

**10931 WEST PICO
BOULEVARD
LOS ANGELES**

**COLDWELL BANKER
COMMERCIAL**



NICHOLAS BORRELLI
COLDWELL BANKER COMMERCIAL
626.484.7975
nborrelli@nbcreinvestments.com
CaIRE# 01481673



TISHA JANIGIAN
SHE IS HOPE REALTY
818.447.7587
tisha@sheishoperealty.com
CaIRE# 01970391

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The Seller reserves the right to withdraw the Property being marketed at any time without notice, to reject all offers, and to accept any offer without regard to the relative price and terms of any other offer. Any offer to buy must be: (i) presented in the form of a non-binding letter of intent; (ii) incorporated in a formal written contract of purchase and sale to be prepared by the Seller and executed by both parties; and (iii) approved by Seller and such other parties who may have an interest in the Property. Neither the prospective buyer nor Seller shall be bound until execution of the contract of purchase and sale, which contract shall supersede prior discussions and writings and shall constitute the sole agreement of the parties. Prospective buyers shall be responsible for their costs and expenses of investigating the Property and all other expenses, professional or otherwise, incurred by them.



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10931
WEST PICO
LOS ANGELES



AERIALMAP OVERVIEW



Ucla

WILSHIRE HOLMBY CONDOS

ALLSAINTS

WESTFIELD CENTURY CITY

AVENUE OF THE STARS

CHEIVOT HILLS RECREATION CENTER

WEST LOS ANGELES

BEVERY HILLS

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WESTWOOD BLVD



UCLA RESEARCH PARK



THE APPLE PAN



10931 WEST PICO LOS ANGELES



PICO BLVD



10931 WEST PICO BOULEVARD LOS ANGELES

EXECUTIVE SUMMARY

Property Address: 10931 W Pico Blvd., Los Angeles, CA 90064

Year Built: 1948

NRSF: 6,000 SF

Price: \$2,950,000

Price Per Unit: \$491.67

Current Cap Rate: 5.36%

Pro Forma Cap Rate: 6.56%

Current GRM: 13.57

Pro Forma GRM: 11.38

Financing: \$2,000,000

LTV %: 67.80%

Interest Rate/Loan Constant: 6.90%/6.90%

Amortization Period: 30 yrs

Debt Service: \$138,000

Current Cash on Cash: 2.12%

Pro Forma Cash on Cash: 5.83%



PRIME WEST LOS ANGELES RETAIL INVESTMENT OPPORTUNITY

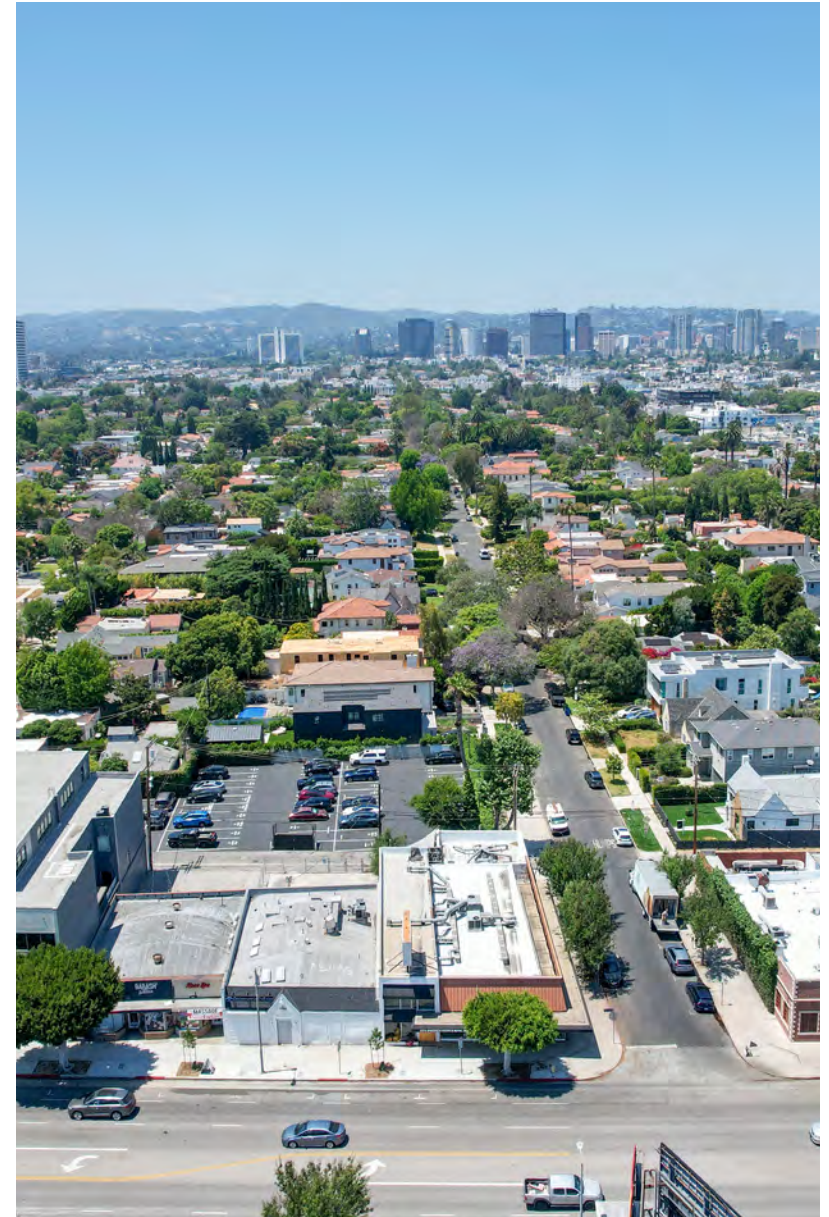
Strategically located along one of West LA's most heavily trafficked corridors, this $\pm 6,000$ SF multi-tenant retail building boasts floor-to-ceiling storefront windows and excellent street visibility with over 49,000 vehicles passing daily. The property is positioned just 300 feet from the forthcoming UCLA Research Center, slated to open in Fall 2026, placing it at the heart of a dynamic and rapidly evolving medical and tech corridor.

The surrounding neighborhood is undergoing a significant demographic and economic transition, driven by UCLA's expanding footprint and the growing presence of West LA's Silicon Beach tech ecosystem. This creates a rare opportunity for an investor to reimagine and reposition the asset to attract premium tenants catering to the next generation of professionals, researchers, and innovators.

With its clean architectural lines, prominent frontage, and close proximity to transformative institutional investment, 10931 W Pico Blvd offers a blank canvas with strong upside potential in one of LA's most desirable and future-forward submarkets.

HIGHLIGHTS:

- $\pm 6,000$ SF Multi-Tenant Retail Building
- Floor-to-Ceiling Storefront Windows
- Over 49,000 CPD on Pico Blvd
- 300 Feet from UCLA Research Center (Opening Fall 2026)
- Prime West LA Location Near Century City, Sawtelle, and Culver City
- Strong Demographic Shift Driven by Medical and Tech Industry Growth
- Ideal for Value-Add Investors or Owner-Users



VENICE BEACH

  **311,291 CPD
(CARS PER DAY)**

 **48,000 CPD
(CARS PER DAY)**

**10931
WEST PICO
LOS ANGELES**

**UCLA
RESEARCH
PARK**

 **36,200 CPD
(CARS PER DAY)**



DOWNTOWN LOS ANGELES

LAX LOS ANGELES INTERNATIONAL AIRPORT

citi

KORDA GROUP
RFX DEVELOPMENT

OVERLAND AVENUE

WESTWOOD BLVD

UCLA RESEARCH PARK

BOIL DADDY
CAJUN SEAFOOD

BIG BRAND
TIRE & SERVICE

COLD STONE
CHOCOLATE BASH
LA MATTRESS

The Wellesbourne
Gyu-Kaku
Japanese Steak House
SAÑOOK KITCHEN

PICO BLVD.

