports will show the active, pending, and sold condo units. Developer choices will impact values and eventual outcome.

Median price of 2-bedroom condo units in Signal Hill is **\$552,500**

A Comparative Market Analysis (CMA) of Signal Hill Condos has been created, and is accessible by using the links below, or by scanning the QR codes.

For the **web links**, full version of the CMA report, please see:

[TinyURL.com/SignalHillLotsLinks](https://tinyurl.com/SignalHillLotsLinks) or scan the top QR code.

For a **scrollable PDF** version of this report, please see:

[TinyURL.com/SignalHillLotsPDF](https://tinyurl.com/SignalHillLotsPDF) or scan the bottom QR code.



CMA, Links



CMA, in PDF format

Investment Highlights Lots 35,36

Purchase price, \$450,000

Total res condo units: 13

Finished units will be valued between \$500,000 and \$750,000.

Total estimated resale value: \$7-9m

SCOPE OF WORK

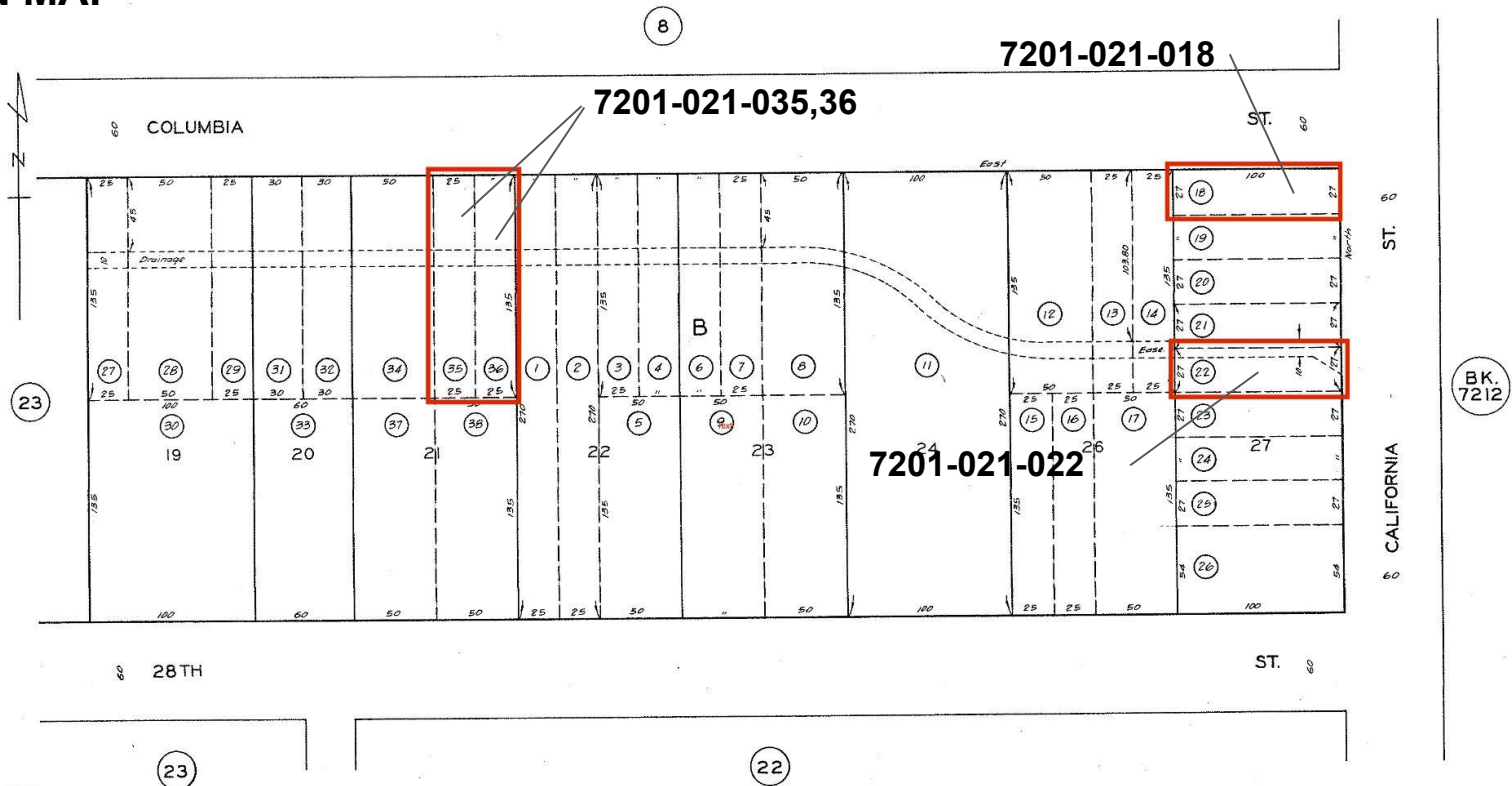
THIS PROPOSAL IS FOR THE CREATION OF A NEW 13,019 SF CONDO PROJECT WITH AN AFFORDABLE HOUSING COMPONENT WHICH INCLUDES 3 UNITS AS LOW INCOME RESTRICTED, 8 UNITS AS MARKET RATE AND 2 UNITS AS ADU ADDITIONS FOR A TOTAL OF 13 DWELLING UNITS. IN ADDITION THERE WILL BE A SINGLE COMMERCIAL ZONED CONDO OFFICE. UNITS ARE MODULAR TYPE OF CONSTRUCTION WITH OF TYPE 2A CONSTRUCTION FOR A TOTAL OF 4 FLOORS AND A 5TH LEVEL DECK. AMMENITIES INCLUDE 699 SF COMMUNITY SPACE ROOFTOP DECK, ONE ADA PARKING, ONE EV PARKING AND TWO STANDARD PARKING FOR A TOTAL OF FOUR PARKING SPACES PROVIDED ON-SITE IN ADDITION TO 20 BIKE PARKING LOCKERS. PROJECT IS WITHIN 1/2 MI OF MAJOR TRANSIT STOPS AT ATLANTIC.

