

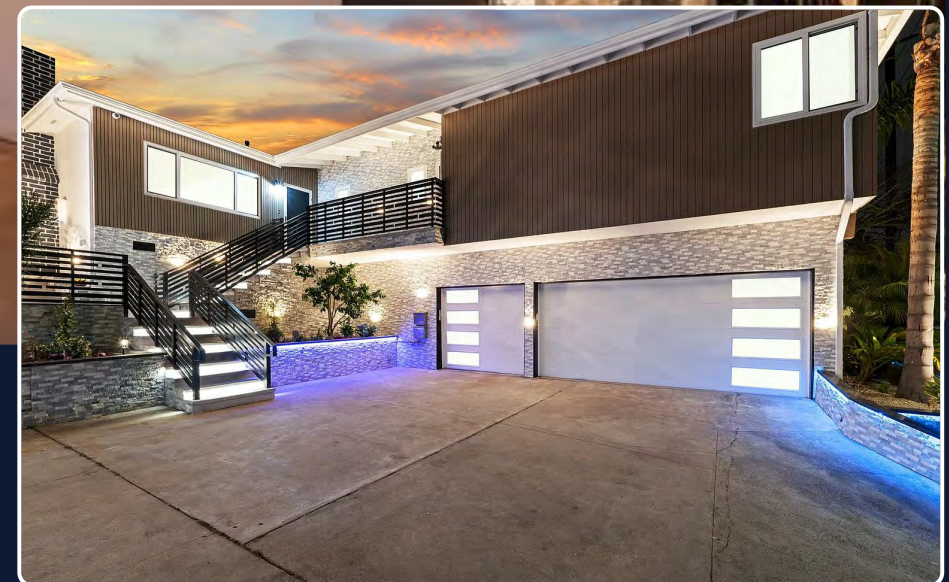
**MATTHEWS**™



A turn-key coastal duplex offering stabilized in-place income and irreplaceable Westside positioning.

**8222 Pershing Drive**

Playa Del Rey, CA 90293



EXCLUSIVELY LISTED BY

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**MATTHEWS™**

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# PROPERTY OVERVIEW

8222 Pershing Drive | Playa Del Rey, CA 90293

## THE OPPORTUNITY

8222 PERSHING DRIVE

8222 Pershing Drive presents a rare opportunity to acquire a fully renovated, turn-key coastal duplex in the heart of Playa del Rey, one of Los Angeles' most sought-after beachside communities. Located in a residential corridor just a short walk to the beach, the property combines strong in-place income, high-quality unit renovations, and durable long-term demand drivers that are increasingly difficult to find at this price point on the Westside.

The asset consists of two fully upgraded units totaling  $\pm 2,296$  square feet on a 5,000 square foot LAR2-zoned lot. The property features a spacious 3 bedroom / 2 bathroom residence and a well-appointed 2 bedroom / 2 bathroom residence. Both units have undergone extensive renovations with modern finishes and quality upgrades throughout, providing a true turn-key investment with no anticipated near-term capital improvements required. The property features a private backyard with an above-ground jacuzzi and dedicated outdoor entertaining space, an amenity that consistently commands strong tenant demand in coastal rental markets. Additional upside is supported by Playa del Rey's strong short- and mid-term rental premiums driven by its coastal location.



## LOCATION HIGHLIGHTS

Playa del Rey benefits from a deep and diverse tenant and buyer pool, supported by proximity to LAX, the 90 and 105 freeway corridors, Silicon Beach employment hubs, and the beach itself. The submarket continues to attract both long-term renters and owner-users drawn to its coastal, small-town feel within minutes of major Westside demand drivers.

Notably, the adjacent duplex at 8218–8220 Pershing Drive is also available for sale under the same ownership, presenting a compelling portfolio acquisition opportunity for investors seeking to achieve scale in a supply-constrained coastal submarket.

01

### Fully Renovated

Two units delivered in true turn-key condition with modern kitchens, baths, flooring and fixtures.

02

### Walkable Beach Location

Steps from the sand and the coastal bike path, in one of LA's most supply-constrained beach submarkets.

03

### Westside Renter Demand

Diversified pull from Silicon Beach, Playa Vista, Marina del Rey, LMU, and the LAX employment base.

04

### Outdoor Lifestyle Amenity

Private backyard with above-ground jacuzzi supports premium coastal positioning and tenant retention.

05

### Stabilized In-Place Income

\$10,400 in current monthly rent with proforma upside to a \$11,250 market rate.

06

### Portfolio Optionality

Adjacent duplex availability creates a rare four-unit assemblage opportunity within Playa del Rey.