10931
WEST PICO
LOS ANGELES



PEARL PARADISE

EXECUTIVE SUMMARY



UNIT NO.	RENTABLE SF	%GLA	RENT (\$/SF/MO)	MONTHLY RENT	LEASE TYPE	RENT (\$/SF/MO)	MONTHLY RENT	LEASE TYPE
Vacant	5,200 SF	86.67%	\$2.90	\$15,080	NNN	\$3.50	\$18,200	NNN
Vacant	800 S	13.33%	\$3.80	\$3,040	NNN	\$4.25	\$3,400	NNN
TOTAL	6,000 SF	100%	\$3.35	\$18,120	100.00%	\$3.88	\$21,600	100.00%
	CURRENT	PER SF	PER MONTH	%GR/EGR	PRO FORMA	PER SF	PER MONTH	%PGR/EGR
Potential Gross Revenue	\$217,440	\$36.24	\$18,120	100.00%	\$259,200	\$43.20	\$21,600	100.00%
Vacancy	\$0	\$0.00	\$0	0.00%	\$0	\$0.00	\$0	0.00%
Net Effective Rent	\$217,440	\$36.24	\$18,120	100.00%	\$259,200	\$43.20	\$21,600	100.00%
Other Income	\$0	\$0.00	\$0	0.00%	\$0	\$0.00	\$0	0.00%
EFFECTIVE GROSS RENT	\$217,440	\$36.24	\$18,120	100.00%	\$259,200	\$43.20	\$21,600	100.00%
Expenses	CURRENT	PER SF	PER MONTH	%GR/EGR	PRO FORMA	PER SF	PER MONTH	%PGR/EGR
Property Tax	\$49,920	\$8.32	\$4,160	22.96%	\$51,000	\$8.50	\$4,250	19.68%
Insurance	\$9,000	\$1.50	\$750	4.14%	\$10,000	\$1.67	\$833	3.86%
Cam	\$350	\$0.06	\$29	0.16%	\$4,800	\$0.80	\$400	1.85%
TOTAL EXPENSES	\$59,270	\$9.88	\$4,939	27.26%	\$65,800	\$10.97	\$5,483	25.39%
NET OPERATING INCOME	\$158,170	\$26.36	\$13,181	72.74%	\$193,400	\$32.23	\$16,117	74.61%
DEBT SERVICE	\$138,000	\$23.00	\$11,500	63.47%	\$138,000	\$23.00	\$11,500	53.24%
CASH FLOW	\$20,170	\$3.36	\$1,681	9.28%	\$55,400	\$9.23	\$4,617	21.37%
CASH ON CASH	2.12%				5.83%			

CATALINA ISLAND



CITY OF SANTA MONICA

PMIC
FIFTH
SEASON

BRENTWOOD

Getty



Smart & Final



SILVER HAMMER
ALEBUSTA

BANC OF CALIFORNIA
FREEMAN

The Wellesbourne
Gyu-Kaku
SANOOK KITCHEN

PEARL PARADISE

10931
WEST PICO
LOS ANGELES



BIG BRAND
TIRE & SERVICE

PICO BLVD

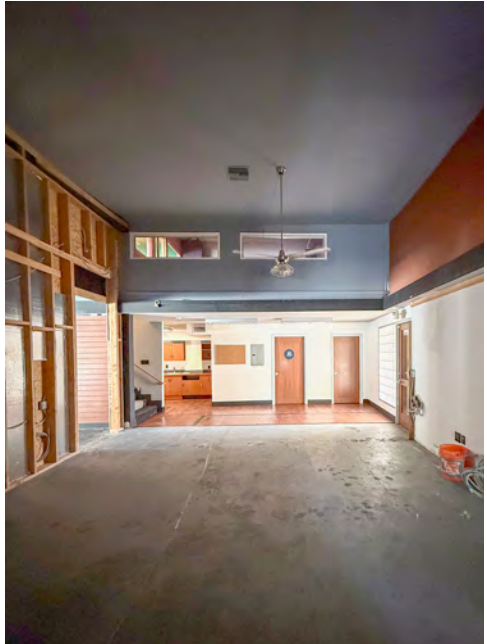
COLD STONE
CHOCOLATE RASH
LA MATTRESS

UCLA RESEARCH PARK

WESTWOOD BLVD

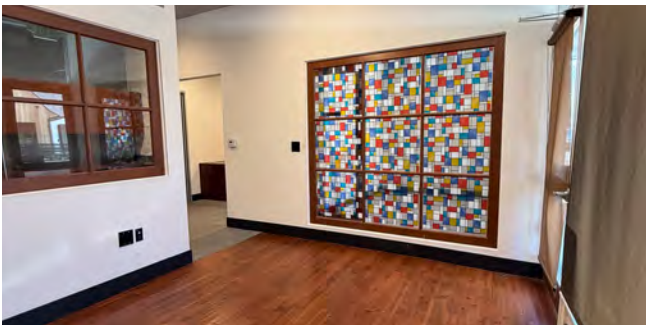
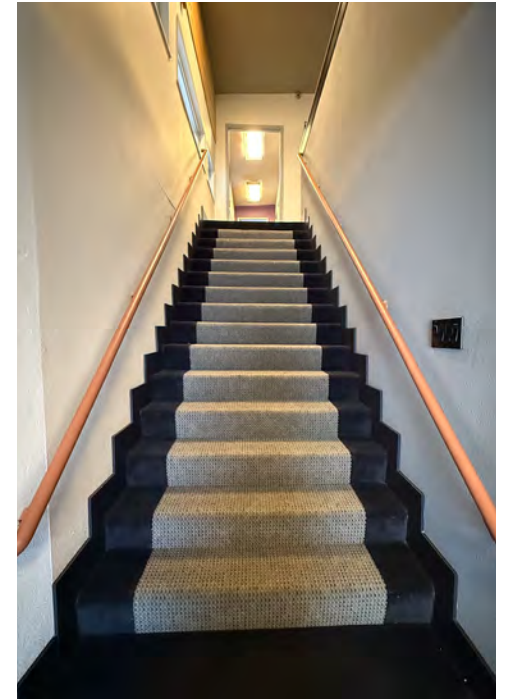
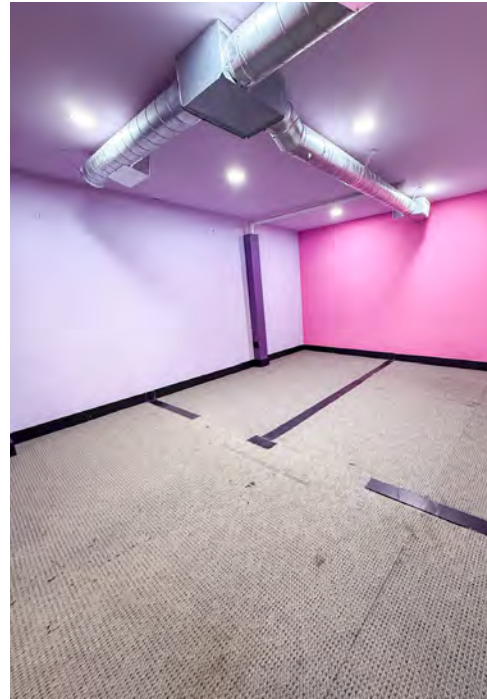
ADDITIONAL PICTURES

**10931
WEST PICO**



ADDITIONAL PICTURES

**10931
WEST PICO**



ADDITIONAL PICTURES

10931 WEST PICO



ZONING

Neighborhood Mixed-Use (NMU) is a zoning category established to promote walkable, compact neighborhoods that integrate residential and compatible commercial uses. It is part of the Los Angeles County General Plan's implementation to support smart growth principles and reduce automobile dependence.

