

GREENWOOD PLAZA

1200-1228 SOUTH GREENWOOD AVENUE, MONTEBELLO, CA 90640

PRIME VALUE-ADD OPPORTUNITY | INFILL SOUTHEAST L.A. LOCATION



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Activity ID: ZAH0120543

Marcus & Millichap
OVANESS-ROSTAMIAN GROUP



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01

EXECUTIVE SUMMARY

THE OFFERING



OFFERING PRICE:

\$7,720,000



2027 CURRENT & 2029 PROFORMA CAP RATES:

3.69% & 7.64%



BUILDING PRICE PER SF:

\$294



LAND PRICE PER SF:

\$88



TOTAL BUILDING SIZE:

26,303 SF



TOTAL LOT SIZE:

88,216 SF (±2.02 AC)



YEAR BUILT / RENOVATED:

1984 / 2025

1200-1228 SOUTH GREENWOOD AVENUE,
MONTEBELLO, CA 90640



INVESTMENT HIGHLIGHTS



- **Strong Daily-Needs Tenant Mix** – Diverse lineup of neighborhood-serving tenants generates consistent customer traffic and provides stable, diversified income.
- **Attractive Value-Add Opportunity with Path to a 7.64% ProForma Cap Rate** – Investors can enhance cash flow and drive returns through the continued lease-up of vacant space and completion of strategic capital improvements.
- **Prime Infill Southeast Los Angeles Location** – Strategically located in Montebello adjacent to the City of Commerce, serving a dense residential population and substantial daytime workforce.
- **High-Visibility Signalized Corner Location** – Approximately 362 feet of frontage along S. Greenwood Avenue with excellent visibility, multiple signage opportunities, and convenient ingress and egress.
- **Strong Traffic Counts & Regional Accessibility** – Positioned along a major commercial corridor with over 22,000 vehicles per day and immediate access to Interstate 5.
- **Recent Capital Improvements** – Ownership has completed significant upgrades, including roof, HVAC, exterior paint, and landscaping improvements, reducing near-term capital requirements.
- **Ample Parking & Customer Convenience** – On-site parking spaces support tenant operations and provide convenient customer access.
- **Exceptional Demographics & Consumer Spending** – The property serves a population of more than 612,000 residents within a 5-mile radius, supported by an average household reported income of \$96,154 and annual household retail expenditures exceeding \$80,000, driving long-term tenant demand and investment stability.

INVESTMENT OVERVIEW

The Ovaness-Rostamian Group of Marcus & Millichap is pleased to present Greenwood Plaza, a compelling value-add neighborhood shopping center located in the heart of Montebello, adjacent to the City of Commerce. The property is anchored by a diverse mix of daily-needs and service-oriented tenants that generate consistent customer traffic and provide a stable, diversified income stream.

Greenwood Plaza offers investors an attractive opportunity to acquire a well-located retail asset with both in-place cash flow and meaningful upside potential. Through the continued lease-up of vacant space and completion of strategic capital improvements, investors have the ability to enhance revenue and achieve a projected 7.64% proforma cap rate.

The property occupies a highly visible signalized corner location with approximately 362 feet of frontage along South Greenwood Avenue, providing excellent exposure, multiple signage opportunities, and convenient ingress and egress. Positioned along a major commercial corridor with traffic counts exceeding 22,000 vehicles per day and immediate access to Interstate 5, the center benefits from strong visibility and regional accessibility throughout Southeast Los Angeles.

Ownership has invested significant capital into the asset, including improvements to the roof, HVAC systems, exterior paint, and landscaping, helping reduce near-term capital expenditure requirements. Additionally, on-site parking spaces provide ample parking and convenience for both tenants and customers.

The investment is further supported by exceptional market fundamentals. More than 612,000 residents reside within a five-mile radius, with average household incomes exceeding \$96,000 and annual household retail expenditures of more than \$80,000. Combined with the area's dense population base, strong employment drivers, and supply-constrained retail environment, Greenwood Plaza is well positioned for long-term income growth, value creation, and investment stability.