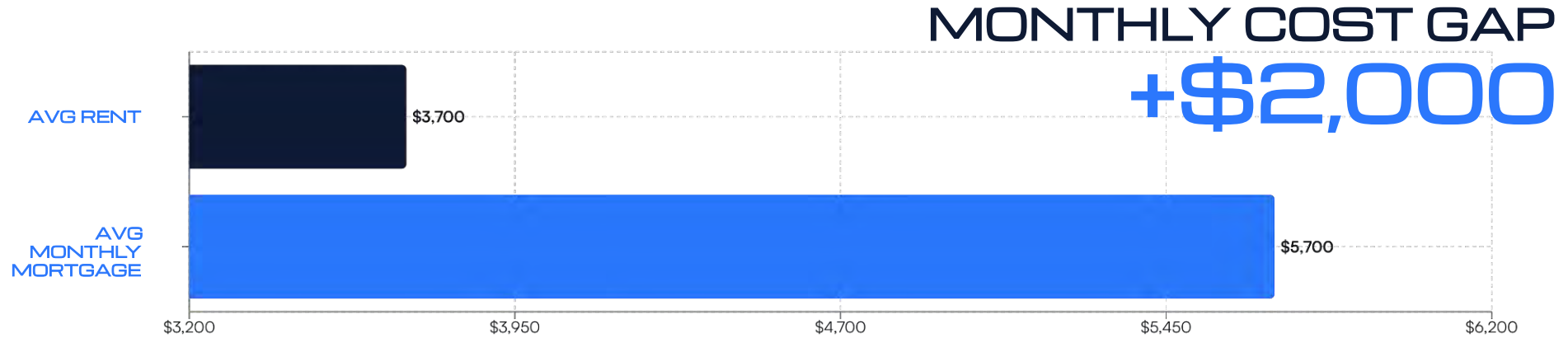
Investment Highlights

**Income stability, irreplaceable coast location, and lifestyle-driven renter demand.**

# PLAYA DEL REY HOUSING COST COMPARISON

## RENTING VS OWNING IN PLAYA DEL REY

Monthly cost to own is significantly higher than renting, reinforcing renter demand and sustained occupancy.