Key Features:

Intended Land Uses: Residential, retail, office, service, and community facilities.

Density and Height: Typically allows for medium- to high-density residential development, often in the range of 20–50 dwelling units per acre, with building heights generally ranging from 2 to 5 stories, depending on the area and accompanying overlays.

Design Requirements: Emphasis on pedestrian-oriented development. Active ground-floor uses, limited front setbacks, and transparent storefronts are often required or encouraged.

Parking: Reduced parking requirements may be allowed to support public transit use and promote walkability.

2. (EC) – Employment Creation Overlay Zone

The Employment Creation (EC) overlay is designed to encourage job-generating development within mixed-use or formerly industrial areas that are transitioning toward a more diversified economy.

Key Features:

Purpose: Prioritize uses that generate employment over those that are exclusively residential.

Use Restrictions: While residential uses may be permitted, there is often a requirement or incentive to include commercial, office, or light industrial components that contribute to job growth.

Location: Typically applied in areas iden-

tified for economic revitalization, such as along commercial corridors or near transit hubs.

Development Incentives: May include increased height or density allowances in exchange for committing a certain amount of space to employment uses (e.g., office, medical, tech, creative industries).

3. POD – Project Overlay District

The Project Overlay District (POD) is a

site- or area-specific overlay zone that modifies the underlying zoning standards to reflect the specific goals or constraints of a project or planning area.

Key Features:

Customized Development Standards: The POD can adjust standards related to floor area ratio (FAR), height, setbacks, lot coverage, open space, parking, and land use mix.

Regulatory Tool: Typically adopted through Board of Supervisors action or a specific plan, the POD reflects negotiated development outcomes or area-specific policy goals.

Implementation: Frequently used in larger development projects, public-private partnerships, or specific plan areas to allow tailored regulations that promote planning objectives.



OVERVIEW

OLYMPIC CORRIDOR RETAIL



12 MO DELIVERIES IN SF

0

12 MO NET ABSORPTION IN SF

(41.5K)

VACANCY RATE

12.4%

MARKET ASKING RENT GROWTH

-1.8%

The Olympic Corridor retail submarket has a vacancy rate of 12.4% as of the second quarter of 2025. Over the past year, the submarket's vacancy rate has changed by 1.8%, a result of no net delivered space and -41,000 SF of net absorption. Olympic Corridor's vacancy rate of 12.4% compares to the submarket's five-year average of 8.8% and the 10-year average of 6.4%. The Olympic Corridor retail submarket has roughly 310,000 SF of space listed as available, for an availability rate of 13.7%. As of the second quarter of 2025, there is no retail space under construction in Olympic Corridor. Nothing has been under construction in the submarket for the past 10 years.

The Olympic Corridor retail submarket contains roughly 2.3 million SF of inventory. Market rents in Olympic Corridor are \$46.00/SF. Rents have changed by -1.8% year over year in Olympic Corridor, compared to a change of -0.2% across the wider Los Angeles market. Annual rent growth of -1.8% in Olympic Corridor compares to the submarket's five-year average of 1.0% and its 10-year average of 2.4%.

KEY INDICATORS

Current Quarter

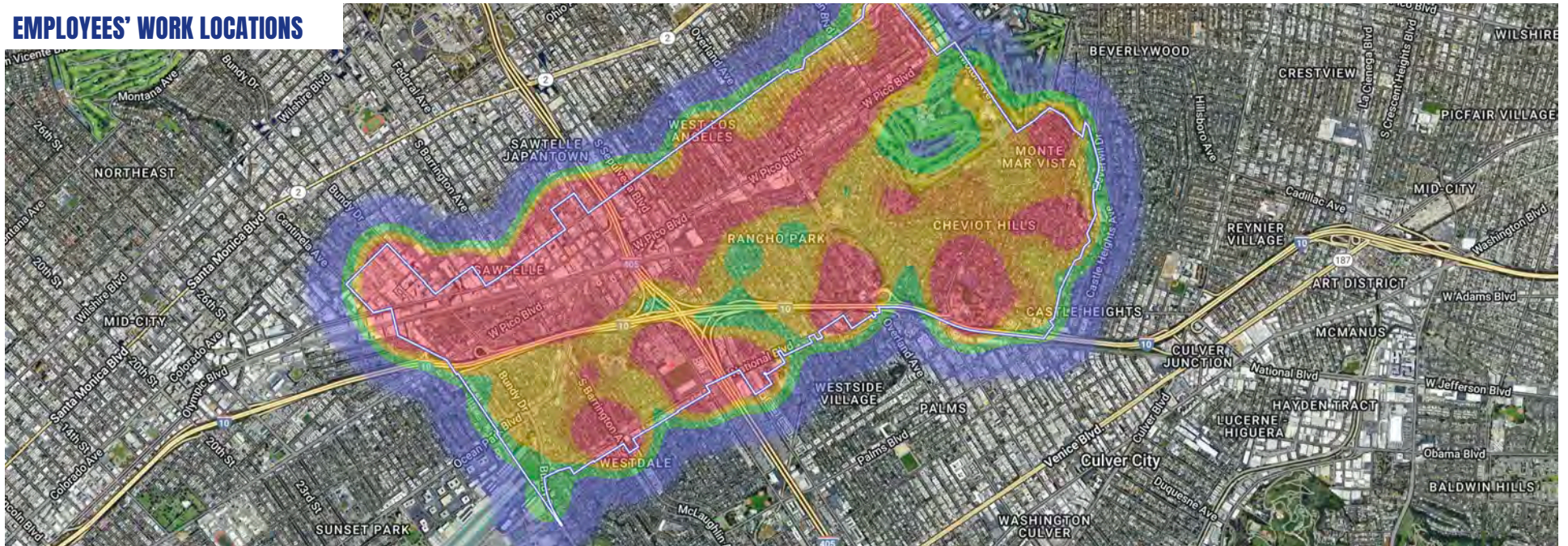
	RBA	Vacancy Rate	Market Asking Rent	Availability Rate	Net Absorption SF	Deliveries SF	Under Construction
Neighborhood Center	322,403	18.8%	\$4.96	18.1%	0	0	0
Strip Center	160,985	10.5%	\$4.01	15.3%	0	0	0
General Retail	1,813,794	11.4%	\$3.59	12.7%	4,324	0	0
Submarket	2,297,182	12.4%	\$3.81	13.7%	4,324	0	0