02

PROPERTY DESCRIPTION

PROPERTY OVERVIEW



ZONING:

MNC2



TOTAL BUILDING SIZE:

26,303 SF



TOTAL LOT SIZE:

88,216 SF (±2.02 AC)



APN:

6354-004-035

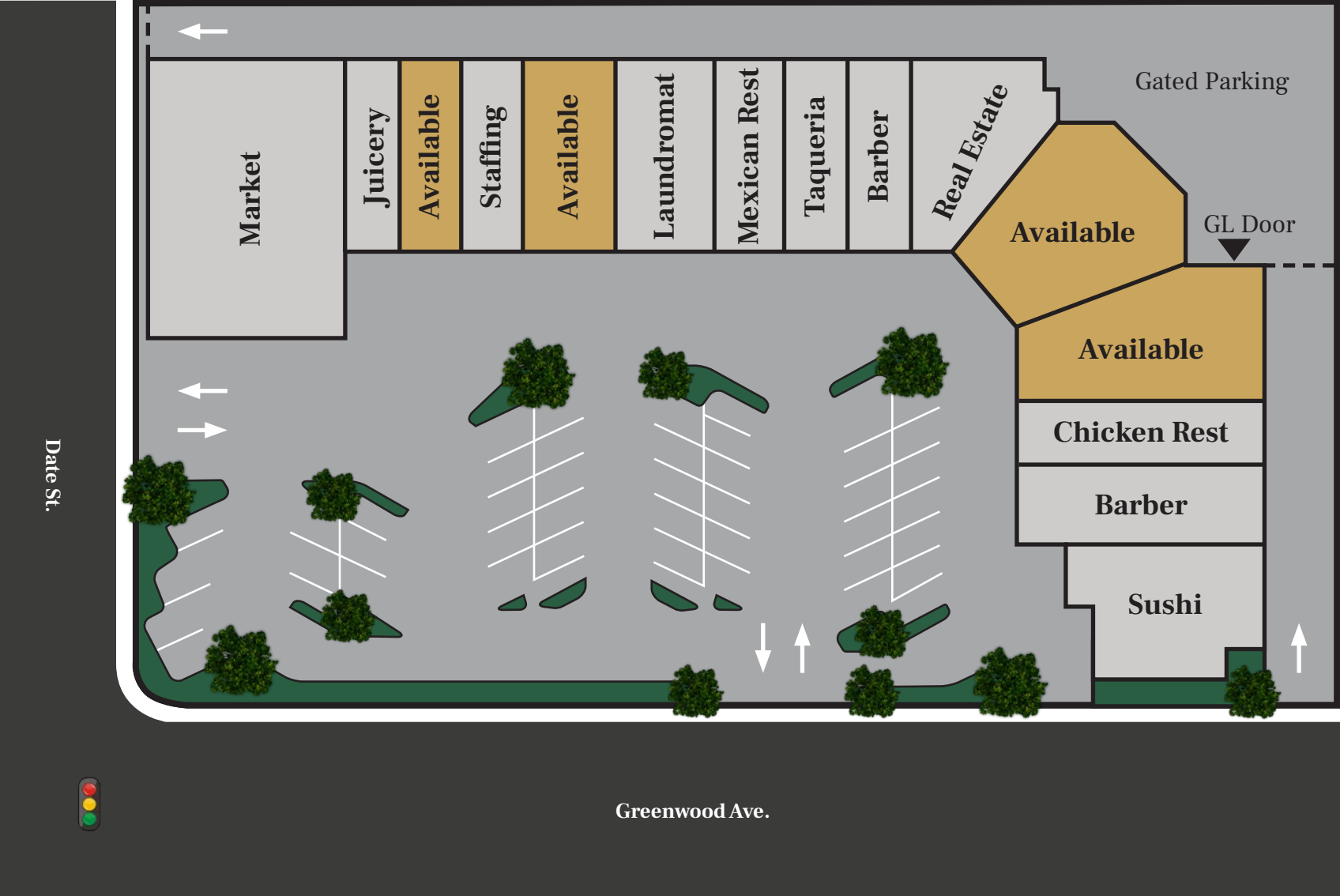


ADDRESS:

1200-1228 SOUTH GREENWOOD AVENUE,
MONTEBELLO, CA 90640



SITE PLAN



Commerce Center

Target **CVS**
Waba **Starbucks**
usbank **SUBWAY**
El Super **ROSS**
DRESS FOR LESS

