

921-925 16th St
Santa Monica, CA 90403



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SANTA MONICA, CA 90403

EXCLUSIVELY PRESENTED BY:



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PROPERTY SUMMARY

| | |
|------------------|----------------|
| Offering Price | \$5,595,000.00 |
| Building SqFt | 5,268 SqFt |
| Lot Size (acres) | 0.17 |
| Levels | 2 |
| Units | 6.00 |
| Year Built | 1927 |
| Subdivision Name | SANTA MONICA |
| Parcel ID / APN | 4281-002-021 |
| Bedrooms | 10.00 |
| Total Bathrooms | 8.00 |

INVESTMENT SUMMARY

With an assumable 3.5% loan, this six-unit income property in Santa Monica gives investors access to below-market financing that dramatically improves cash flow and ROI from day one.

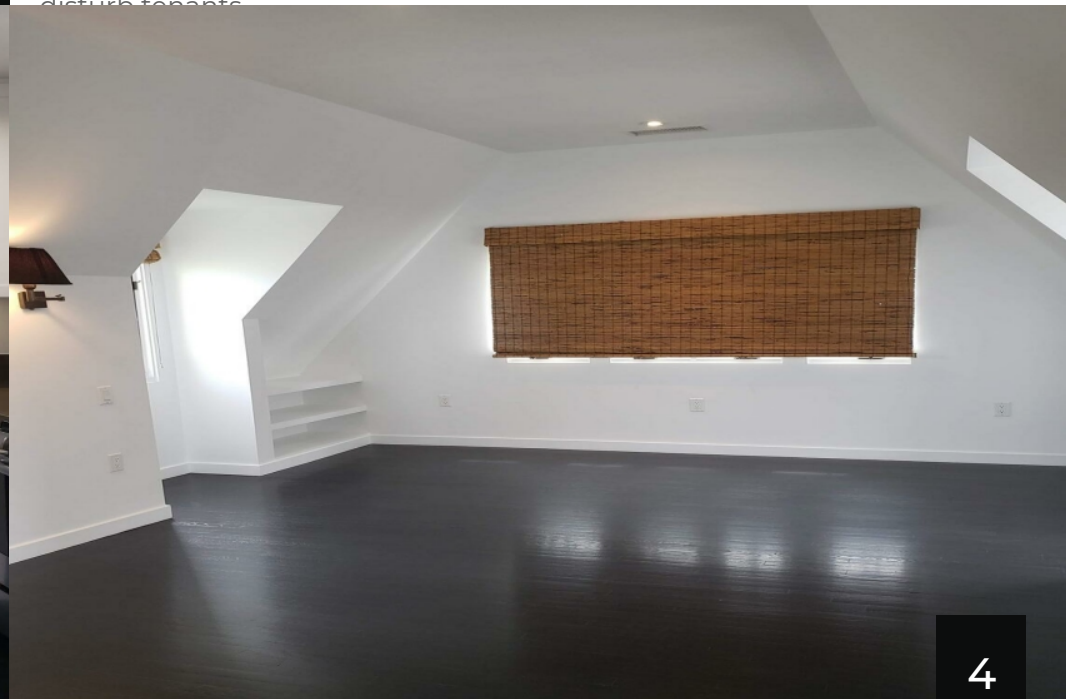
Ideally located less than one block from Montana Avenue, 921 16th Street places residents steps from some of the Westside's most sought-after restaurants, cafés, and retailers, including Bread Head, Lalaland Kind Cafe, Whole Foods, Williams Sonoma, and more. With an A+ walkability score and a short stroll to both Montana Avenue amenities and Santa Monica's world-renowned beaches, this location commands enduring tenant demand and premium rental rates.

The property consists of six units across three well-maintained buildings, each recently remodeled with consistent finishes and unique layouts. Many units feature private patios, while practical amenities include a shared laundry area, bike storage, ample alley parking (plus street parking for one-bedroom units), additional storage, and tankless water heaters—ensuring convenience and long-term tenant retention.

For investors seeking upside, the property offers clear value-add potential with the ability to add one to two additional units, unlocking up to \$100,000 in annual income growth.