Annual Trends

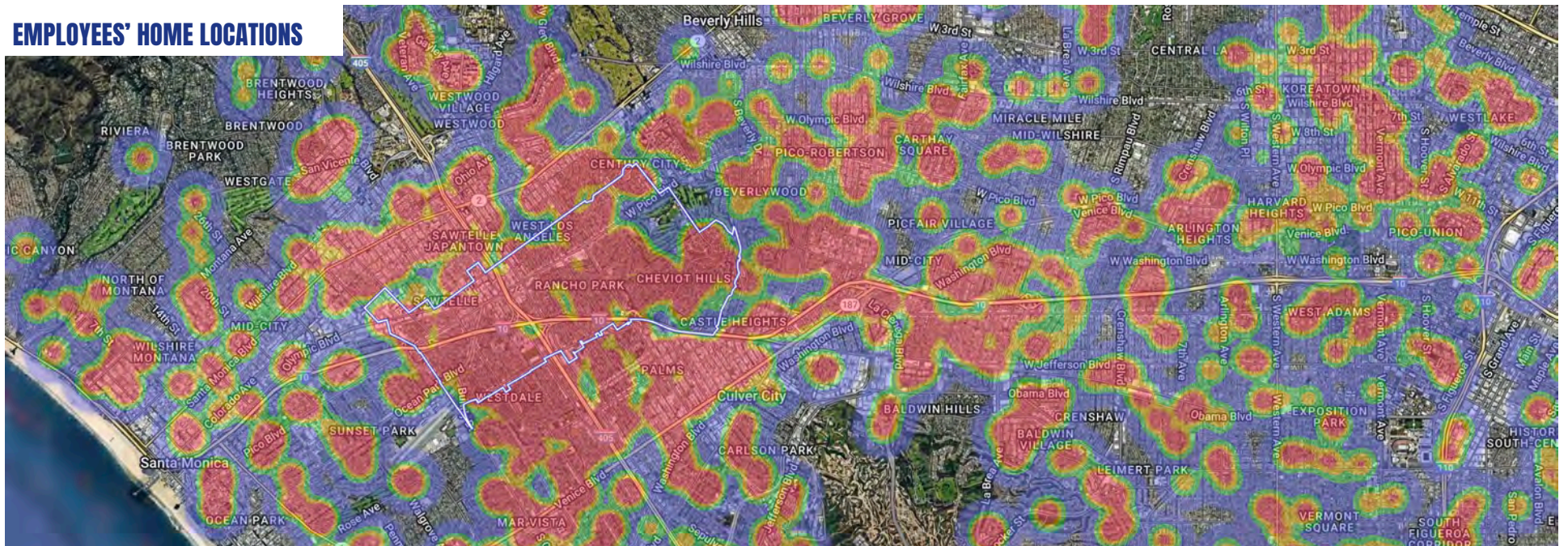
	12 Month	Historical Average	Forecast Average	Peak	When	Trough	When
Vacancy	1.8% (YOY)	6.1%	12.2%	12.6%	2025 Q1	2.4%	2019 Q1
Net Absorption SF	(41.5K)	(22,531)	(3,526)	76,070	2008 Q2	(162,639)	2020 Q2
Deliveries SF	0	9,063	1,477	85,547	2008 Q3	0	2025 Q1
Market Asking Rent Growth	-1.8%	1.7%	1.1%	5.4%	2017 Q4	-4.8%	2009 Q3
Sales Volume	\$3.9M	\$22.5M	N/A	\$111.1M	2015 Q4	\$0	2011 Q2

HEATMAP OF EMPLOYEES' HOME AND WORK LOCATIONS

EMPLOYEES' WORK LOCATIONS



EMPLOYEES' HOME LOCATIONS



CITY OVERVIEW - WEST LOS ANGELES



WEST LOS ANGELES A Thriving Hub of Innovation, Commerce, and Growth

West Los Angeles represents one of the most dynamic and multifaceted commercial real estate markets in Southern California. Nestled between the iconic districts of Santa Monica, Beverly Hills, Culver City, and Century City, this submarket serves as a vital nexus of economic activity, innovation, and cultural diversity, fueled by its strategic location, well-developed infrastructure, and robust business ecosystem.

ECONOMIC LANDSCAPE & INDUSTRY DRIVERS

The economic foundation of West LA is anchored by a diverse array of high-growth sectors including technology, media and entertainment, healthcare, education, professional services, and retail. The proximity to UCLA, one of the nation's top public research universities, along with Cedars-Sinai Medical Center, one of the leading hospitals and research facilities in the region, has cultivated a booming medical and biotech corridor. This concentration of health sciences drives demand for specialized medical office buildings, research labs, and ancillary commercial services.

West LA's creative economy is equally vibrant, with companies like Riot Games, Hulu, Lionsgate, and emerging startups operating alongside traditional advertising and design agencies. The rise of digital media and content creation has translated into increased demand for modern office environments equipped for tech-enabled collaboration and innovation.

BUSINESS AND COMMERCIAL MIX

West Los Angeles offers a sophisticated commercial mix that balances corporate office campuses, boutique retail districts, hospitality, and industrial-flex spaces. Key business corridors along Pico Boulevard, Olympic Boulevard, and Sepulveda Boulevard have experienced significant revitalization. Adaptive reuse of older industrial properties into creative office lofts and coworking spaces attracts a millennial and Gen Z workforce seeking live-work-play environments.

Sawtelle Japantown exemplifies the submarket's cultural and culinary renaissance, drawing both residents and tourists with its unique blend of authentic dining, specialty retail, and experiential services. This neighborhood has become a hotbed for small businesses and entrepreneurial ventures, boosting local economic activity.

The Century City area, known as the "Second Downtown" of Los Angeles, hosts a concentration of major law firms, financial institutions, and entertainment headquarters, creating a stable demand for Class A office space. Meanwhile, areas closer to the 405 Freeway cater to logistics, last-mile delivery hubs, and

DEMOGRAPHIC TRENDS & WORKFORCE

West LA's demographic profile includes a highly educated, affluent, and diverse population. The presence of UCLA and other nearby academic institutions supplies a steady stream of talent in STEM, creative industries, and healthcare. The area's workforce is characterized by a blend of technology professionals, medical practitioners, legal experts, and creative artists, fostering a multi-disciplinary economic environment.

Young professionals and families are attracted to West LA's high quality of life, including walkable neighborhoods, access to parks and beaches, and a wide range of cultural amenities. This demographic demand supports a growing market for retail, dining, and entertainment venues as well as residential real estate, which in turn drives commercial growth.



INFRASTRUCTURE & TRANSIT ACCESSIBILITY

West Los Angeles benefits from well-established infrastructure and transportation networks. The area is served by the 405 and 10 freeways, providing critical north-south and east-west connectivity across the Los Angeles metropolitan region. Additionally, the Metro E-Line (Expo) light rail corridor offers a modern, sustainable transit option linking West LA with downtown Los Angeles and Santa Monica, enhancing workforce mobility and reducing traffic congestion.

The planned expansions and station improvements along the Metro system are expected to further catalyze transit-oriented developments (TODs), promoting higher density mixed-use projects that combine office, residential, and retail components.

UPCOMING DEVELOPMENTS & INVESTMENT OPPORTUNITIES

West Los Angeles is witnessing a surge in development activity aimed at capitalizing on its strategic advantages. Major projects include:

Mixed-Use Developments: Innovative projects integrating residential, retail, and office uses, particularly along transit corridors and revitalized commercial strips. These developments cater to the growing demand for urban, walkable environments and offer investors attractive long-term appreciation potential.

Creative Office Redevelopments: Adaptive reuse of mid-century and industrial buildings into modern creative office spaces with state-of-the-art amenities. This trend responds to tenant demand for flexible, technology-enabled workspaces and helps preserve West LA's unique architectural heritage.

Boutique Hotels and Hospitality: Targeting business travelers and the affluent local population, new boutique hotel projects are emerging, enhancing West LA's appeal as a destination for both commerce and leisure.

Healthcare and Life Sciences Facilities: Expansion of medical office buildings and research labs near UCLA and Cedars-Sinai, supporting the growth of biotech startups and health service providers.