CANTWELL - SACRED HEART OF MARY
COLLEGE PREPARATORY HIGH SCHOOL

350 Students

Montebello High School

1,907 Students

AdventistHealth
White Memorial
Montebello

192 Beds

Pico Rivera Plaza

Target
Food4Less
SUBWAY
KFC **Denny's**

Village Walk Shopping Center

HARBOR FREIGHT
Cane's **COLD STONE**

Pacific College

243 Students

29,475
CARS PER DAY

Applied Technology Center High School

295 Students

COSTCO WHOLESALE
McDonald's
Former Boys

40,405
CARS PER DAY

19,505
CARS PER DAY

51,387
CARS PER DAY

22,584
COMBINED CARS PER DAY

Citadel Outlets

sunglass hut **carter's** **ALDO**
BANANA REPUBLIC **BOOT BARN** **TOMMY HILFINGER**
lululemon **AEROPOSTALE** **HOLLISTER** **POLO RALPH LAUREN**
TORY BURCH **SUBWAY** **Starbucks**

DEL TACO

Pico Rivera Towne Center

Walmart **Marshall's** **OLD NAVY** **Starbucks**
PET SMART **FIVE BELOW** **ALDI** **DOLLAR TREE** **Panera Bread**
ROSS **DRESS FOR LESS** **Wendy's**

Bell Gardens High School

2,046 Students

Vail High School

219 Students

RUBEN SALAZAR HIGH SCHOOL

178 Students

SUBJECT
GREENWOOD PLAZA

Santa Fe Springs Marketplace

Food4Less **IHOP**
PIC 'N' SAVE **total**
O'Reilly

EL RANCHO HIGH SCHOOL

1,995 Students

224,833
CARS PER DAY

Los Jardines Shopping Center

Food4Less **El Super**
BOB'S DISCOUNT FURNITURE **BIG 5** **DOLLAR TREE**

237,064
CARS PER DAY

CVS
El Super

Waba **Starbucks** **Carl's Jr.**

30,297
CARS PER DAY

PIONEER HIGH SCHOOL

1,000 Students

Marshall's **ROSS**
DRESS FOR LESS

CVS

Long Beach Fwy.

Garfield Ave.

Greenwood Ave.

Date St.

East Washington Blvd.

Rosemead Blvd.

San Gabriel River Fwy.

Santa Ana Fwy.





SUBJECT



Vail High School
219 Students

Citadel Outlets

sunglass hut

carter's

ALDO

BANANA REPUBLIC

BOOT BARN

TOMMY HILF

lululemon

AEROPOSTALE

HOLLISTER CALIFORNIA

POLO RALPH LAUREN

TORY BURCH

SUBWAY

Starbucks



237,064
CARS PER DAY

Santa Ana Fwy.

22,584
COMBINED
CARS PER DAY

19,505
CARS PER DAY



Date St.



South Vail Ave.

South Maple Ave.

East Washington Blvd.

5,147
CARS PER DAY



40,405
CARS PER DAY

Greenwood Ave.