## PLAYA DEL REY

5.1%  
AVG VACANCY

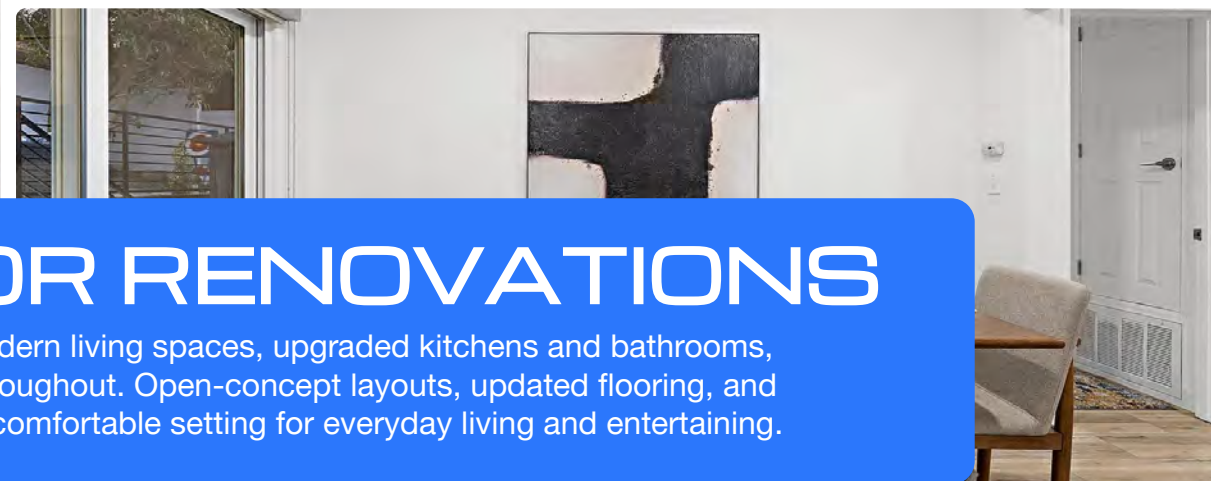
±6 MIN  
FROM LMU

±30 MIN  
FROM LAX

## NEIGHBORHOOD & LIFESTYLE

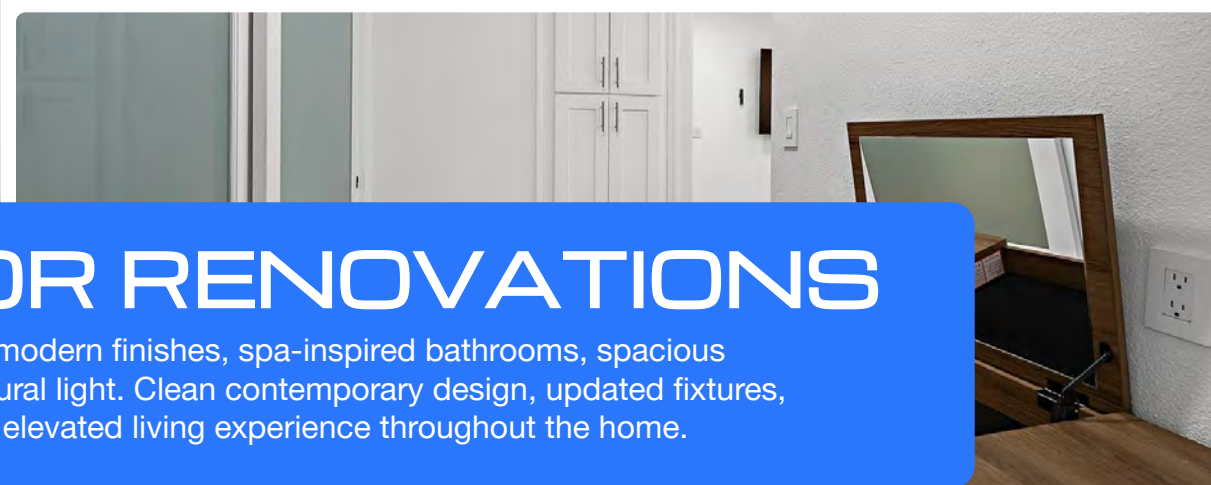
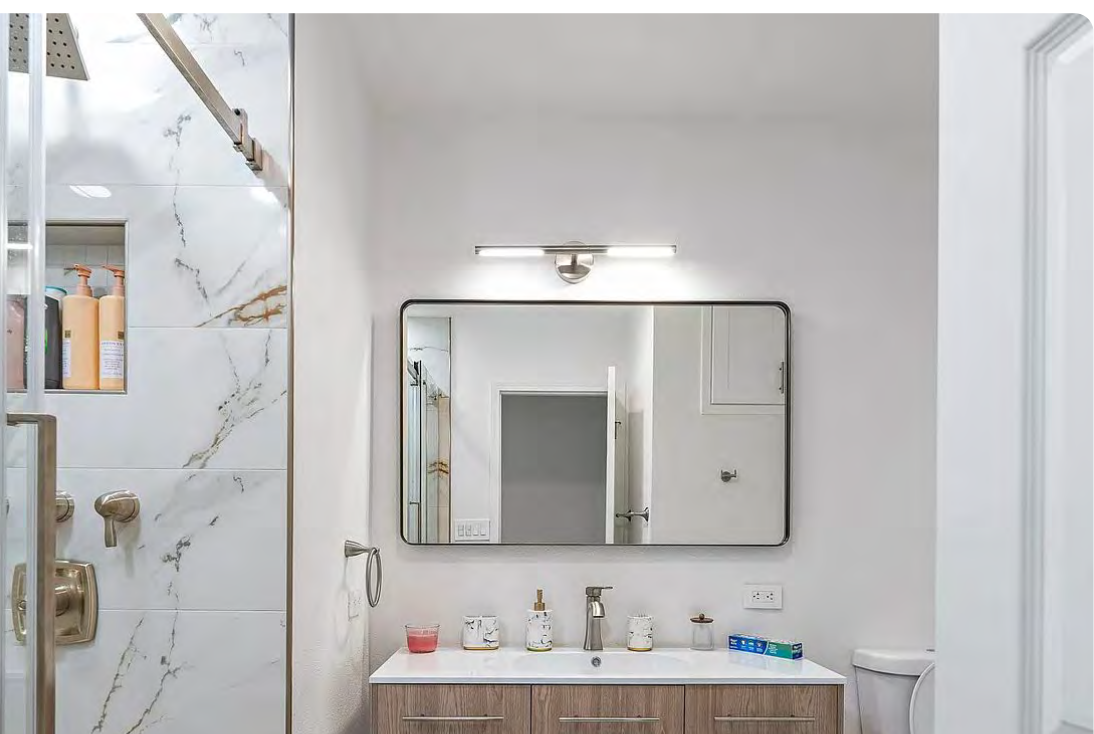
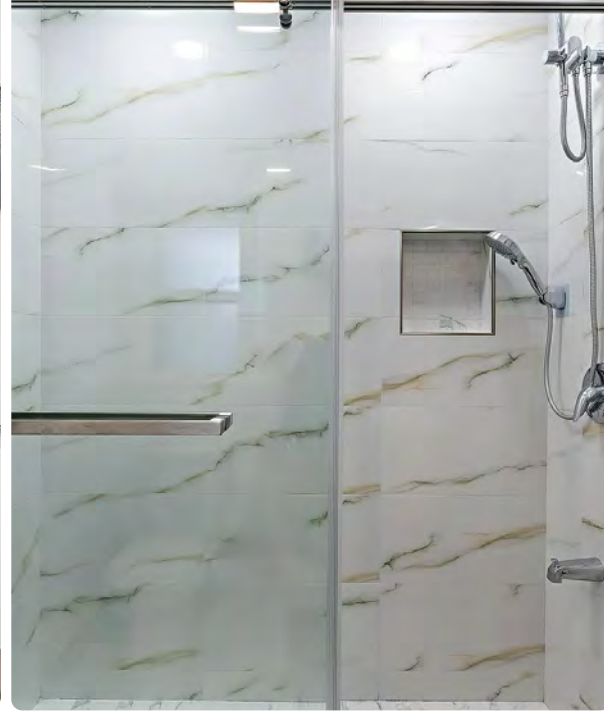
*Playa del Rey offers a unique blend of coastal living, Silicon Beach connectivity, and convenient access to Los Angeles' premier employment and lifestyle destinations.*