UNIT COMPOSITION AS FOLLOWS:

UNIT TYPE 'A' (1069 SF) - MANAGERS OFFICE
UNIT TYPE 'A' (1069 SF) - ONE UNIT, 2 BEDROOM
UNIT TYPE 'B' (335 SF) - FOUR UNITS, STUDIO
UNIT TYPE 'C' (781 SF) - FOUR UNITS, 2 BEDROOM
UNIT TYPE 'D' (836 SF) - FOUR UNITS, 2 BEDROOM



LOT LOCATION MAP



CODE
5674

MOUNTAIN MEADOW TRACT M.B. 8-131

FOR PREV. ASSMT SEE:
7207 - 20 & 21

ASSESSOR'S MAP
COUNTY OF LOS ANGELES, CALIF.

BK.
7212

Site Analysis

Project Summary:

APN: 7207-021-35 & 7207-021-36

ZONING: CO

CONSTRUCTION TYPE: VA OCCUPANCY: R-2

COMBINED LOT AREA: 6,750 SF FIRE SPRINKERS: YES

Scope: PROPOSED CONSTRUCTION WOULD INCLUDE A NEW 4 STORY, 9,000 SF TYPE VB OF A 11 DWELLING UNIT APARTMENT BUILDING WITH 27% AS LOW INCOME (3 UNITS) AND A SEPARATE THREE STORY OFFICE BUILDING WITH A TOTAL OF 2,400 SF BUILT AREA. A TOTAL OF 8 PARKING SPACES ARE PROVIDED WITH ONE ADA, ONE EV AND 6 STANDARD.

½ Mi. from major transit station on Atlantic as defined by b) of Section 21155

More than 10% affordable housing per SB35, Streamline Approval process requested

Includes 27% low income housing (Low Income Level), two concessions requested:

The number of required incentives or concessions is based on the percentage of affordable units in the project:

NO. OF INCENTIVES/ CONCESSIONS	VERY LOW INCOME PERCENTAGE	LOWER INCOME PERCENTAGE	MODERATE INCOME PERCENTAGE
1	5%	10%	10%
2	10%	17%	20%
3	15%	24%	30%
4	100% Low/Very Low/Mod (20% Moderate allowed)	100% Low/Very Low/Mod (20% Moderate allowed)	100% Low/Very Low/Mod (20% Moderate allowed)

TWO INCENTIVES REQUESTED FOR DENSITY AND REAR YARD SETBACK

CURRENT ZONING: CO

PER SB6 RESIDENTIAL USE ALLOWED IN CO ZONE IF FOLLOWING CONDITIONS MET:

- 1) DENSITY MEETS OR EXCEEDS APPLICABLE DENSITY
- 2) ZONING STANDARDS FOR CLOSEST RESIDENTIAL USE PROVIDED
- 3) COMPLIES WITH LOCAL REQUIREMENTS FOR A PACEL
- 4) NOT MORE THAN 1/3 ADJACENT TO INDUSTRIAL USE AS APPROVED PRIOR TO JAN 1,2022

ALLOWABLE DENSITY:

CLOSEST HIGH DENSITY RESIDENTIAL USE:

ORANGE BLUFF (28TH, ORANGE)

LAND USE DISTRICT 1.4

APPROVED DENSITY: 35-45 DU / AC (965 SF / DU) 48' HT LIMIT

RESIDENTIAL DENSITY BONUS per AB 2334

PROJECT PROVIDES 27% LOW INCOME (2 UNITS) = 50%

RESIDENTIAL DENSITY BONUS

PROJECT PROVIDES 27% LOW INCOME > 24% (3 UNITS) = 50%

6.973 X 50% BONUS = 10.45 DU (ROUNDED UP) = 11

ALLOWABLE DU PER 6,750 SF.

FAR

TOTAL ALLOWABLE FAR: 4.0

TOTAL FAR: BUILT AREA (11,500) / LOT AREA (6,750 SF) = 1.7 FA

OPEN AREA REQUIRED

25% OF LOT AREA: 1,687.5 SF REQUIRED

441 SF GROUND AREA PROVIDED

1450 SF ROOF DECK PROVIDED

1,891 SF PROVIDED, 1,687 SF REQUIRED

PARKING

(PER AB2097) 0 PARKING REQUIRED, MEETS CRITERIA

- 1) NO IMPACT
- 2) FEWER THAN 20 UNITS
- 3) PROVIDES EV AND ADA PARKING

TOTAL DU – 11

TOTAL PARKING REQ'D: 0

TOTAL PARKING PROVIDED: 8

SETBACKS

REQ'D SIDE YARD SETBACK: 4'-5" (10% LOT WIDTH)

PROVIDED SIDE YARD SETBACK: 5'-0"

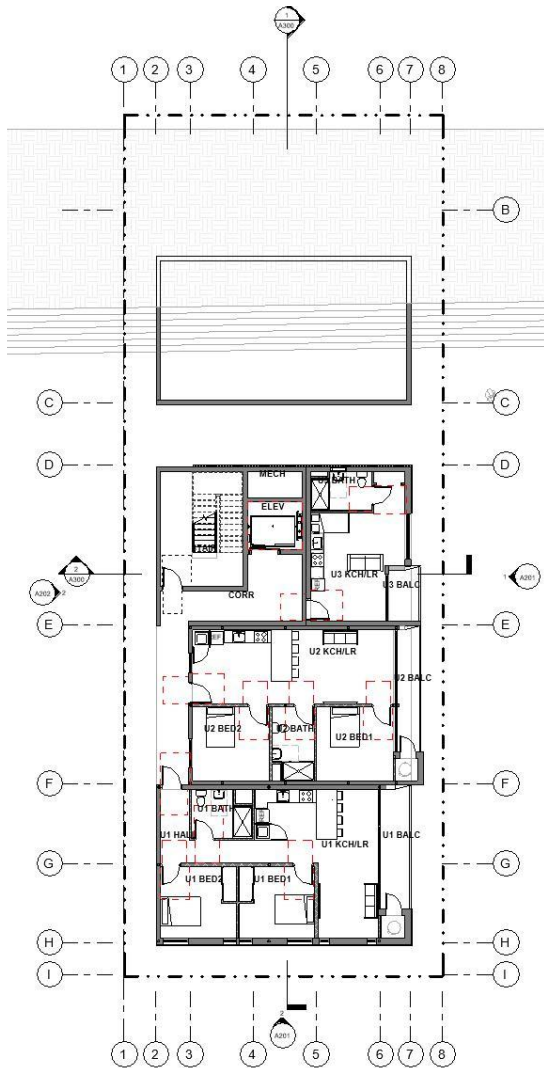
REQ'D FRONT YARD SETBACK: 15'-0"

PROVIDED FRONT YARD SETBACK 15'-0"