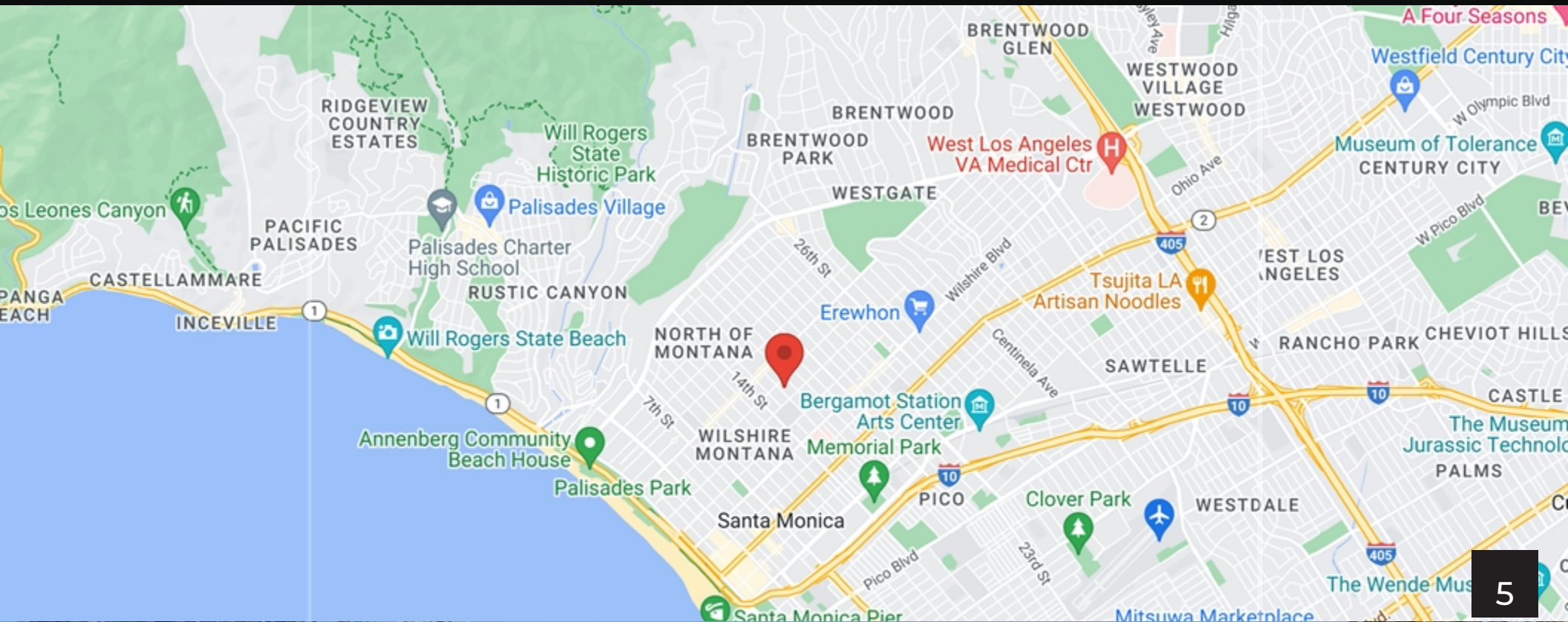
This is a rare chance to acquire a turnkey, cash-flowing, and tax-efficient asset in one of Santa Monica's most coveted rental corridors—blending immediate returns with long-term growth in a blue-chip location.

Drive-by only. Interior access provided with accepted offer. Please do not disturb tenants.