- **Silicon Beach Access:** Ideally positioned near Playa Vista, home to major technology, media, and creative employers including Google, YouTube, Snap, and Electronic Arts.
- **Loyola Marymount University:** (LMU) Located just minutes from Loyola Marymount University, a major demand driver with 10,000+ enrolled students and a significant off-campus housing population.
- **Dining & Retail:** Close proximity to neighborhood dining favorites, coffee shops, and retail destinations throughout Playa del Rey, Playa Vista, and Marina del Rey.
- **Transportation:** Immediate access to Lincoln Boulevard, the Marina Freeway (SR-90), and Interstate 405, providing connectivity throughout the Westside and greater Los Angeles region.
- **LAX Proximity:** Conveniently located less than 5 miles from Los Angeles International Airport, one of the region's largest employment and transportation hubs.



## RECENT INTERIOR RENOVATIONS

Recently renovated interiors feature bright modern living spaces, upgraded kitchens and bathrooms, contemporary finishes, and stylish updates throughout. Open-concept layouts, updated flooring, and expansive living areas create a functional and comfortable setting for everyday living and entertaining.



# RECENT INTERIOR RENOVATIONS

Thoughtfully designed interiors showcase modern finishes, spa-inspired bathrooms, spacious bedrooms, and open living areas filled with natural light. Clean contemporary design, updated fixtures, and cohesive styling create a warm and elevated living experience throughout the home.



**OUTDOOR AMENITIES**

**Cedars-Sinai Marina Hospital**  
±133 Beds | ±800 Employees

**Mothers Beach**



**Peet's Coffee**

90

±84,500 VPD

**Downtown LA**  
±21.5 Miles Away



**amazon**  
Warehouse

**APEX**  
Aerospace Company  
±300 Employees

**Waterside, Marina del Rey**



**Office**  
±228,000 Employees Globally



**Venice Beach**



**Loyola Marymount University**  
±10,200 Students

**Ballona Wetlands Ecological Reserve**

**Playa Vista Elementary**  
±474 Students

**Westchester Enriched Sciences Magnets**  
±1,268 Students

**Westchester Village**



**Subject Property**

±57,000 VPD

**Paseo del Rey Elementary**  
±145 Students

**Westchester Golf Course**

**St Bernard High School**  
±165 Students

**LUCKY STRIKE**



**Playa Del Rey Beach**

**Los Angeles International Airport**  
±77 M Annual Passengers  
±50,000+ Employees



EREWHON



**Cedars-Sinai Marina Hospital**  
±133 Beds | ±800 Employees

**Mothers Beach**

**Venice Beach**

**TikTok**  
Business Networking Company  
±1,000 Employees

Westfield Culver City

**macy's** NORDSTROM

**JCPenney** **FIVE GUYS**

**TARGET** **BJS**

Olive Garden **FINISH LINE** RESTAURANT BREWHOUSE

**SEPHORA** **H&M**



**APEX**  
Aerospace Company  
±300 Employees

**Office**  
±228,000 Employees Globally

**Downtown LA**  
±21.5 Miles Away

**Ballona Wetlands Ecological Reserve**



**Loyola Marymount University**  
±10,200 Students



**FORUM**  
Most Iconic Concert Venue in the U.S.

**Subject Property**

**Westchester Golf Course**



**SoFi Stadium**  
±5 M Annual Visitors  
20+ NFL Home Games Annually

**YouTube Theater**  
Event Venue

**Playa Del Rey Beach**



**Los Angeles International Airport**  
±77 M Annual Passengers  
±50,000+ Employees

Metro K Line



±326,000 VPD

**INTUIT DOME**  
Home Arena of the NBA's Los Angeles Clippers

**Dockweiler Beach**

Imperial Hwy ± 26,900 VPD

**U.S. AIR FORCE**  
Los Angeles Air Force Base  
±6,400 Employees and Personnel



# FINANCIAL OVERVIEW

8222 Pershing Drive | Playa Del Rey, CA 90293

# FINANCIAL OVERVIEW

## Investment Summary

| Price       | Price/Unit | Price/SF | Current  |       | Market   |       |
|-------------|------------|----------|----------|-------|----------|-------|
|             |            |          | Cap Rate | GRM   | Cap Rate | GRM   |
| \$1,990,000 | \$995,000  | \$867    | 4.88%    | 15.95 | 5.39%    | 14.74 |

## Property Info

|               |              |
|---------------|--------------|
| Units         | 2            |
| Year Built    | 1961         |
| Renovated     | 2026         |
| Gross Bldg SF | ±2,296       |
| Lot Size      | ±5,000       |
| APN           | 4115-005-019 |
| Zoning        | LAR2         |