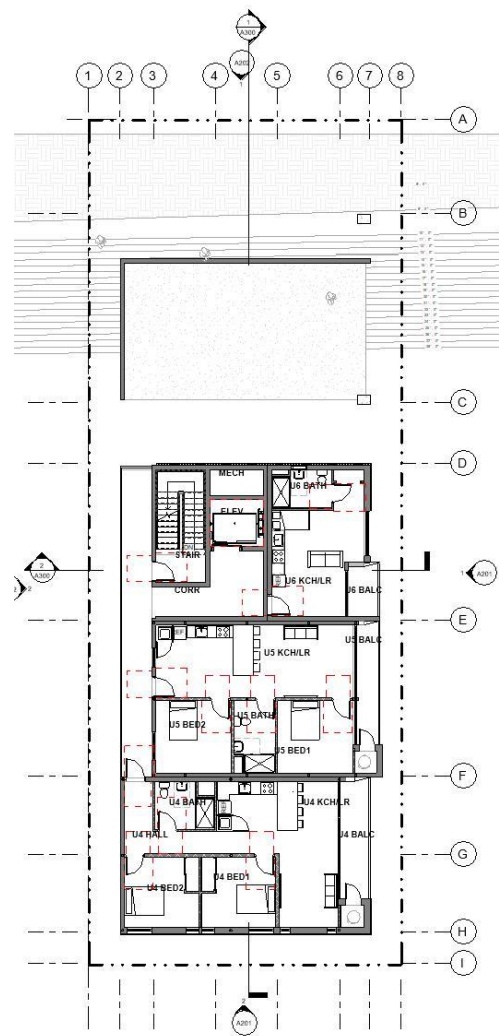
REQ'D REAR YARD SETBACK: 15'-0"