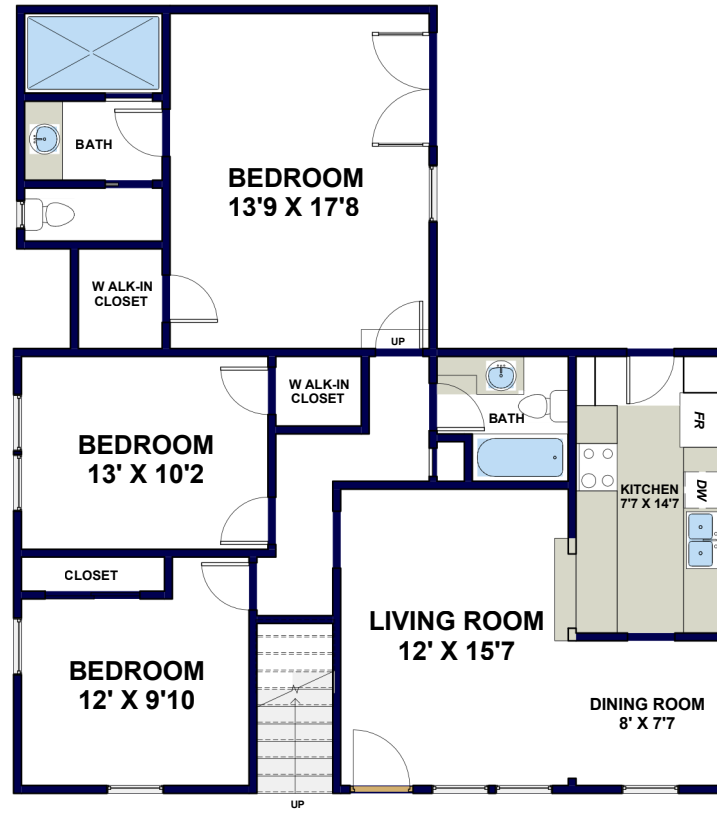
INVESTMENT HIGHLIGHTS

- Investors seeking a product and location that is irreplaceable, with value-add potential, will strongly consider this once in a lifetime investment.
- This trophy property provides investors with the rare opportunity to acquire an asset with tremendous presence, character, and scale in the city's most dynamic location.
- Priced below appraised value, this property offers great value for the savvy investor looking to scale.
- Recent capital expenditures include upgraded windows, refreshed exterior paint and individual meters for each unit. Great care was taken to upgrade the units with new elegant hardwood flooring, stylish paint palettes and SS appliances.
- There is an expansion opportunity at the rear of the property to add 1 to 2 units that would increase revenue by as much as \$96,000.00 per year.
- Assumable approximately \$2.2 loan at 3.5%. making this an exciting purchase opportunity for savvy investors. 4.6 CAP