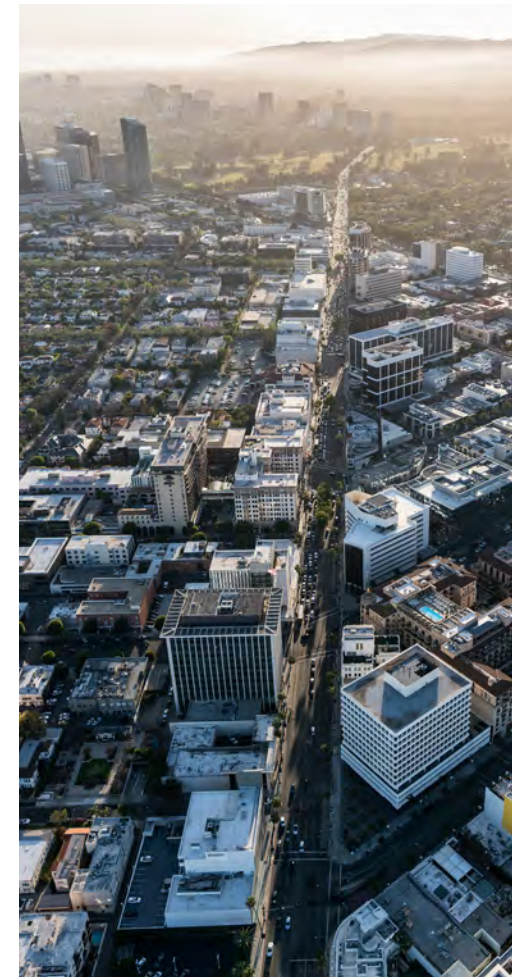
Retail and Culinary Innovation: Neighborhoods like Sawtelle and Pico continue to attract innovative retail concepts, restaurants, and lifestyle brands, driving foot traffic and increasing neighborhood desirability.

MARKET PERFORMANCE AND OUTLOOK



West LA maintains some of the lowest commercial vacancy rates in the region, reflecting strong tenant demand and limited available land for new construction. Office rents have steadily increased, driven by the influx of tech and media companies seeking Westside locations with a high quality of life and access to talent. Retail spaces in high-traffic corridors continue to command premium rates, particularly those near transit hubs and mixed-use developments.

Investor interest remains high, with value-add opportunities in repositioning older assets as well as stable income through long-term leases with credit tenants. The submarket's combination of economic diversification, demographic strength, infrastructure improvements, and cultural vibrancy creates a resilient environment for commercial real estate growth.



MAJOR EMPLOYERS ECONOMIC DRIVERS

West Los Angeles—centered around neighborhoods such as Westwood, Century City, Rancho Park, Sawtelle, and the Pico-Robertson corridor—is one of the most economically dynamic regions on the Westside. With a strategic location between the 405 and 10 Freeways and adjacency to premier residential markets, West LA attracts global corporations, healthcare providers, law firms, and a strong class of high-earning professionals.

The area's commercial real estate landscape is driven by a dense daytime workforce and proximity to major institutional anchors.

EDUCATION AND HEALTHCARE ANCHORS

Overview: UCLA is the largest public university in California and one of the region's biggest employers. It drives demand across office, medical, research, and retail sectors.

Employment Impact: Over 51,000 UCLA employees countywide, with thousands based in Westwood.

REAL ESTATE IMPLICATIONS:

Sustains demand for medical office space, research labs, and clinical outposts. Creates overflow retail and restaurant demand in Westwood Village and surrounding corridors. Drives student and faculty housing pressure in neighborhoods like Westwood, Pico-Robertson, and Rancho Park.

UCLA RONALD REAGAN MEDICAL CENTER

Location: On-campus at UCLA (Westwood) Profile: One of the top-ranked hospitals in the U.S., this facility provides a wide range of inpatient and outpatient services. Employment: Approximately 12,000 healthcare professionals, including physicians, researchers, nurses, and support staff.

REAL ESTATE IMPACT:

Drives Class A medical office demand in Westwood and surrounding pockets (Sawtelle, Olympic Corridor). Increases need for short-term and long-term housing options for rotating medical professionals. Bolsters daytime traffic and demand for service-based retail and parking infrastructure.

CENTURY CITY OFFICE MARKET

20th Century Studios / Fox Studio Lot – Legacy entertainment studio with active production. Creative Artists Agency (CAA) – Leading entertainment talent agency headquartered at 2000 Avenue of the Stars. Latham & Watkins LLP, O'Melveny & Myers, Gibson Dunn – Major national law firms with headquarters or large regional offices. Houlihan Lokey, UBS, and other financial firms – Contributing to high-end Class A occupancy.

REAL ESTATE SIGNIFICANCE:

Century City consistently ranks among the most expensive office markets on the Westside, with asking rents often exceeding \$6.50–\$8.00/SF FSG for Class A space. Daytime population supports high-end dining, service retail, and fitness. Continued investment in high-rise redevelopment and amenitized office space (e.g., Century Plaza redevelopment).

FEDERAL GOVERNMENT & LEGAL COMMUNITY (WEST LA FEDERAL CENTER)

Location: Wilshire Blvd near Veteran Avenue Key Institutions: VA Greater Los Angeles Healthcare System – One of the largest VA campuses in the U.S. U.S. Department of Veterans Affairs, Federal Bureau of Investigation, and other federal agencies.

REAL ESTATE IMPLICATIONS:

Drives government and administrative office leasing in the corridor. Large campus generates a stable tenant base and increases traffic for supportive retail, especially on Wilshire and Sepulveda corridors. VA master plan includes long-term housing and campus redevelopment initiatives.

SAWTELLE TECHNOLOGY & PROFESSIONAL SERVICES CORRIDOR

Boundaries: Along Sawtelle Blvd, from Santa Monica Blvd to Olympic Tenant Base: A concentration of boutique architecture firms, engineering consultancies, digital media, and real estate services. Increasing presence of healthcare-adjacent businesses and outpatient services due to proximity to UCLA.

CRE IMPACT:

Significant demand for low-rise, creative office and flex space. Ongoing repositioning of light industrial buildings into showroom, medtech, and R&D facilities. Proximity to major thoroughfares and access to residential workforce adds long-term viability.



6. RETAIL AND HOSPITALITY DRIVERS

Westfield Century City: Over 200 stores and a major daytime draw due to adjacent office population. Co-tenanted with high-performing national brands, experiential retail, and flagship restaurants.

Westwood Village: Anchored by university foot traffic, student housing, and medical offices. A growing mix of national tenants and specialty food & beverage.

Pico-Robertson & Olympic Corridor: Serves a dense residential community with high household income and a mix of cultural institutions and medical tenants.

Active neighborhood retail node, particularly attractive to urgent care, dental, med spa, and boutique office users.



UCLA RESEARCH PARK

TRANSFORMING WEST LOS ANGELES INTO A GLOBAL INNOVATION HUB

UCLA Research Park marks a historic institutional expansion into the West Los Angeles commercial corridor, strategically positioned on Pico Boulevard at the site of the former Westside Pavilion. This approximately 700,000-square-foot facility is being transformed into a cutting-edge research and development campus, catalyzing innovation across biomedical science, quantum technology, and interdisciplinary academic-industry collaboration.

Acquired in 2024 by the University of California, Los Angeles for approximately \$700 million—with \$500 million in funding from the State of California—the site is one of the most significant real estate and research investments in the region’s recent history. The project is redefining the West LA submarket as a hub for innovation and long-term institutional tenancy.



CORE COMPONENTS AND RESEARCH ANCHORS

Enabled by a \$120 million philanthropic gift from Dr. Gary and Alya Michelson, this flagship institute will occupy more than half of the campus (approx. 360,000 SF). It will focus on cutting-edge research in immunology, including vaccine development, immunotherapy, inflammation, autoimmune disorders, and cellular engineering. The goal is to accelerate translational medicine and life-saving treatments through cross-disciplinary collaboration.

UCLA Center for Quantum Science and Engineering
This nationally recognized research center has relocated its operations to the Research Park to support high-impact work in quantum computing, sensing, and communications. The facility supports scalable laboratory and technical build-outs for public-sector research and private-sector partnerships alike.

REAL ESTATE & INFRASTRUCTURE HIGHLIGHTS

Originally redeveloped by Hudson Pacific and Macerich for Google, the campus offers institutional-quality infrastructure including: Large contiguous floor plates. High ceilings and reinforced structural



systems. Extensive seismic retrofitting and power capacity suitable for lab and R&D use. Flexible configurations for office, lab, biotech, and education

Former Landmark Theatre within the complex is slated for adaptive reuse as academic lecture halls, community presentation space, or flex programming—integrating research with public-facing dialogue and education.