## Unit Mix & Scheduled Income

| Total Units               | Unit Mix       | Unit Mix % | Avg SF | Current  |             |                  | Market           |             |              |
|---------------------------|----------------|------------|--------|----------|-------------|------------------|------------------|-------------|--------------|
|                           |                |            |        | Avg Rent | Avg Rent/SF | Monthly Rent     | Avg Rent         | Avg Rent/SF | Monthly Rent |
| 1                         | 3 Bed + 2 Bath | 50%        | 1,296  | \$6,400  | \$4.94      | \$6,400          | \$6,750          | \$5.21      | \$6,750      |
| 1                         | 2 Bed + 2 Bath | 50%        | 1,000  | \$4,000  | \$4.00      | \$4,000          | \$4,500          | \$4.50      | \$4,500      |
| <b>Total Monthly Rent</b> |                |            |        |          |             | <b>\$10,400</b>  | <b>\$11,250</b>  |             |              |
| <b>Total Annual Rent</b>  |                |            |        |          |             | <b>\$124,800</b> | <b>\$135,000</b> |             |              |

## Financing - New Loan

Financing options are available through Matthews™ Capital Markets. This asset qualifies for attractive residential loan programs with competitive rates and flexible terms. Our team can assist in identifying the most competitive options tailored to each buyer's profile.

Rates and terms vary based on borrower qualifications and market conditions.

For customized financing scenarios, please contact the listing agents for more information.

## Annual Operating Summary

|                             | Current         |                     | Market           |                  |
|-----------------------------|-----------------|---------------------|------------------|------------------|
| Gross Potential Rent        | \$124,800       | <i>Current Rent</i> | \$135,000        | <i>8% Upside</i> |
| Gross Operating Income      | \$124,800       |                     | \$135,000        |                  |
| Expenses                    | \$27,653        | 22.16%              | \$27,653         | 20.48%           |
| <b>Net Operating Income</b> | <b>\$97,147</b> |                     | <b>\$107,347</b> |                  |
| Total Return Before Taxes   | \$97,147        | 4.88%               | \$107,347        | 5.39%            |

## Pro Forma Annual Operating Expenses

|                                                           | Pro Forma Estimates            | Current               | Per Unit               | % of SGI               | Market          | Per Unit        | % of SGI      |
|-----------------------------------------------------------|--------------------------------|-----------------------|------------------------|------------------------|-----------------|-----------------|---------------|
| Real Estate Taxes                                         | <i>1.20% of Purchase Price</i> | \$23,681              | \$11,841               | 18.98%                 | \$23,681        | \$11,841        | 17.54%        |
| Insurance                                                 | <i>\$0.75 x GSF</i>            | \$1,722               | \$861                  | 1.38%                  | \$1,722         | \$861           | 1.28%         |
| General & Administrative                                  | <i>Est.</i>                    | \$250                 | \$125                  | 0.20%                  | \$250           | \$125           | 0.19%         |
| Repairs & Maintenance                                     | <i>Est.</i>                    | \$1,000               | \$500                  | 0.80%                  | \$1,000         | \$500           | 0.74%         |
| LADWP - Utilities                                         | <i>Est.</i>                    | \$1,000               | \$500                  | 0.80%                  | \$1,000         | \$500           | 0.74%         |
| <b>Total Expenses</b>                                     |                                | <b>\$27,653</b>       | <b>\$13,827</b>        | <b>22.16%</b>          | <b>\$27,678</b> | <b>\$13,827</b> | <b>20.48%</b> |
|                                                           |                                | <b><u>Current</u></b> | <b><u>Per Unit</u></b> | <b><u>% of SGI</u></b> |                 |                 |               |
| <b>Non-Controllable Expenses: Taxes, Ins., Reserves</b>   |                                | \$25,403              | \$12,702               | 20.35%                 |                 |                 |               |
| <b>Total Expenses Without Taxes, Ins., &amp; Reserves</b> |                                | \$2,250               | \$1,125                | 1.80%                  |                 |                 |               |