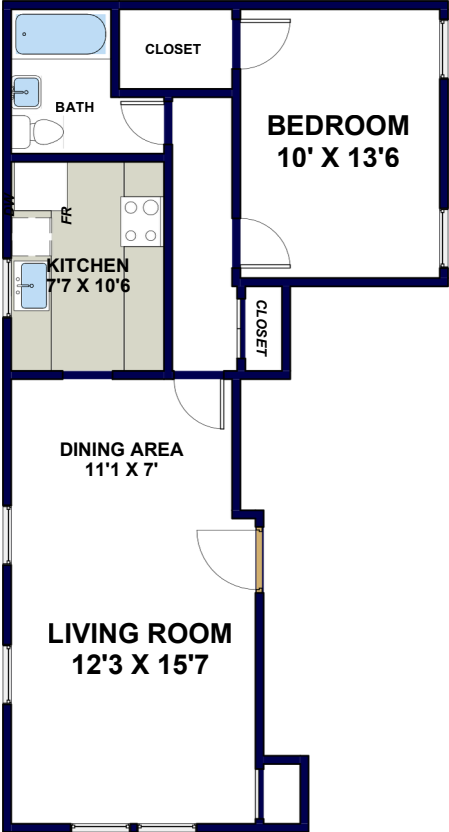




FLOORPLANS



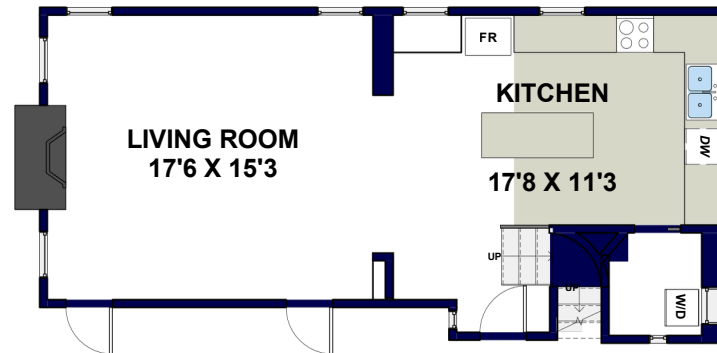
UNIT A



UNIT B

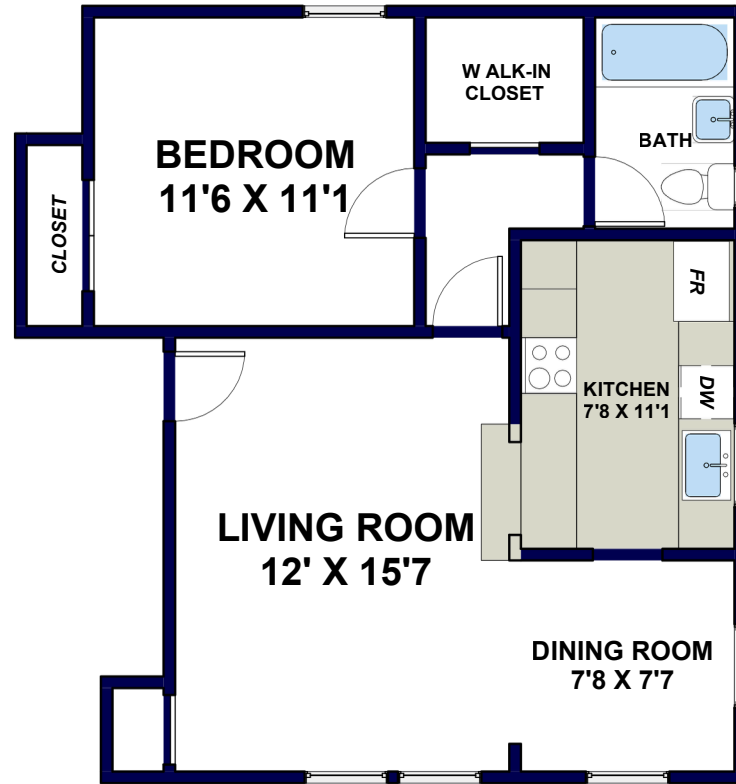


SECOND FLOOR



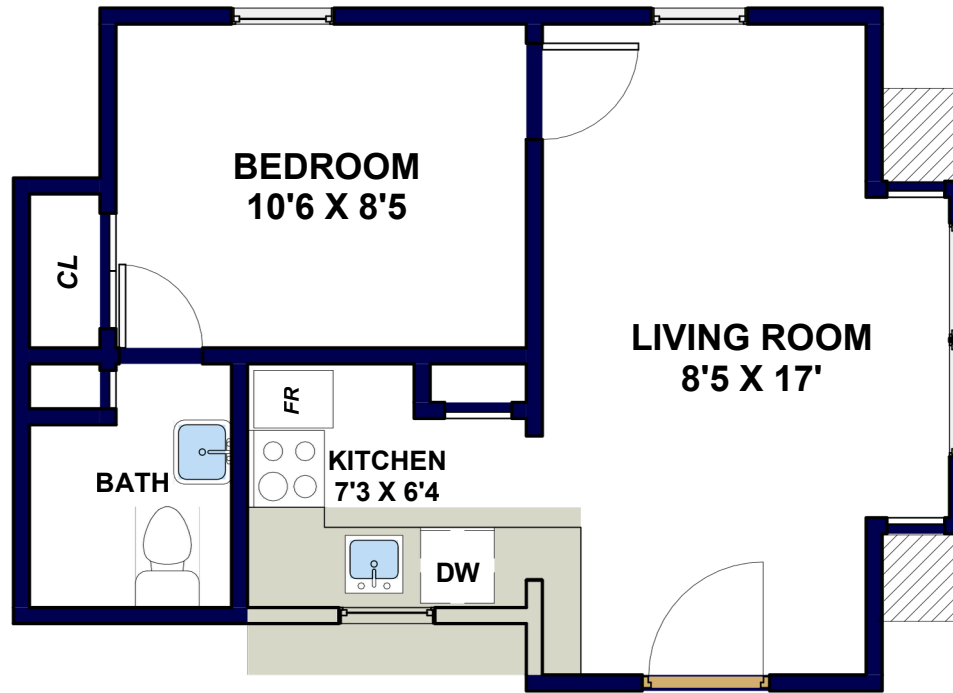
FIRST FLOOR

921 16TH STREET

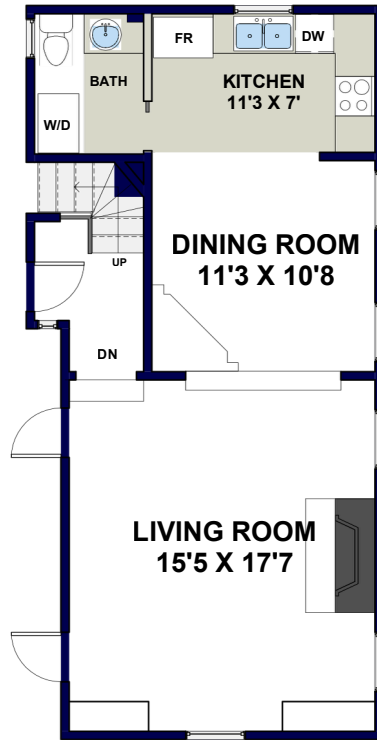


SECOND FLOOR

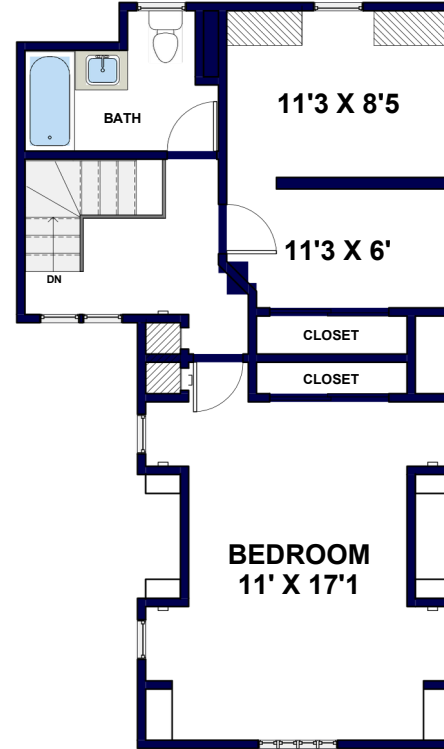
UNIT C



923 16TH STREET



FIRST FLOOR



SECOND FLOOR

925 16TH STREET



LOCATION HIGHLIGHTS

- Providing incredible access to neighborhood amenities, transportation, and highways, the building is also within walking distance to the 3rd St Promenade, Montana and Wilshire , boutique shopping, trendy restaurants, art galleries and urban parks.
- Centralized Westside location is ideal for commuters and work-from-home residents.
- 921-925 16th St offers the welcoming residential atmosphere of a home while being right in the heart of North of Wilshire neighborhood .
- This property is in an excellent central Santa Monica location right near major retail, educational, and employment opportunities.
- Highly walkable and accessible location (77 walking score), this building is close to everyday shopping, casual restaurants, fitness and medical centers, and an easy commute to downtown Santa Monica, making it attractive to high-income, long-term tenants.