STRATEGIC ADJACENT ACQUISITION: WESTSIDE PAVILION SHOPPING MALL FOR PARKING

To support the long-term operational needs of the Research Park, UCLA also acquired the remaining portion of the Westside Pavilion mall, including the vacant retail portion and multi-level parking structure. This acquisition ensures ample controlled parking, future-proofing the campus for continued growth, special events, and high-volume research traffic. The adjacent structure offers over 1,500 parking spaces and additional square footage for future research expansion, commercial collaboration zones, or support facilities.

MARKET IMPACT AND INVESTMENT SIGNIFICANCE

UCLA Research Park represents a long-term commitment by one of the nation’s most prestigious public research institutions to invest in West Los Angeles as a scientific and academic hub. The campus is designed to attract Nobel-level faculty, cutting-edge biotech startups, corporate partners, and federally funded research centers.

For investors and commercial real estate stakeholders, the presence of an institutional anchor of this scale brings unmatched stability, visibility, and demand to the surrounding commercial, multifamily, and retail markets. The acquisition of both the former office campus and its adjacent parking/retail structure ensures future scalability and solidifies the area’s transformation from retail destination to research and innovation core.



TRANSPORTATION & ACCESSIBILITY

The subject property at 10931 W Pico Blvd is strategically located within one of West Los Angeles' most accessible and transit-connected corridors, offering strong mobility for office users, retail traffic, and service-based businesses. The site benefits from a wide range of transportation options, including immediate freeway access, multiple bus lines, and close proximity to two Metro E Line stations.

METRO RAIL ACCESS

- The property is within close distance to two stations on the Metro E (Expo) Line:
- Expo/Sepulveda Station – approximately 0.4 miles northwest (9-minute walk).
- Westwood/Rancho Park Station – approximately 0.5 miles southeast (10-minute walk).

These stations provide direct east-west rail service connecting Downtown Los Angeles to Santa Monica, and link with the broader Metro Rail system, offering seamless access to other business districts across the region.

METRO RAIL ACCESS

- The property is within walking distance to two stations on the Metro E (Expo) Line:

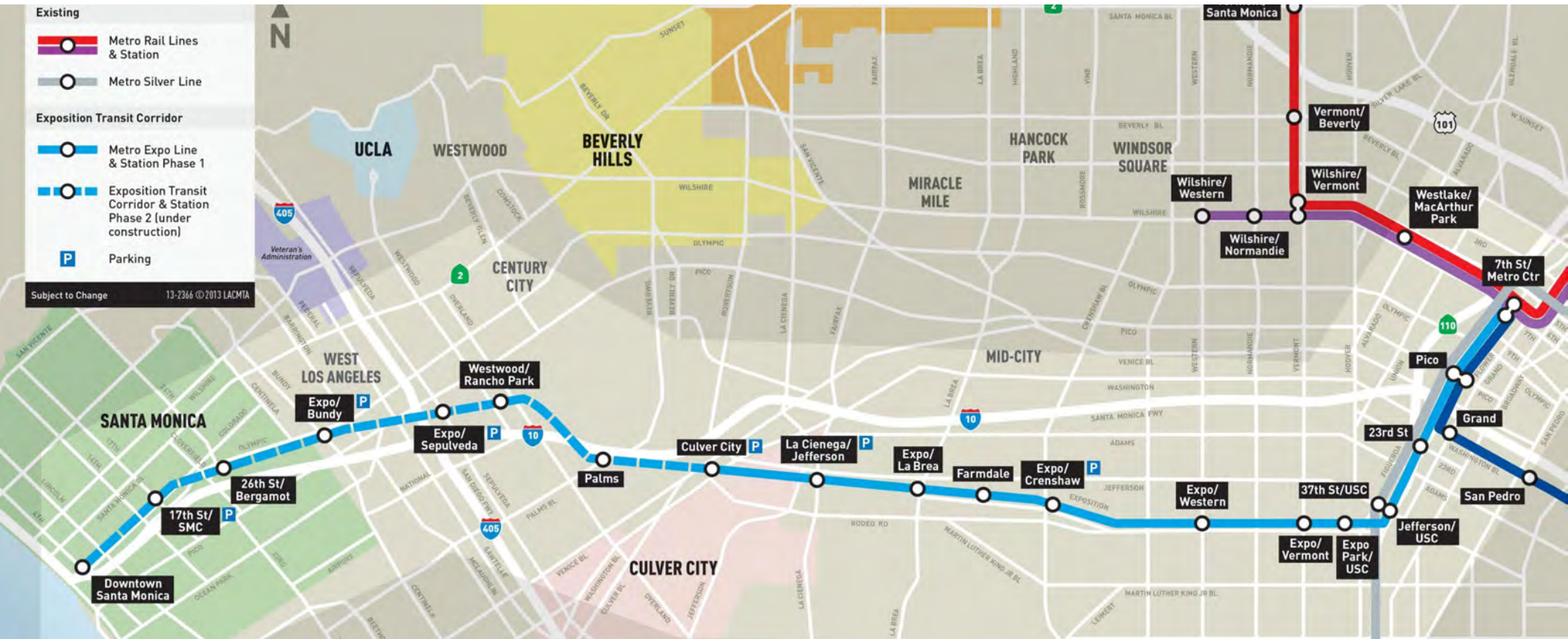
- Expo/Sepulveda Station – approximately 0.4 miles northwest (9-minute walk).
- Westwood/Rancho Park Station – approximately 0.5 miles southeast (10-minute walk).

FREEWAY ACCESS

The site offers excellent vehicular connectivity via:

- Interstate 405 (San Diego Freeway) – less than 1 mile to the east via Pico Blvd and Sawtelle Blvd.
- Interstate 10 (Santa Monica Freeway) – approximately 2 miles south, accessible via Overland Ave or Sepulveda Blvd.

These regional freeways provide efficient connections to Santa Monica, Century City, Beverly Hills, Downtown Los Angeles, and LAX.



LOS ANGELES INTERNATIONAL AIRPORT (LAX)

Located approximately 9 miles northeast of LAX, the property at 10931 W Pico Blvd offers direct access via Interstate 405, with typical drive times of 20 to 30 minutes. As one of the busiest airports in the world—with over 180 nonstop destinations and extensive cargo operations—LAX provides key advantages for both office and retail users.

KEY COMMERCIAL BENEFITS:

- **Business Travel Efficiency:** Ideal for companies with frequent national or international travel needs, offering convenient access for executives, staff, and clients.
- **Tenant Appeal:** A strategic amenity for industries such as legal, finance, entertainment, and consulting where mobility and access to global markets matter.
- **Logistics & Supply Chain Support:** Retailers and service businesses benefit from proximity to LAX's vast air cargo network, supporting timely product movement.
- **Corporate & VIP Services:** Access to private terminals and charter services (e.g., PS at LAX) adds value for high-level occupants or clientele.
- **Regional Positioning:** Centrally located to serve both Westside and Greater Los Angeles businesses, enhancing its marketability and long-term desirability.



CENTURY CITY

THE POWERHOUSE OF WESTSIDE COMMERCIAL REAL ESTATE

Strategically positioned between Beverly Hills and Westwood, Century City is one of Los Angeles' most prestigious and dynamic submarkets for commercial real estate, attracting institutional investors, global brands, and high-net-worth professionals. Originally developed on the backlot of 20th Century Fox, this master-planned business district has evolved into a high-density, mixed-use urban core that continues to set the benchmark for Class A office and luxury retail development in Southern California.