# SALES COMPS

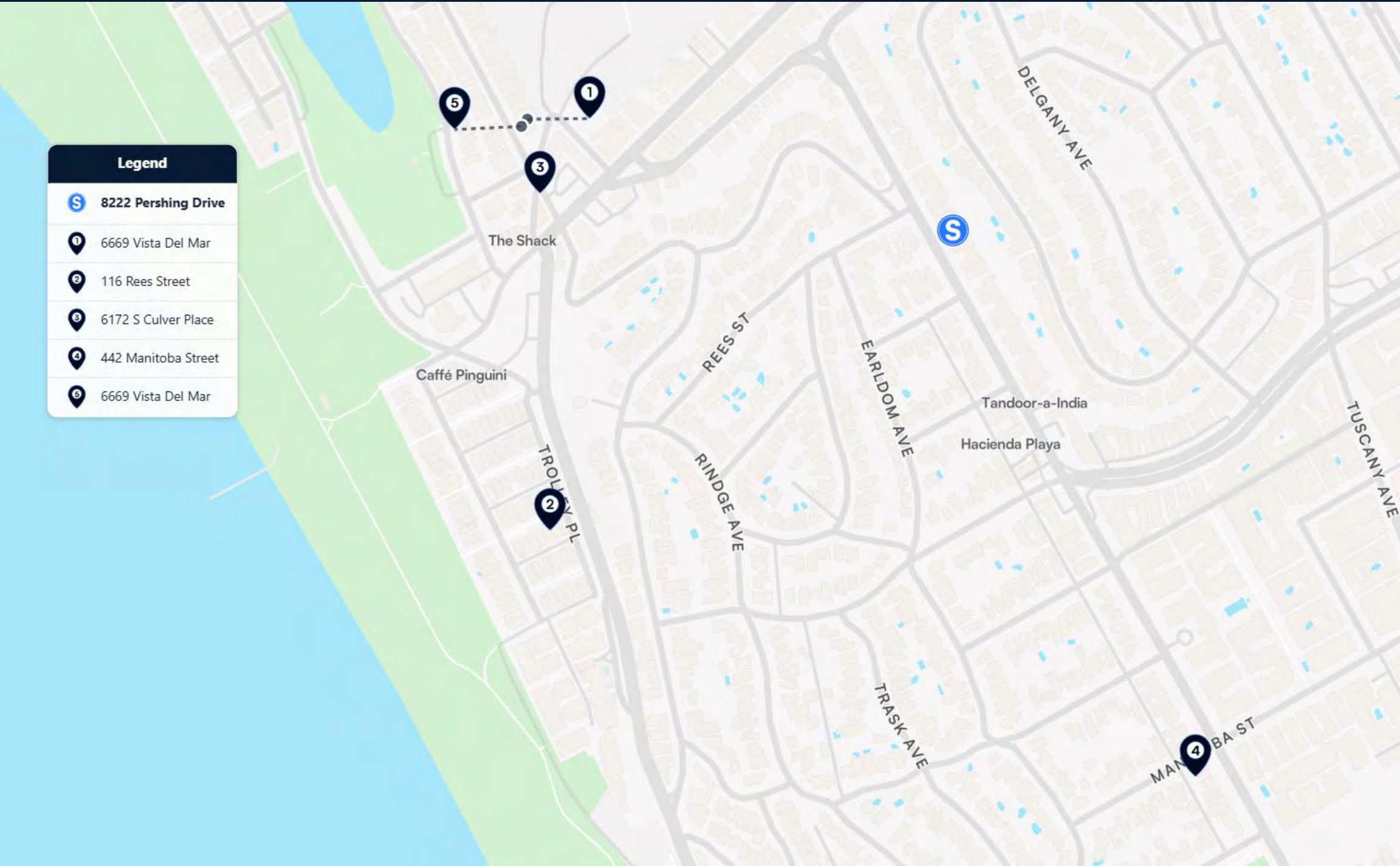
8222 Pershing Drive | Playa Del Rey, CA 90293

# SALES COMPS

|                                                                                    | Address                                        | Units | Year Built | Building Size (SF) | Lot Size (SF) | Price       | \$/Unit          | \$/SF        | Cap Rate     | GRM          | Sold Date | Unit Mix              |
|------------------------------------------------------------------------------------|------------------------------------------------|-------|------------|--------------------|---------------|-------------|------------------|--------------|--------------|--------------|-----------|-----------------------|
|    | 8222 Pershing Drive<br>Playa Del Rey, CA 90293 | 2     | 1961       | 2,296              | 5,000         | \$1,990,000 | \$995,000        | \$867        | 4.88%        | 15.95        | TBD       | (1) 3+2<br>(1) 2+2    |
|    | 6669 Vista Del Mar<br>Playa Del Rey, CA 90293  | 2     | 1954       | 2,673              | 2,686         | \$2,125,000 | \$1,062,500      | \$795        | 4.90%        | 15.67        | Pending   | (1) 2+2<br>(1) 2+1    |
|    | 116 Rees Street<br>Playa Del Rey, CA 90293     | 2     | 1956       | 2,328              | 2,551         | \$1,700,000 | \$850,000        | \$730        | 3.96%        | 17.71        | 1/6/2026  | (2) 3+1               |
|  | 6172 S Culver Place<br>Playa Del Rey, CA 90293 | 2     | 1963       | 1,230              | 2,098         | \$1,525,000 | \$762,500        | \$1,240      | 5.01%        | 14.95        | 9/25/2025 | (1) 2+1<br>(1) Studio |
|  | 442 Manitoba Street<br>Playa Del Rey, CA 90293 | 2     | 1962       | 3,120              | 5,003         | \$1,875,000 | \$937,500        | \$601        | 4.78%        | 15.70        | 4/22/2025 | (2) 3+2.5             |
|  | 6669 Vista Del Mar<br>Playa Del Rey, CA 90293  | 2     | 1954       | 2,673              | 2,686         | \$1,982,000 | \$991,000        | \$741        | 4.90%        | 15.29        | 3/28/2025 | (1) 2+2<br>(1) 2+1    |
|                                                                                    | <b>Average</b>                                 |       |            |                    |               |             | <b>\$920,700</b> | <b>\$822</b> | <b>4.71%</b> | <b>15.86</b> |           |                       |

# SALES COMPS MAP

| Legend                                                                            |                     |
|-----------------------------------------------------------------------------------|---------------------|
|  | 8222 Pershing Drive |
|  | 6669 Vista Del Mar  |
|  | 116 Rees Street     |
|  | 6172 S Culver Place |
|  | 442 Manitoba Street |
|  | 6669 Vista Del Mar  |





# MARKET OVERVIEW

8222 Pershing Drive | Playa Del Rey, CA 90293

# Playa del Rey, CA

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Total Population  
**12,600+**

Distance to Los Angeles  
**±17 Miles**

Renter Occupied Households  
**54%**

## Local Market Overview

The property is located in an established coastal neighborhood character, and proximity to major employment hubs across The Los Angeles Westside and greater metro area. Long-term demographic patterns and limited beachfront housing supply have supported steady residential demand, reinforced by strong household incomes and the continued appeal of Southern California coastal living. Housing demand remains shaped by constrained for-sale inventory and broader regional affordability challenges.