- Santa Monica's well-known, high-end communities give North of Wilshire the reputation of being a quiet and protected community with a highly-regarded schooling system.



RENT ROLL

| UNIT TYPE | # OF UNITS | AVG SIZE (SF) | MONTHLY RENT | ANNUAL RENT | PRO FORMA MONTHLY | PRO FORMA ANNUAL | NOTES |
|----------------|------------|---------------|--------------|--------------|-------------------|------------------|-------------------------------|
| 2 + 1.5 | 2 | 0 | \$6,556.00 | \$157,344.00 | \$6,753.00 | \$162,072.00 | Remodeled, Private Yard, HVAC |
| 3 + 2 | 1 | 0 | \$6,060.00 | \$72,720.00 | \$6,242.00 | \$74,904.00 | Remodeled, Private Yard, HVAC |
| 1 + 1 | 3 | 0 | \$3,424.00 | \$123,264.00 | \$3,527.00 | \$126,972.00 | Remodeled, HVAC |
| Total Occupied | | 0 | | | | \$363,948.00 | |
| TOTAL | | 0 | | \$353,328.00 | | \$363,948.00 | |

OVERVIEW & ASSUMPTIONS

PRICING SUMMARY

| | |
|--------------------|----------------|
| PRICING | \$5,595,000.00 |
| IN PLACE NOI | \$257,627.00 |
| IN PLACE CAP RATE | 4.60% |
| PRO-FORMA NOI | \$266,532.00 |
| PRO FORMA CAP RATE | 4.76% |

ADDITIONAL INCOME BREAKDOWN

| | IN PLACE | PRO-FORMA |
|--------------------------------|-----------------|-----------------|
| PROPERTY PAS THROUGHS | \$300.00 | \$330.00 |
| TOTAL ADDITIONAL INCOME | \$300.00 | \$330.00 |