PROVIDED REAR YARD SETBACK (6'-0") *INCENTIVE REQUESTED*

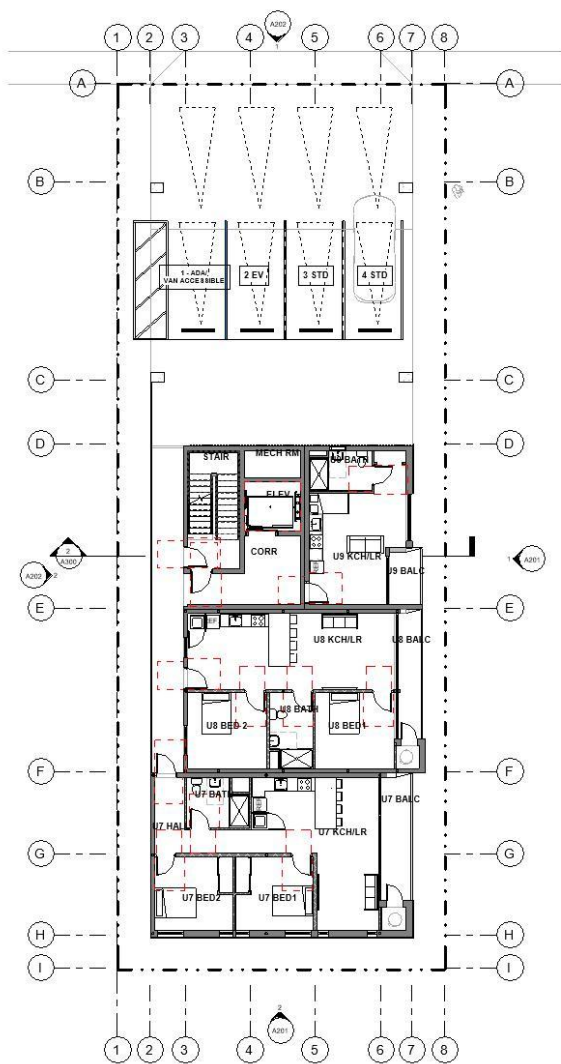
Lots 35.36
First Floor Plan



Lots 35.36
2nd Floor Plan



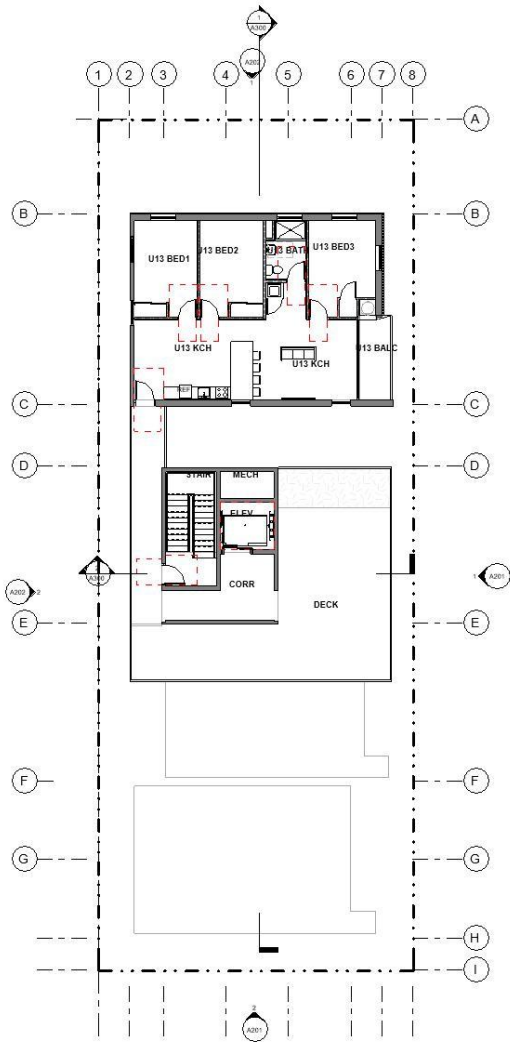
Lots 35.36
3rd Floor Plan



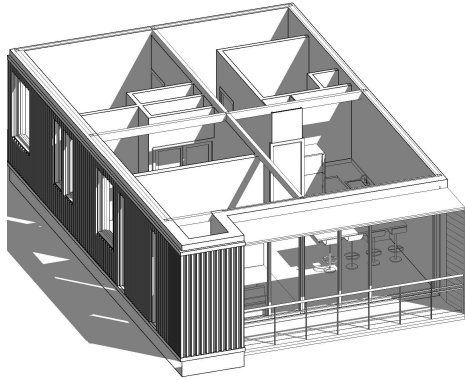
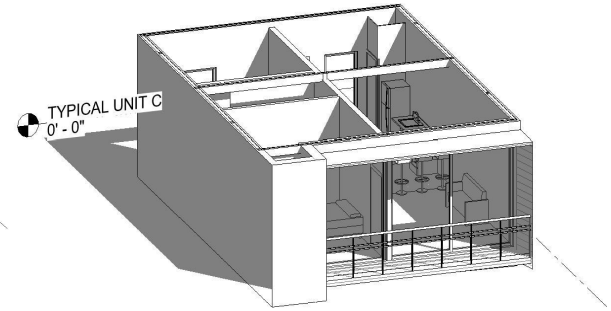
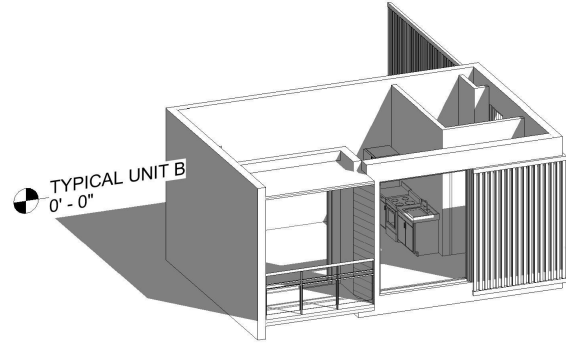
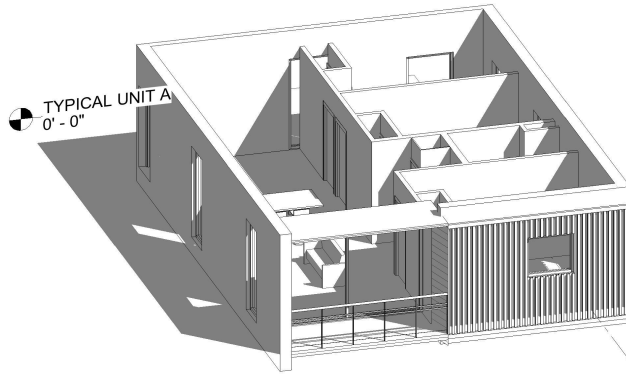
Lots 35.36
4th Floor Plan