The subject property is located within a residential Playa del Rey neighborhood, offering convenient access to key coastal arterials and efficient connectivity throughout the Westside. Nearby corridors such as Vista Del Mar and Culver Boulevard provide access to employment centers, retail destinations, and beachfront amenities.

# ACCESS TO MAJOR WESTSIDE EMPLOYERS

LOCATED NEAR

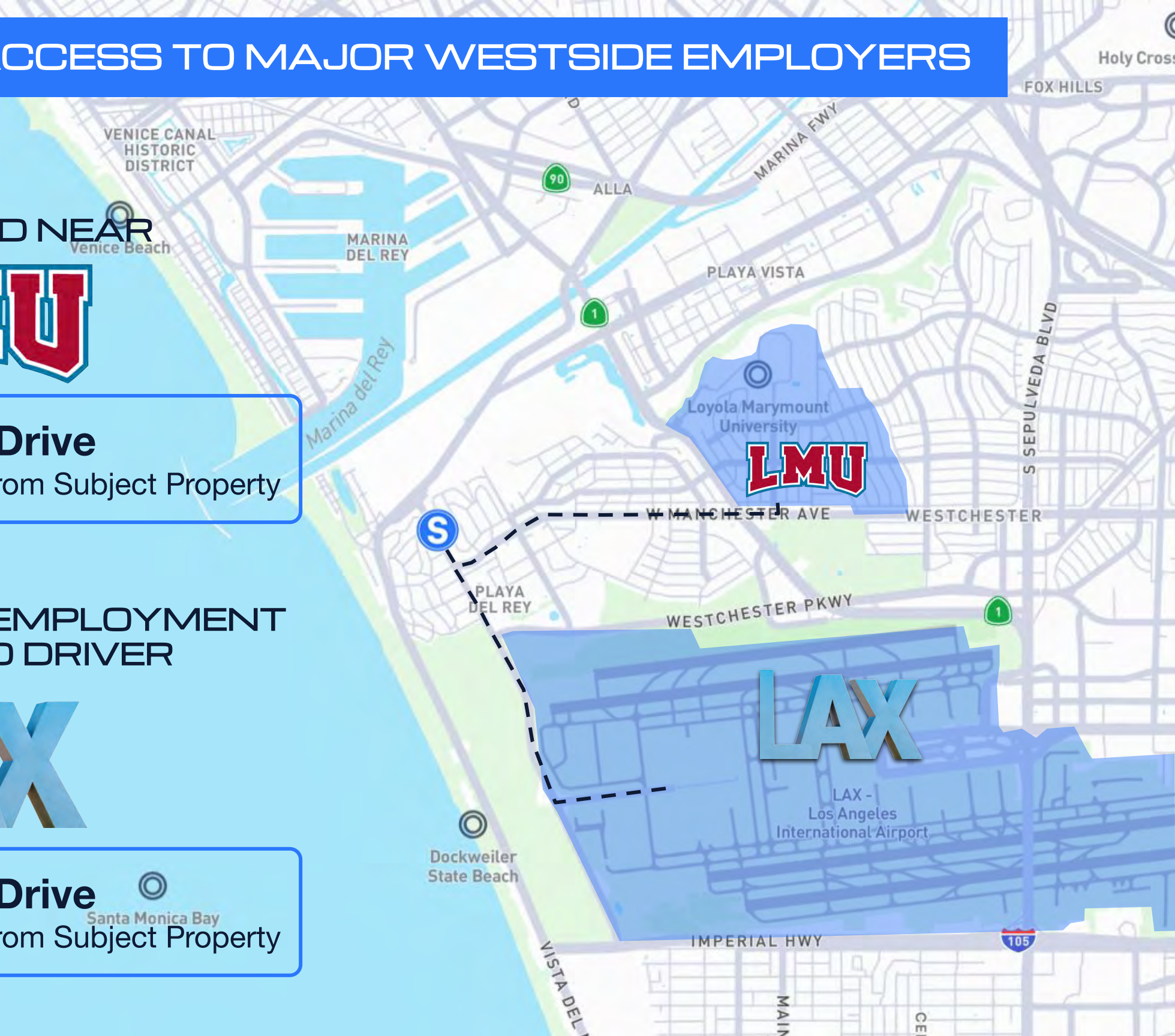
**LMU**

**±6 Min Drive**  
Distance From Subject Property

MAJOR EMPLOYMENT  
DEMAND DRIVER

**LAX**

**±5 Min Drive**  
Distance From Subject Property



# Playa del Rey Multifamily Performance

Multifamily investment activity in Playa del Rey strengthened in Q4 2025, reflecting sustained demand for coastal rental living and limited new supply. Trailing four-quarter sales volume reached \$512 million through Q3 '25, up 38% YoY, with momentum carrying into year-end. Playa del Rey remains a supply-constrained submarket driven by strong rents, high occupancy, and proximity to major employment hubs and the beach.