EXPENSE BREAKDOWN

| GENERAL EXPENSES | IN PLACE | PRO-FORMA |
|-------------------------------|--------------------|--------------------|
| CLEANING | \$275.00 | \$283.00 |
| GARDENING | \$6,500.00 | \$6,695.00 |
| PEST | \$1,125.00 | \$1,159.00 |
| PLUMBING | \$2,792.00 | \$2,877.00 |
| ELECTRICITY | \$106.00 | \$110.00 |
| WATER, TRASH & SEWER | \$5,625.00 | \$5,794.00 |
| TAXES & LICENSES | \$1,885.00 | \$1,940.00 |
| PROPERTY TAXES | \$56,782.00 | \$57,348.00 |
| TOTAL GENERAL EXPENSES | \$75,090.00 | \$76,206.00 |
| MANAGEMENT FEE | \$20,911.00 | \$21,540.00 |
| TOTAL EXPENSES | \$96,001.00 | \$97,746.00 |



CASH FLOW PROJECTIONS

| | IN PLACE | PRO-FORMA | DIFFERENCE |
|--------------------------------|---------------------|---------------------|---------------|
| POTENTIAL GROSS REVENUE | | | |
| BASE RENTAL REVENUE | \$353,328.00 | \$363,948.00 | +3.01% |
| ADDITIONAL INCOME | \$300.00 | \$330.00 | +10.00% |
| TOTAL POTENTIAL GROSS REVENUE | \$353,628.00 | \$364,278.00 | +3.01% |
| EFFECTIVE GROSS REVENUE | \$353,628.00 | \$364,278.00 | +3.01% |
| OPERATING EXPENSES | | | |
| MANAGEMENT FEE | \$20,911.00 | \$21,540.00 | +3.01% |
| GENERAL EXPENSES | \$75,090.00 | \$76,206.00 | +1.49% |
| TOTAL OPERATING EXPENSES | \$96,001.00 | \$97,746.00 | +1.82% |
| NET OPERATING INCOME | \$257,627.00 | \$266,532.00 | +3.46% |
| CAP RATE | 4.60% | 4.76% | +0.16% |

SALES COMPARABLES

917 5th Street Santa Monica, California 90403

\$100k Price Reduction! Under 14x GRM. Prime Santa Monica 10-unit just steps to Montana Ave & 5 blocks to the beach. Mix: (2) 2BR/2BA, (2) 2BR/1BA & (6) 1BR/1BA, most w/private balconies. Offered at 13.9 GRM & 4.65% cap. 8-11 parking spaces. Soft-story retrofit & balcony inspections complete. Copper plumbing, newer roof, many units upgraded. Subject to Santa Monica rent control.



840 18th Street Santa Monica, California 904032

We are pleased to offer for sale an incredibly unique multifamily asset located at 840 18th Street in the heart of LA's famed beach city of Santa Monica. The offering presents the ultimate opportunity for an owner-user to "make it their own" and create a one of a kind 3-story luxury unit in a 7-unit building steps away from prestigious Montana Avenue.



811 20th Street Santa Monica, California 90403

roudly presenting a rare and exceptional 7-unit multifamily opportunity in the heart of Santa Monica, located just steps from the highly coveted Montana Avenue. Built in 1968, 811 20th Street combines classic architectural charm with oversized, thoughtfully designed floor plans. This is an ideal investment for both long-term hold and owner-user potential.



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|-------|----------------|
| PRICE | \$4,175,000.00 |
|-------|----------------|

| | |
|-----------|------------|
| SALE DATE | 10/21/2025 |
|-----------|------------|

| | |
|-----------|------|
| CAP RATE% | 4.65 |
|-----------|------|

| | |
|----------------------|--------------|
| NET OPERATING INCOME | \$205,187.00 |
|----------------------|--------------|

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|---------------|------------|
| BUILDING SIZE | 8,212 SQFT |
|---------------|------------|

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|----------|------------|
| LOT SIZE | 7,496 SQFT |
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|-----------------|-------|
| NUMBER OF UNITS | 10.00 |
|-----------------|-------|

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|-------|----------------|
| PRICE | \$3,900,000.00 |
|-------|----------------|

| | |
|-----------|------------|
| SALE DATE | 05/05/2025 |
|-----------|------------|

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|-----------|------|
| CAP RATE% | 5.12 |
|-----------|------|

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|----------------------|--------------|
| NET OPERATING INCOME | \$217,770.00 |
|----------------------|--------------|

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|---------------|------------|
| BUILDING SIZE | 9,927 SQFT |
|---------------|------------|