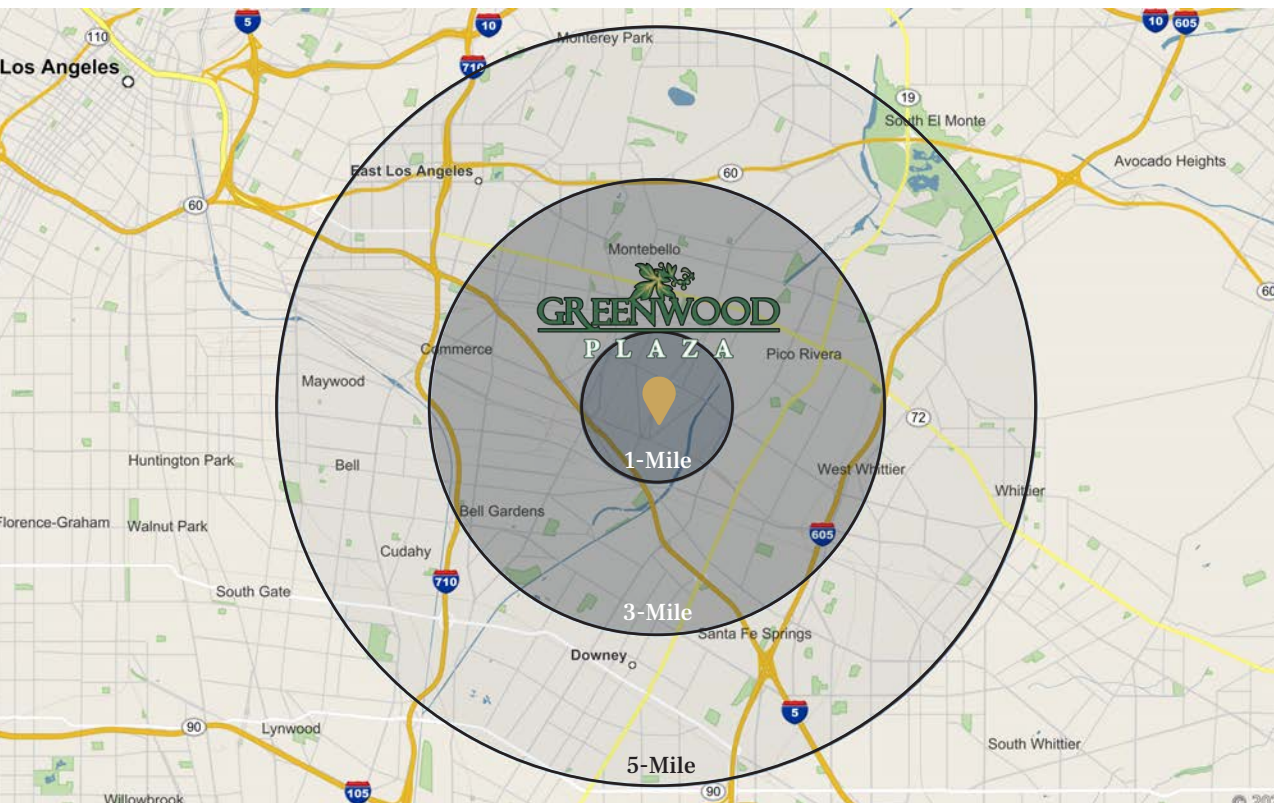


03

LOCATION & MARKET OVERVIEW

MONTEBELLO, CALIFORNIA OVERVIEW

Montebello, California, is a thriving community in southeastern Los Angeles County known for its central location, strong transportation access, and established residential base. Located just minutes from Downtown Los Angeles, the city benefits from convenient access to major freeways, including I-5 and SR-60, making it an attractive destination for businesses and commuters alike. Montebello is also home to a strong retail presence, diverse dining options, quality parks, and regional attractions, offering a well-rounded environment for residents, visitors, and commercial investment opportunities.



CITY HIGHLIGHTS

WITHIN A 5-MILE RADIUS



612,330
2025 POPULATION



\$96,154
2025 AVERAGE HOUSEHOLD INCOME



\$80,193
TOTAL AVERAGE HOUSEHOLD
RETAIL EXPENDITURE



± 17 Minute Drive
TO LOS ANGELES, CA

PALM SPRINGS

105
MILES

LOS ANGELES

10
MILES

SAN DIEGO

115
MILES

FRESNO

220
MILES

SAN FRANCISCO

380
MILES

SACRAMENTO

400
MILES

DEMOGRAPHICS

Marcus & Millichap
OVANESS-ROSTAMIAN GROUP

POPULATION	1 Mile	3 Miles	5 Miles
2030 Projection			
Total Population	12,574	214,299	615,819
2025 Estimate			
Total Population	12,564	213,222	612,330
2020 Census			
Total Population	13,003	221,610	637,181
2010 Census			
Total Population	13,052	225,474	645,767
Daytime Population			
2025 Estimate	19,561	223,023	641,487
HOUSEHOLDS	1 Mile	3 Miles	5 Miles
2030 Projection			
Total Households	3,672	65,192	189,595
2025 Estimate			
Total Households	3,642	64,563	187,536
Average (Mean) Household Size	3.5	3.4	3.3
2010 Census			
Total Households	3,589	63,432	183,815
2010 Census			
Total Households	3,380	61,411	177,147
Occupied Units			
2030 Projection	3,764	66,860	194,926
2025 Estimate	3,735	66,222	192,834
HOUSEHOLDS BY INCOME	1 Mile	3 Miles	5 Miles
2025 Estimate			
\$150,000 or More	15.1%	18.8%	17.5%
\$100,000-\$149,999	21.4%	18.8%	18.8%
\$75,000-\$99,999	14.2%	13.8%	13.8%
\$50,000-\$74,999	20.3%	16.6%	16.7%
\$35,000-\$49,999	11.1%	10.6%	10.4%
Under \$35,000	18.0%	21.5%	22.6%
Average Household Income	\$97,282	\$99,953	\$96,154
Median Household Income	\$78,347	\$81,416	\$78,483
Per Capita Income	\$28,469	\$30,431	\$29,865