Lots 35.36
5th Floor Plan



Lots 35,36 Prefabricated modular construction units, typ. of 13



Lots 35,36 site photos



Lots 35,36 3d Rendering



Lots 35,36 3d Rendering

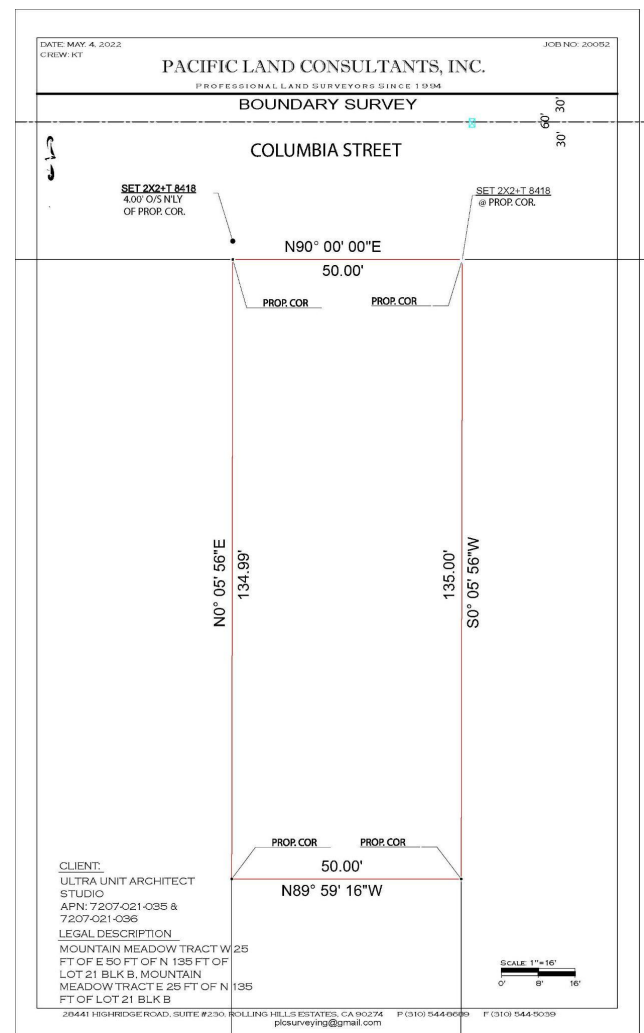


Lots 35.36

Unit areas

Room Schedule					
UNIT	Level	Name	Comments	Area	MODULE TYPE
DECK	LEVEL 5A	DECK		827 SF	
DECK: 1				827 SF	
O1	LEVEL 4A	O1 CONF		486 SF	TYPE A
O1	LEVEL 4A	O1 OFFICE2		152 SF	
O1	LEVEL 4A	O1 OFFICE1		152 SF	
O1	LEVEL 4A	O1 BATH		54 SF	
O1	LEVEL 4A	O1 OFFICE3		161 SF	
O1: 5				1004 SF	
U1	LEVEL 1A	U1 BED2		133 SF	TYPE D
U1	LEVEL 1A	U1 BED1		133 SF	
U1	LEVEL 1A	U1 KCHLR		332 SF	
U1	LEVEL 1A	U1 HALL		86 SF	
U1	LEVEL 1A	U1 BATH		72 SF	
U1: 5				759 SF	
U2	LEVEL 1A	U2 BED2		139 SF	TYPE C
U2	LEVEL 1A	U2 BED1		139 SF	
U2	LEVEL 1A	U2 KCHLR		356 SF	
U2	LEVEL 1A	U2 BATH		76 SF	
U2: 4				709 SF	
U3	LEVEL 1A	U3 KCHLR	LOW INCOME	258 SF	TYPE B
U3	LEVEL 1A	U3 BATH	LOW INCOME	56 SF	
U3: 2				313 SF	
U4	LEVEL 2A	U4 KCHLR		332 SF	TYPE D
U4	LEVEL 2A	U4 BATH		72 SF	
U4	LEVEL 2A	U4 HALL		86 SF	
U4	LEVEL 2A	U4 BED2		133 SF	
U4	LEVEL 2A	U4 BED1		133 SF	
U4: 5				759 SF	
U5	LEVEL 2A	U5 KCHLR	ADU	356 SF	
U5	LEVEL 2A	U5 BED2	ADU	139 SF	
U5	LEVEL 2A	U5 BATH	ADU	76 SF	
U5	LEVEL 2A	U5 BED1	ADU	139 SF	
U5: 4				709 SF	
U6	LEVEL 2A	U6 KCHLR	LOW INCOME	258 SF	TYPE B
U6	LEVEL 2A	U6 BATH	LOW INCOME	56 SF	
U6: 2				313 SF	
U7	LEVEL 3A	U7 BED2		133 SF	TYPE D
U7	LEVEL 3A	U7 BED1		133 SF	
U7	LEVEL 3A	U7 KCHLR		332 SF	
U7	LEVEL 3A	U7 BATH		72 SF	
U7	LEVEL 3A	U7 HALL		86 SF	
U7: 5				759 SF	
U8	LEVEL 3A	U8 BED1		139 SF	TYPE C
U8	LEVEL 3A	U8 BATH		76 SF	
U8	LEVEL 3A	U8 BED 2		139 SF	
U8	LEVEL 3A	U8 KCHLR		356 SF	
U8: 4				709 SF	
U9	LEVEL 3A	U9 KCHLR	LOW INCOME	258 SF	TYPE B
U9	LEVEL 3A	U9 BATH	LOW INCOME	56 SF	
U9: 2				313 SF	
U10	LEVEL 4A	U10 BED2		133 SF	TYPE D
U10	LEVEL 4A	U10 BED1		133 SF	
U10	LEVEL 4A	U10 HALL		88 SF	
U10	LEVEL 4A	U10 KCHLR		332 SF	
U10	LEVEL 4A	U10 BATH		72 SF	
U10: 5				759 SF	
U11	LEVEL 4A	U11 BED2		139 SF	TYPE C
U11	LEVEL 4A	U11 BATH		76 SF	
U11	LEVEL 4A	U11 BED1		139 SF	
U11	LEVEL 4A	U11 KCHLR		356 SF	
U11: 4				709 SF	
U12	LEVEL 4A	U12 KCHLR		258 SF	
U12	LEVEL 4A	U12 BATH		56 SF	
U12: 2				313 SF	
U13	LEVEL 5A	U13 KCH	ADU	483 SF	TYPE A
U13	LEVEL 5A	U13 BED1	ADU	152 SF	
U13	LEVEL 5A	U13 BED2	ADU	152 SF	
U13	LEVEL 5A	U13 BATH	ADU	54 SF	
U13	LEVEL 5A	U13 BED3	ADU	161 SF	
U13: 5				1002 SF	
Grand total: 55				9958 SF	