OFFICE MARKET: A MAGNET FOR LEGAL, FINANCE, AND ENTERTAINMENT POWERHOUSES

TENANT PROFILE: Century City is home to the West Coast headquarters of elite law firms (such as Gibson Dunn, Latham & Watkins, and Greenberg Glusker), major talent agencies (like CAA and ICM), and global financial firms. The professional landscape here is defined by decision-makers and C-suite executives, making it one of the highest-income corridors in the region.

INVENTORY & DEMAND: The submarket offers a concentration of over 10 million square feet of office space, with a dominant share in Class A trophy buildings, such as Century Plaza Towers, 2000 Avenue of the Stars, and the Constellation Place tower. Vacancy remains below regional averages due to sustained interest from firms seeking prestige, security, and high-end amenities.

AMENITIES-DRIVEN LEASING: Tenants are drawn to curated amenities like concierge services, rooftop terraces, private conference centers, and LEED-certified infrastructure. Walkability to restaurants, luxury retail, and five-star hotels adds tangible value for employee retention and client experience.

TRANSIT & ACCESS: Easy freeway access (I-405, I-10), proximity to Beverly Hills and Westwood, and the upcoming Metro D Line subway extension further solidify Century City's long-term viability as a prime office location.

RETAIL MARKET: HIGH-TRAFFIC, HIGH-SPEND DESTINATION

WESTFIELD CENTURY CITY: The anchor of the district is the 1.3 million sq ft Westfield Century City mall, one of the most luxurious open-air shopping centers in the U.S., featuring brands like Eataly, Tiffany & Co., Nordstrom, and Apple. The mall alone draws millions of visitors annually.

DAYTIME POPULATION & DEMOGRAPHICS: With an estimated daily workforce exceeding 50,000 professionals, and average household incomes in nearby neighborhoods topping \$200,000, retail in Century City benefits from exceptionally high consumer purchasing power.

RETAIL SYNERGY WITH OFFICE & HOSPITALITY: The convergence of retail, hospitality (Fairmont Century Plaza, InterContinental), and premium office towers creates an ecosystem of consistent foot traffic from affluent locals, business travelers, and international visitors.

OPPORTUNITIES FOR BOUTIQUE & FLAGSHIP RETAIL: Ground-floor retail in new office and mixed-use developments presents a rare opportunity for boutique brands, fitness concepts, medical retail, and service-based luxury providers to establish a high-visibility presence in an underserved, high-demand market.

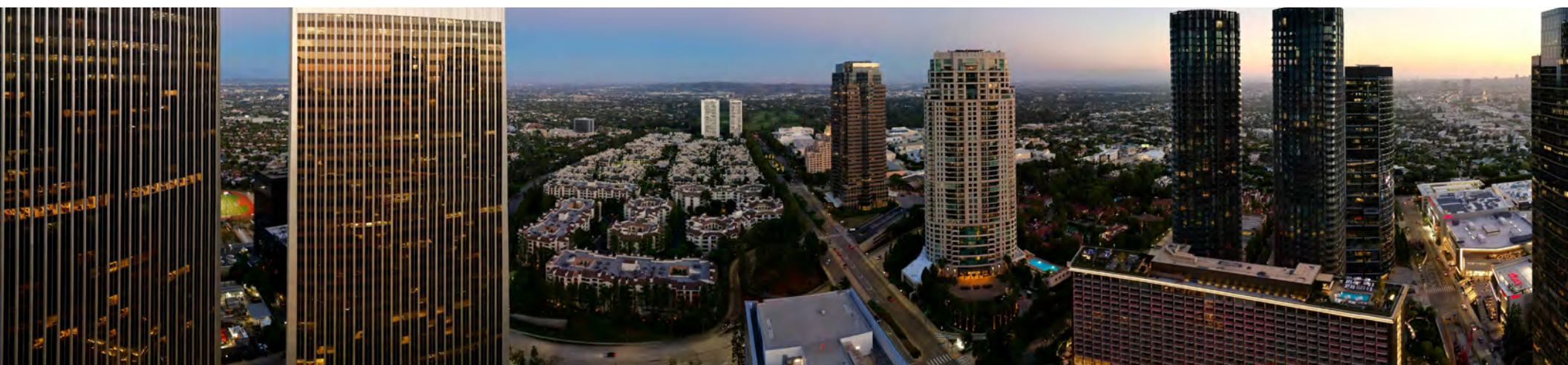
WHY INVEST OR LEASE IN CENTURY CITY

West Los Angeles is one of the most sought-after commercial real estate markets in Southern California, offering a rare mix of economic strength, affluent demographics, and long-term investment stability. Anchored by top-performing submarkets like Santa Monica, Century City, Westwood, and Culver City, the area attracts major players in tech, media, law, finance, and healthcare.

The office sector remains strong, with demand for Class A space driven by companies seeking prestigious addresses, walkable environments, and access to talent from UCLA and USC. West LA consistently delivers above-average rental rates and tenant retention, making it a preferred location for premium office assets.

Retail in West LA thrives on high foot traffic, household incomes exceeding \$200,000, and a mix of destination shopping and local favorites. Properties near lifestyle centers like Westfield Century City, Third Street Promenade, and Ivy Station see steady demand from both national brands and boutique operators.

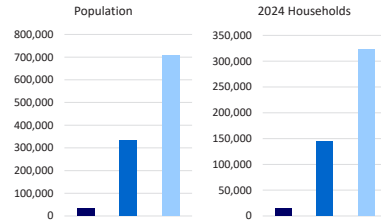
With billions invested in transit, infrastructure, and mixed-use development, West LA continues to evolve as a connected, livable, and future-ready commercial hub. For investors, it offers resilient cash flow, prestige positioning, and long-term value growth in one of LA's most competitive and stable real estate environments.



DEMOGRAPHICS

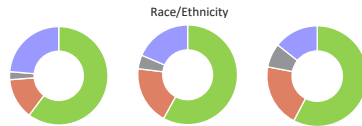
POPULATION

	1 Mile		3 Miles		5 Miles	
Current						
2024 Population	33,732	---	333,249	---	708,589	---
2029 Projected Population	36,034	---	344,222	---	730,275	---
Pop Growth (%)	6.8%	---	3.3%	---	3.1%	---
2024 Households	15,108	---	144,465	---	322,186	---
2029 Projected Households	16,148	---	149,714	---	332,459	---
HH Growth (%)	6.9%	---	3.6%	---	3.2%	---
Census Year						
2010 Population	30,114	---	312,971	---	666,401	---
2020 Population	32,682	---	328,879	---	699,947	---
Pop Growth (%)	8.5%	---	5.1%	---	5.0%	---
2010 Households	13,806	---	139,721	---	306,771	---
2020 Households	14,613	---	142,222	---	317,861	---
HH Growth (%)	5.8%	---	1.8%	---	3.6%	---



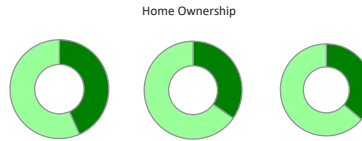
POPULATION BY ETHNICITY

Population by Race/Ethnicity (2024)						
White, Non-Hispanic	18,702	55.4%	180,210	54.1%	380,829	53.7%
Hispanic	4,174	12.4%	58,808	17.6%	133,689	18.9%
Black	819	2.4%	13,897	4.2%	50,771	7.2%
Asian	7,333	21.7%	57,669	17.3%	94,686	13.4%
Language at Home (2024)						
Spanish	31,592		312,952		665,305	
Spanish	2,440	7.7%	41,381	13.2%	96,690	14.5%
Asian Language	3,719	11.8%	28,782	9.2%	45,856	6.9%
Ancestry (2024)						
American Indian (ancestry)	34	0.1%	550	0.2%	1,106	0.2%
Hawaiian (ancestry)	40	0.1%	492	0.1%	941	0.1%



HOME OWNERSHIP (2024)