HOUSEHOLDS BY EXPENDITURE	1 Mile	3 Miles	5 Miles
Total Average Household Retail Expenditure	\$82,826	\$81,101	\$80,193
Consumer Expenditure Top 10 Categories			
Housing	\$32,246	\$31,599	\$31,277
Transportation	\$13,822	\$13,410	\$13,320
Food	\$12,284	\$11,998	\$11,910
Personal Insurance and Pensions	\$10,636	\$10,299	\$10,176
Entertainment	\$3,724	\$3,686	\$3,615
Apparel	\$2,599	\$2,509	\$2,473
Cash Contributions	\$2,364	\$2,387	\$2,317
Education	\$1,514	\$1,518	\$1,493
Personal Care Products and Services	\$1,148	\$1,154	\$1,127
Alcoholic Beverages	\$697	\$690	\$679
POPULATION PROFILE	1 Mile	3 Miles	5 Miles
Population By Age			
2025 Estimate Total Population	12,564	213,222	612,330
Under 20	27.1%	25.3%	25.6%
20 to 34 Years	21.9%	21.4%	21.3%
35 to 39 Years	7.0%	6.8%	7.0%
40 to 49 Years	13.0%	13.3%	13.3%
50 to 64 Years	17.4%	17.9%	17.8%
Age 65+	13.6%	15.2%	14.9%
Median Age	35.0	37.0	37.0
Population 25+ by Education Level			
2025 Estimate Population Age 25+	8,306	144,985	415,155
Elementary (0-8)	16.5%	18.9%	19.2%
Some High School (9-11)	13.2%	11.6%	11.4%
High School Graduate (12)	30.9%	28.0%	27.1%
Some College (13-15)	18.6%	18.3%	18.0%
Associate Degree Only	5.9%	6.6%	6.4%
Bachelor's Degree Only	11.8%	11.9%	12.8%
Graduate Degree	3.2%	4.7%	5.1%

LOS ANGELES OVERVIEW

The Los Angeles-Long Beach metro is located entirely within Los Angeles County, covering 4,751 square miles. The county encompasses 88 incorporated cities and numerous unincorporated areas. It is bordered on the east by San Bernardino County, on the north by Kern and Ventura counties, on the west by the Pacific Ocean and on the south by Orange County. The area is home to nearly 10 million residents. The city of Los Angeles accounts for nearly 3.9 million people, and the Los Angeles coastline stretches along 81 miles of world-famous beaches. The Santa Monica and San Gabriel mountains are located in the county, with the highest point at Mount San Antonio reaching more than 10,000 feet.



Sources: Marcus & Millichap Research Services; BLS; Bureau of Economic Analysis; Experian; Fortune; Moody's Analytics; U.S. Census Bureau

METRO HIGHLIGHTS

ECONOMIC CENTER

Los Angeles is the entertainment capital of the world, as well as a leading international trade and manufacturing center.

PROMINENT PORT ACTIVITY

The Port of Los Angeles and the Port of Long Beach are the largest and busiest ports in the nation, making the metro a key link in the international supply chain.

JOB AND POPULATION GROWTH

A desirable climate, proximity to the ocean and recreational opportunities lure companies and residents to the metro.

ECONOMY

- The motion picture/entertainment industry is one of the most high-profile sectors of the economy. The resolution of strikes by Hollywood last year should aid hiring in the segment moving forward.
- The gross metropolitan product is expected to grow at a pace faster than the United States rate this year.
- Ten Fortune 500 companies are headquartered in the metro, including Walt Disney, Molina Healthcare, Edison International, Reliance Steel & Aluminum, Live Nation, Avery Dennison and Skechers USA.
- A sizable aerospace presence exists in the South Bay, led by employers that include Boeing, Northrop Grumman, Raytheon Technologies Corp. and SpaceX.
- Employers across a variety of industries employed approximately 4.565 million individuals at the onset of 2024, a record count.
- The metro's two ports make the area a hub in the domestic supply chain, fueling demand for warehouse and distribution space throughout the county.