Lots 35.36 survey



Lots 35,36 Estimated resale

Lots 35,36 Construction estimate

Condo Estimated resale Value									
Unit #	Level	Area	Bed #	Bath #	BalconyADA	Description	per sf evaluation	Estimated resale value	
Unit 1	First	759 sf	2	1	85 sf	Compliant ADU unit	\$507,012.00	\$650,000.00	
Unit 2	First	709 sf	2	1	85 sf	Compliant ADU unit	\$402,570.20	\$650,000.00	
Unit 3	First	313 sf	studio	1	32 sf	Low Income restricted	\$209,084.00	\$300,000.00	
Unit 4	Second	759 sf	2	1	32 sf		\$507,012.00	\$650,000.00	
Unit 5	Second	709 sf	2	1	85 sf		\$473,612.00	\$650,000.00	
Unit 6	Second	313 sf	studio	1	32 sf	Low Income Restricted	\$209,084.00	\$300,000.00	
Unit 7	Third	759 sf	2	1	85 sf		\$507,012.00	\$650,000.00	
Unit 8	Third	709 sf	2	1	85 sf		\$473,612.00	\$650,000.00	
Unit 9	Third	313 sf	studio	1	32 sf	Low Income Restricted	\$209,084.00	\$300,000.00	
Unit 10	Third	759 sf	2	1	85 sf		\$507,012.00	\$650,000.00	
Unit 11	Fourth	709 sf	2	1	85 sf		\$473,612.00	\$650,000.00	
Unit 12	Fourth	313 sf	studio	1	32 sf		\$209,084.00	\$300,000.00	
Unit 13	Fourth	1002 sf	3	1	85 sf	Penthouse	\$669,336.00	\$850,000.00	
Office	Fourth	1004 sf	n/a				\$670,672.00	\$650,000.00	

Project resale estimate (per unit condo) \$7,900,000.00

Signal Hill historic Condo value

Median Listing Price: \$769,000.00 Per DU
Avg sale price per sf \$668.00 per SF

Project:	Lots 35,36				
	Subtotal Category	Multiplier	Sq. Ft.	Total	% of total cost
Land Cost	Land (cameron Equity)	400000			
	Closing costs	8000			
	Total Land Costs				\$408,000.00
	Total building Sq. Ft. Number of Units		13,019	14	
Hard Costs	Building construction	\$220.00		\$2,864,180.00	
	Parking Construction	\$45,000.00	1	\$45,000.00	
	Retail construction costs?			\$0.00	
	Construction Contingency				
	Subtotal				\$0.00
	General Conditions				\$0.00
	GC overhead				\$290,918.00
	GC management / profits				\$3,200,098.00
	Total Hard Costs				
Soft Costs	Architectural – SD, CD			\$96,002.94	
	Str Engineer			\$12,800.39	
	Survey			\$8,000.00	
	Mechanical, Electrical, Plumbing			\$5,120.16	
	Electrical			\$5,120.16	
	Plumbing			\$5,120.16	
	Civil engineering			\$9,600.29	
	Geotechnical Eng			\$4,800.15	
	Dry Utilities			\$6,720.21	
	Soils environmental			\$20,160.62	
	Soil management Plan			\$6,720.21	
	special inspections			\$1,600.05	
	Reproduction and Deliveries			\$4,800.15	
	LB Permit Fees			\$36,035.10	
	School Fees			\$58,585.50	
	City impact fees			\$84,000.00	
	Leasing, marketing & Signage			\$16,403.94	
N/A	Tenant Improvements			\$0.00	
	Brokerage Fees			\$0.00	
	Sales Gallery			\$0.00	
	Model renderings			\$0.00	
	Property taxes during construction			\$6,379.31	
	FF&E / owner supplied equipment			\$0.00	
	Carrying & Misc. Costs			\$0.00	
	Subtotal			\$387,969.32	
	Adjuster				
	Soft Cost Contingency			\$130,190.00	
	Total Soft Costs			\$518,159.32	
Project Costs			\$/SF		
	Total Land Costs			\$408,000.00	
	Total Hard Costs			\$3,200,098.00	
	Total Soft Costs			\$518,159.32	
	est street improvements			\$120,000.00	
	Total Project Costs			\$4,126,257.32	
Projected resale value	\$7,900,000.00			\$0.00 annual inc.	
Total Sale	\$7,900,000.00				
Total Profitability				\$3,773,742.68	