Owners	6,547	43.3%	50,151	34.7%	116,415	36.1%
Renters	8,561	56.7%	94,314	65.3%	205,771	63.9%



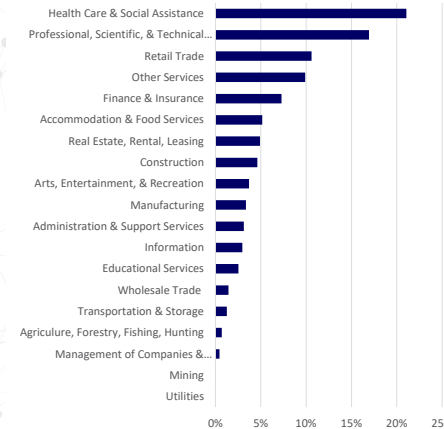
INDUSTRIES (2024)

	1 Mile		3 Miles		5 Miles	
	Establishments	Employees	Establishments	Employees	Establishments	Employees
	#	%	#	%	#	%
Accommodation & Food Services	214	5.2%	1,740	7.1%	4,011	4.9%
Administration & Support Services	129	3.1%	858	3.5%	2,318	2.8%
Agriculture, Forestry, Fishing, Hunting	29	0.7%	83	0.3%	315	0.4%
Arts, Entertainment, & Recreation	154	3.7%	857	3.5%	3,207	3.9%
Construction	191	4.6%	1,024	4.2%	3,110	3.8%
Educational Services	105	2.5%	758	3.1%	1,641	2.0%
Finance & Insurance	302	7.3%	1,154	4.7%	4,805	5.7%
Health Care & Social Assistance	872	21.1%	5,846	24.0%	22,413	27.5%
Information	123	3.0%	1,195	4.9%	2,811	3.4%
Management of Companies & Enterprises	19	0.4%	487	2.0%	612	0.8%
Manufacturing	139	3.4%	1,337	5.5%	2,257	2.8%
Mining	1	0.0%	6	0.0%	63	0.1%
Professional, Scientific, & Technical Services	701	16.9%	2,487	10.2%	11,913	14.6%
Real Estate, Rental, Leasing	203	4.9%	518	2.1%	4,265	5.2%
Retail Trade	439	10.6%	2,739	11.2%	8,974	11.0%
Transportation & Storage	52	1.3%	711	2.9%	823	1.0%
Utilities	0	0.0%	0	0.0%	23	0.0%
Wholesale Trade	60	1.4%	180	0.7%	1,135	1.4%
Other Services	410	9.9%	2,408	9.9%	7,008	8.6%
Total	4,142	100%	24,386	100%	81,502	100%

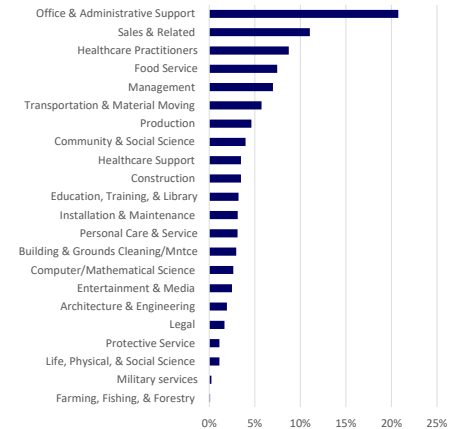
OCCUPATIONS (2024)

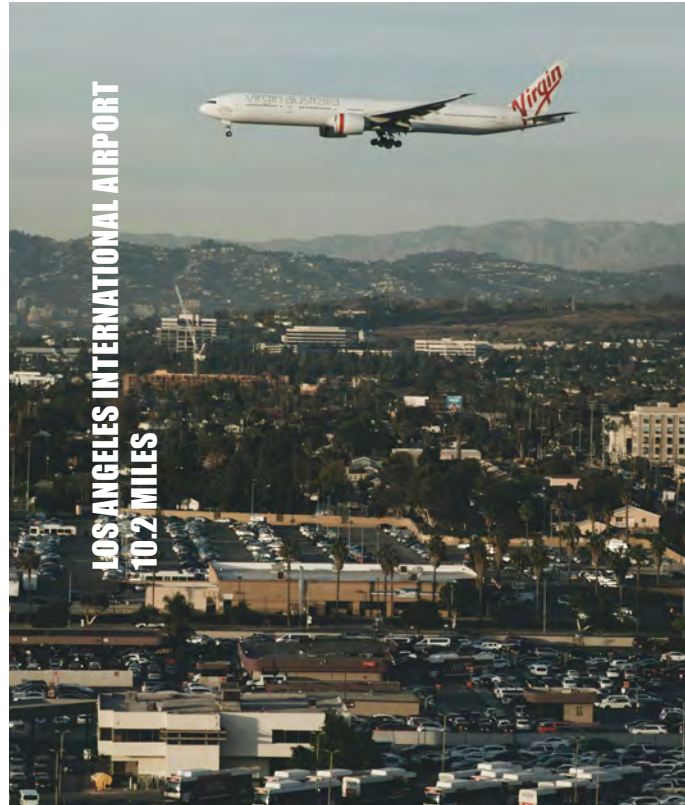
	1 Mile		3 Miles		5 Miles	
	# of Employees	%	# of Employees	%	# of Employees	%
White Collar	14,348	58.8%	197,245	67.4%	328,466	63.4%
Architecture & Engineering	452	1.9%	3,926	1.3%	7,133	1.4%
Community & Social Science	929	3.8%	13,882	4.7%	22,812	4.4%
Computer/Mathematical Science	618	2.5%	7,009	2.4%	12,176	2.3%
Education, Training, & Library	749	3.1%	18,144	6.2%	25,534	4.9%
Entertainment & Media	582	2.4%	6,634	2.3%	12,350	2.4%
Healthcare Practitioners	2,037	8.4%	35,205	12.0%	58,352	11.3%
Healthcare Support	814	3.3%	12,448	4.3%	20,751	4.0%
Legal	390	1.6%	4,863	1.7%	6,763	1.3%
Life, Physical, & Social Science	260	1.1%	3,532	1.2%	5,881	1.1%
Management	1,631	6.7%	19,715	6.7%	34,312	6.6%
Office & Administrative Support	4,844	19.9%	60,896	20.8%	103,295	19.9%
Blue Collar	9,984	40.9%	94,937	32.4%	189,114	36.5%
Building & Grounds Cleaning & Maintenance	691	2.8%	9,046	3.1%	16,063	3.1%
Construction	812	3.3%	7,271	2.5%	13,751	2.7%
Farming, Fishing, & Forestry	22	0.1%	231	0.1%	429	0.1%
Food Service	1,741	7.1%	16,084	5.5%	32,847	6.3%
Installation & Maintenance	730	3.0%	7,545	2.6%	14,211	2.7%
Personal Care & Service	726	3.0%	7,787	2.7%	15,268	2.9%
Production	1,083	4.4%	8,906	3.0%	18,293	3.5%
Protective Service	262	1.1%	3,735	1.3%	6,795	1.3%
Sales & Related	2,579	10.6%	23,609	8.1%	49,907	9.6%
Transportation & Material Moving	1,338	5.5%	10,722	3.7%	21,548	4.2%
Military Services	54	0.2%	393	0.1%	638	0.1%

INDUSTRIES (# OF ESTABLISHMENTS), RANKED



OCCUPATIONS (# OF EMPLOYEES), RANKED





**10931 WEST PICO
BOULEVARD
LOS ANGELES**



NICHOLAS BORRELLI
COLDWELL BANKER COMMERCIAL
626.484.7975
nborrelli@nbcreinvestments.com
CalRE# 01481673



TISHA JANIGIAN
SHE IS HOPE REALTY
818.447.7587
tisha@sheishoperealty.com
CalRE# 01970391