04

FINANCIAL ANALYSIS

PRICING

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PRICING SUMMARY

Price:	\$7,720,000	
Down Payment:	\$4,246,000	<i>55% Down Payment</i>
Current 2027 Cap Rate:	3.69%	Cash-on-Cash: 0.24%
2029 ProForma Cap Rate:	7.64%	ProForma Cash-on-Cash: 7.42%
<u>Costs Incurred by New Owner</u>		
TI & Leasing Commission @ \$25 PSF	\$172,100	
Year Built / Renovated:	1984 / 2025	
Total Building Size:	26,303	
Price Per Square Foot:	\$294	
Lot Size (SF):	88,216	
Land Per Sq. Ft.:	\$88	

NEW FINANCING

LTV:	45%
Balance:	\$3,474,000
Term:	5
Rate:	6.25%
Amortization:	25
Maturity Date:	Aug-2031
Yearly Payment:	\$275,003

FINANCIAL SUMMARY

	<u>Current</u>		<u>2029 ProForma</u>	
Total Rental Income (GLA):	\$377,198		\$645,867	
Expense Reimbursements:	\$122,213	57%	\$214,408	100%
Total Gross Revenue:	\$499,410		\$860,275	
Vacancy Factor:	\$0	0.0%	(\$43,014)	5.0%
Operating Expenses:	(\$214,408)	57%	(\$214,408)	33%
Net Operating Income (NOI):	\$285,002	3.69%	\$602,853	7.64%
First Trust Deed/Mortgage:	\$275,003		\$275,003	
Pre-Tax Cash Flow:	\$9,999	0.24%	\$327,850	7.42%
Interest Payment:	\$215,438		\$211,607	
Principle Payment:	\$59,565		\$63,396	
Total Return:	\$69,564	1.64%	\$391,247	8.86%

ESTIMATED EXPENSES

Property Tax:	\$120,432
Insurance:	\$17,000
Maintenance & Repair:	\$15,000
Property Mgt:	\$19,976
Trash/Sewer:	\$24,000
Utilities:	\$12,000
Landscaper:	\$6,000
Total Expenses:	\$214,408
Expenses Per Sq. Ft	\$0.68

RENT ROLL

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CURRENT RENT ROLL - 2027

<u>Unit</u>	<u>Tenant</u>	<u>%</u>	<u>Sq. Ft.</u>	<u>Monthly Rent</u>	<u>Annual Rent</u>	<u>Rent PSF/Mo</u>	<u>Rent PSF/Yr</u>	<u>Type</u>	<u>Start</u>	<u>End</u>	<u>Options</u>	<u>Increases</u>
1200	Carniceria Monarca (Supermarket)	17%	4,600	\$5,140	\$61,678	\$1.12	\$13.41	MG	10/1/2013	9/30/2028	2 x 5 Yr	3.00%
1202	Frutas Y Heladas (Juicery)	3%	800	\$1,873	\$22,476	\$2.34	\$28.10	NNN	1/1/2020	12/31/2027		3.00%
1204	Vacant	5%	1,250	\$0	\$0	\$0.00	\$0.00	NNN	TBC	TBC		3.00%
1204A	Staffing Agency	4%	1,160	\$2,270	\$27,241	\$1.96	\$23.48	NNN	8/15/2025	10/31/2030		3.00%
1206-1206 1/2	Vacant	8%	2,000	\$0	\$0	\$0.00	\$0.00	NNN	TBC	TBC		3.00%
1208	Coin Laundry	9%	2,310	\$4,045	\$48,538	\$1.75	\$21.01	NNN	7/1/2019	6/30/2029	3 x 5 Yr	5.00%
1210	Mexican Seafood Restaurant	4%	1,063	\$2,000	\$24,004	\$1.88	\$22.58	NNN	3/1/2025	2/28/2030	1 x 5 Yr	5.00%
1212	Taqueria Danny's	3%	800	\$1,753	\$21,036	\$2.19	\$26.29	NNN	3/1/2021	2/28/1931		4.00%
1212A	Happy Barber Shop	3%	800	\$1,464	\$17,569	\$1.83	\$21.96	NNN	11/1/2024	10/31/2027	1 x 3 Yr	5.00%
1214	Real Estate and Tax	7%	1,900	\$1,912	\$22,947	\$1.01	\$12.08	NNN	1/9/2023	1/8/2028	1 x 5 Yr	5.00%
1216	Vacant	8%	2,000	\$0	\$0	\$0.00	\$0.00	NNN	TBC	TBC		3.00%
1218	Vacant	6%	1,634	\$0	\$0	\$0.00	\$0.00	NNN	TBC	TBC		3.00%
1220	Fried Chicken	5%	1,286	\$3,344	\$40,123	\$2.60	\$31.20	NNN	7/1/2025	9/30/2030		4.00%
1220A/1222	Presidential Barber Shop	8%	2,040	\$2,244	\$26,928	\$1.10	\$13.20	NNN	1/1/2026	7/31/2031		10.00%
1228	Sushi Restaurant	10%	2,660	\$5,388	\$64,656	\$2.03	\$24.31	NNN	6/1/2022	5/31/1932	1 x 5 Yr	5.00%
Total / Average		100%	26,303	\$31,433	\$377,198	\$1.32	\$15.84					