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|----------|------------|
| LOT SIZE | 8,009 SQFT |
|----------|------------|

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|-----------------|------|
| NUMBER OF UNITS | 7.00 |
|-----------------|------|

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|-------|----------------|
| PRICE | \$3,900,000.00 |
|-------|----------------|

| | |
|-----------|------------|
| SALE DATE | 08/13/2025 |
|-----------|------------|

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|-----------|------|
| CAP RATE% | 4.92 |
|-----------|------|

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|----------------------|--------------|
| NET OPERATING INCOME | \$194,312.00 |
|----------------------|--------------|

| | |
|---------------|------------|
| BUILDING SIZE | 9,598 SQFT |
|---------------|------------|

| | |
|----------|------------|
| LOT SIZE | 8,016 SQFT |
|----------|------------|

| | |
|-----------------|------|
| NUMBER OF UNITS | 7.00 |
|-----------------|------|

DEMOGRAPHICS

| POPULATION | 1 MILE | 3 MILE | 5 MILE |
|-------------------------|---------|---------|---------|
| 2000 Population | 35,744 | 176,850 | 389,172 |
| 2010 Population | 38,175 | 181,707 | 403,075 |
| 2025 Population | 37,716 | 180,658 | 408,546 |
| 2030 Population | 37,299 | 180,191 | 408,154 |
| 2025-2030 Growth Rate | -0.22 % | -0.05 % | -0.02 % |
| 2025 Daytime Population | 53,495 | 256,975 | 582,182 |

| 2025 HOUSEHOLD INCOME | 1 MILE | 3 MILE | 5 MILE |
|-----------------------|------------|------------|------------|
| less than \$15000 | 2,012 | 8,271 | 15,578 |
| \$15000-24999 | 910 | 4,125 | 8,597 |
| \$25000-34999 | 674 | 3,531 | 7,895 |
| \$35000-49999 | 920 | 4,942 | 10,905 |
| \$50000-74999 | 1,732 | 9,444 | 19,991 |
| \$75000-99999 | 1,429 | 7,884 | 17,976 |
| \$100000-149999 | 2,645 | 13,258 | 29,602 |
| \$150000-199999 | 2,597 | 11,447 | 22,488 |
| \$200000 or greater | 6,664 | 29,688 | 61,409 |
| Median HH Income | \$ 137,150 | \$ 127,481 | \$ 123,879 |
| Average HH Income | \$ 206,175 | \$ 200,060 | \$ 194,165 |

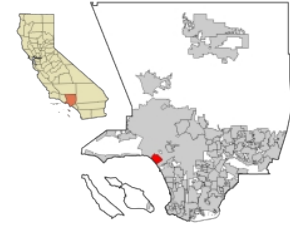


| HOUSEHOLDS | 1 MILE | 3 MILE | 5 MILE |
|------------------------------|--------|---------|---------|
| 2000 Total Households | 19,010 | 89,462 | 185,422 |
| 2010 Total Households | 19,836 | 90,552 | 189,800 |
| 2025 Total Households | 19,583 | 92,592 | 194,443 |
| 2030 Total Households | 19,860 | 94,479 | 198,531 |
| 2025 Average Household Size | 1.88 | 1.91 | 1.96 |
| 2025 Owner Occupied Housing | 5,516 | 27,785 | 64,960 |
| 2030 Owner Occupied Housing | 5,600 | 28,512 | 66,809 |
| 2025 Renter Occupied Housing | 14,067 | 64,807 | 129,483 |
| 2030 Renter Occupied Housing | 14,260 | 65,967 | 131,722 |
| 2025 Vacant Housing | 1,972 | 9,646 | 21,226 |
| 2025 Total Housing | 21,555 | 102,238 | 215,669 |



ABOUT SANTA MONICA

Santa Monica (Spanish for 'Saint Monica'; Spanish: Santa Mónica) is a city in Los Angeles County, situated along Santa Monica Bay on California's South Coast. Santa Monica's 2020 U.S. Census population was 93,076. Santa Monica is a popular resort town, owing to its climate, beaches, and hospitality industry.



CITY OF SANTA MONICA

INCORPORATED 11/29/1886

AREA

CITY 16 SQ MI

LAND 8.4 SQ MI

WATER 7.6 SQ MI

ELEVATION 105 FT

POPULATION

POPULATION 93,076

RANK 83

DENSITY 11,067.00 SQ MI



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