## Multifamily Data in 2025

**\$512M+**

Sales Volume

**94.9%**

Multifamily Occupancy



**11.3%**

Annual Home Value Growth

**7,842**

Units Under Construction

## Investment & Market Position

Among the Most Desirable Coastal Multifamily Markets in SoCal

Trailing 12-Month Sales Volume

**\$821M+**

Source: CoStar



Total Population  
3,800,000

Annual Visitors  
49M

Tourism Economic Impact  
\$40B

GDP  
\$1.3T

Los Angeles is one of the most dynamic multifamily markets in the United States, supported by its scale, economic diversity, and consistent housing demand. The Playa del Rey submarket, where the subject property is located, benefits from strong housing demand driven by its coastal Westside location, affluent renter base, and proximity to major employment centers throughout Los Angeles. Residents are drawn to the neighborhood's blend of beach-adjacent living, walkability, and convenient access to Silicon Beach, Marina del Rey, Culver City, and LAX. Limited housing supply and high barriers to new development continue to support long-term rental demand and property appreciation across the area.

The surrounding neighborhood offers convenient access to major transportation corridors including Interstate 405, Lincoln Boulevard, and nearby transit connections serving the broader Westside and coastal markets. Playa del Rey continues to attract both renters and investors seeking access to high-income employment hubs, lifestyle amenities, and strong long-term market fundamentals. As affordability challenges persist throughout prime coastal Los Angeles neighborhoods, the submarket remains well-positioned to sustain renter demand and investment interest over time.

# Los Angeles, CA

# 8222 Pershing Drive

Playa Del Rey, CA 90293

# MATTHEWS™

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**David Harrington**

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This Offering Memorandum contains select information pertaining to the business and affairs of the property owner and its tenant for real property located at 8222 Pershing Drive, Playa Del Rey, CA 90293 ("Property"). The Offering Memorandum may not be all-inclusive or contain all of the information a prospective purchaser may desire. The information contained in this Offering Memorandum is confidential and furnished solely for the purpose of a review by a prospective purchaser of the Property. It is not to be used for any other purpose or made available to any other person without the written consent of Seller or Matthews™. The material and information in the Offering Memorandum is unverified. Matthews™. has not made any investigation, and makes no warranty or representation, with respect to square footage, income and expenses, the future financial performance of the property, future rent, and real estate value market conditions, the condition or financial prospects of any tenant, or the tenants' plans or intentions to continue to occupy space at the property. All prospective purchasers should conduct their own thorough due diligence investigation of each of these areas with the assistance of their accounting, construction, and legal professionals, and seek expert opinions regarding volatile market conditions given the unpredictable changes resulting from the continuing COVID-19 pandemic. The information is based in part upon information supplied by the Owner and in part upon financial information obtained from sources the Owner deems reliable. Neither owner, nor their officers, employees, or real estate agents make any representation or warranty, express or implied, as to the accuracy or completeness of this Offering Memorandum, or any of its content, and no legal liability is assumed or shall be implied with respect thereto. Prospective purchasers should make their own projections and form their own conclusions without reliance upon the material contained herein.

By acknowledging your receipt of this Offering Memorandum for the Property, you agree:

1. The Offering Memorandum and its contents are confidential;
2. You will hold it and treat it in the strictest of confidence; and
3. You will not, directly or indirectly, disclose or permit anyone else to disclose this Offering Memorandum or its contents in any fashion or manner.

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Owner and Matthews™. expressly reserve the right, at their sole discretion, to reject any and all expressions of interest or offers to purchase the Property and to terminate discussions with any person or entity reviewing this Offering Memorandum or making an offer to purchase the Property unless and until a written agreement for the purchase and sale of the Property has been fully executed and delivered.

If you wish not to pursue negotiations leading to the acquisition of the Property or in the future you discontinue such negotiations, then you agree to purge all materials relating to this Property including this Offering Memorandum.

A prospective purchaser's sole and exclusive rights with respect to this prospective transaction, the Property, or information provided herein or in connection with the sale of the Property shall be limited to those expressly provided in an executed Purchase Agreement and shall be subject to the terms thereof. In no event shall a prospective purchaser have any other claims against Owner or Matthews™. or any of their affiliates or any of their respective officers, directors, shareholders, owners, employees, or agents for any damages, liability, or causes of action relating to this solicitation process or the marketing or sale of the Property.

This Offering Memorandum shall not be deemed to represent the state of affairs of the Property or constitute an indication that there has been no change in the state of affairs of the Property since the date of this Offering Memorandum.