RENT ROLL - 2029 PROFORMA

<u>Unit</u>	<u>Tenant</u>	<u>%</u>	<u>Sq. Ft.</u>	<u>Monthly Rent</u>	<u>Annual Rent</u>	<u>Rent PSF/Mo</u>	<u>Rent PSF/Yr</u>	<u>Type</u>	<u>Start</u>	<u>End</u>	<u>Options</u>	<u>Increases</u>
1200	Carniceria Monarca (Supermarket)	17%	4,600	\$9,200	\$110,400	\$2.00	\$24.00	NNN	10/1/2028	9/30/2033	1 x 5 Yr (FMV)	3.00%
1202	Frutas Y Heladas (Juicery)	3%	800	\$1,987	\$23,845	\$2.48	\$29.81	NNN	1/1/2020	12/31/2027		3.00%
1204	New Tenant	5%	1,250	\$2,575	\$30,900	\$2.06	\$24.72	NNN	TBC	TBC		3.00%
1204A	Staffing Agency	4%	1,160	\$2,408	\$28,900	\$2.08	\$24.91	NNN	8/15/2025	10/31/2030		3.00%
1206-1206 1/2	New Tenant	8%	2,000	\$4,120	\$49,440	\$2.06	\$24.72	NNN	TBC	TBC		3.00%
1208	Coin Laundry	9%	2,310	\$4,459	\$53,513	\$1.93	\$23.17	NNN	7/1/2019	6/30/2029	3 x 5 Yr	5.00%
1210	Mexican Seafood Restaurant	4%	1,063	\$2,205	\$26,465	\$2.07	\$24.90	NNN	3/1/2025	2/28/2030	1 x 5 Yr	5.00%
1212	Taqueria Danny's	3%	800	\$1,896	\$22,752	\$2.37	\$28.44	NNN	3/1/2021	2/28/1931		4.00%
1212A	Happy Barber Shop	3%	800	\$1,614	\$19,370	\$2.02	\$24.21	NNN	11/1/2024	10/31/2027	1 x 3 Yr	5.00%
1214	Real Estate and Tax	7%	1,900	\$3,990	\$47,880	\$2.10	\$25.20	NNN	1/9/2023	1/8/2028	FMV	5.00%
1216	Vacant	8%	2,000	\$4,200	\$50,400	\$2.10	\$25.20	NNN	TBC	TBC		5.00%
1218	New Tenant	6%	1,634	\$3,366	\$40,392	\$2.06	\$24.72	NNN	TBC	TBC		3.00%
1220	Fried Chicken	5%	1,286	\$3,616	\$43,397	\$2.81	\$33.75	NNN	7/1/2025	9/30/2030		4.00%
1220A/1222	Presidential Barber Shop	8%	2,040	\$2,244	\$26,928	\$1.10	\$13.20	NNN	1/1/2026	7/31/2031		0.00%
1228	Sushi Restaurant	10%	2,660	\$5,940	\$71,284	\$2.23	\$26.80	NNN	6/1/2022	5/31/1932	1 x 5 Yr	5.00%
Total / Average		100%	26,303	\$53,822	\$645,867	\$2.10	\$25.18					

EXCLUSIVELY LISTED BY

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OVANESS-ROSTAMIAN GROUP

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