TARGET CVS pharmacy
DOLLAR TREE petco
Chick-fil-ee ROSS
secure-space
Starbucks Dunkin' IN-N-OUT BURGER

THE UPS STORE CVS pharmacy ARCO
SUBWAY STAPLES 7-ELEVEN
HARBOR FREIGHT Continental
QUALITY TOOLS LOWEST PRICES BATTERY SYSTEMS

Mobil
CIRCLE K

long beach
airport

VETERANS PARK

SUNNYSIDE
CEMETERY

RESERVOIR
PARK

Crossroads
COMMUNITY CENTER

LAKE BOBOLINKS
SEASIDE COLLEGE BOAT

MOTHER'S
CALIFORNIA MARKET

HOME
DEPOT

Burroughs
Elementary
School

FELLOWSHIP
PARK

Black Bear Diner
HOME OFFICE

COSTCO
WHOLESALE

MemorialCare

LAKE BOBOLINKS
SEASIDE COLLEGE BOAT

HILLTOP PARK

CALBRISIS
PARK

LAKE BOBOLINKS
SEASIDE COLLEGE BOAT

SIGNAL HILL PARK

SUBWAY ARCO Albertsons
Walgreens Carl's Jr. 7-ELEVEN
CVS pharmacy AutoZone
AT&T Pollo Loco metro
McDonald's Starbucks Dunkin' IN-N-OUT BURGER

PETROS Food 4 LESS QXO
SHERWIN-WILLIAMS CED EWING
MARTIN'S

Pertinent Links

<https://www.cityofsignalhill.org/321/Events>

<https://www.cityofsignalhill.org/717/Civic-Center-Master-Plan>

<https://www.cityofsignalhill.org/253/Economic-Development>

<https://signalhillchamber.org/#!event-list>

<https://www.cityofsignalhill.org/8/Departments>

<https://www.lbschools.net/>

<https://www.longbeach.gov/lgb>

<https://www.cityofsignalhill.org/98/Planning>

https://leginfo.legislature.ca.gov/faces/billNavClient.xhtml?bill_id=202120220AB2011

Demographics: Signal Hill, California, has a population of approximately 11,848, with a diverse racial and ethnic makeup including significant Hispanic and Asian populations. The median age is around 38.3 years, and the city has a high population density of about 5,412.5 inhabitants per square mile. Demographically, it is also characterized by a median household income higher than the Los Angeles area and a substantial percentage of its population living in rental housing.

Population and density

- Total population: 11,848 (2020 Census)
- Population density: 5,412.5 inhabitants per square mile
- Age: The median age is 38.3 years, with 20.3% of the population under 18 and 13.0% aged 65 or older.
- Gender: There are slightly more females than males, with a ratio of approximately 96 males per 100 females.

Households and income

- Households: There are approximately 4,561 households.
- Average household size: 2.57
- Household tenure: 63.8% of households are families.
- Median household income: Approximately \$100,466 (as of 2025)
- Housing: 51.5% of housing units are owner-occupied and 48.5% are renter-occupied.
- Homeownership rate: 46.4%

Exclusively Listed By:

Greg Ernst

greg@gregernst.com

562-253-4860

DRE:01305906

GML Homes, Inc.

DRE:02226548



DISCLAIMER

All materials and information received or derived from GML Homes, Inc., 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 GML Homes, Inc., its directors, officers, agents, advisors, or affiliates makes any representation or warranty, express or implied, as to accuracy or completeness of 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. GML Homes, Inc, 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. GML Homes, Inc. makes no warranties and/or representations regarding the veracity, completeness, or relevance of any financial data or assumptions. GML Homes, Inc. 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 modelling 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 GML Homes, Inc. in compliance with all applicable fair housing and equal opportunity laws.