

OFFERING MEMORANDUM

**13260**  
**MACLAY STREET**  
**SYLMAR, CA 91340**

±1.84 Acre Site of LAC2-1-CPIO Land



AGGREGATE  
INVESTMENT  
PARTNERS

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An aerial photograph of a large development site, showing various buildings, parking lots, and a central road. The image is faded and serves as a background for the text.

# EXECUTIVE SUMMARY

Large development site consisting of ±80,199 SF

# EXECUTIVE SUMMARY



## OFFERING PRICE OVERVIEW

<b>Asset Pricing</b>	\$7,500,000
<b>Price per Buildable Unit (Market Rate)</b>	\$27,675
<b>Price per Buildable Unit (100% Affordable)</b>	\$20,718
<b>Price per SF (Lot)</b>	\$93.52
<b>Lot Size</b>	±80,199 SF
<b>Zoning</b>	C2-1-CPIO

## ASSET OVERVIEW

<b>Number of Units</b>	271 Units (Buyer to Verify)
<b>100% Affordable Max Density</b>	362 Units (Buyer to Verify)
<b>Maximum Height Allowance</b>	N/A
<b>Council District</b>	CD-7 Monica Rodriguez
<b>CPIO Area</b>	Mixed-Use Corridor
<b>APN</b>	2513-031-036



- Large development site consisting of ±80,199 SF
- Market rate development allowance of up to 271 units (Buyer to verify)
- 100% affordable development allowance of up to 362 units (Buyer to verify)
- Located in a CTCAC Moderate Resource Tract
- Current improvements include a 22-unit apartment complex offering income to a developer during the entitlement process
- Located in the Mixed-Use Corridor CPIO Area of Sylmar which requires ground floor commercial of ±10,350 SF along Maclay Street (Buyer to Verify).
- Easy access to Freeways and Retailers
- Low price per buildable unit for a San Fernando Valley development site

## PROPERTY OVERVIEW

# THE OPPORTUNITY

Located on Maclay Street, this development opportunity currently consists of 22 apartment units on a large ±80,199 square foot lot. Currently, the asset maintains 100% occupancy and offers an income while the developer works through their entitlement process.

Zoned LAC2-1-CPIO, a new developer will have the opportunity to build up to 1 unit per 400 square feet of land area. As a market rate development, a developer will have the opportunity to build up to 271 units (Buyer to verify) using the California state density of 35%. As a 100% affordable site, a developer has the option to utilize AB-1763 to achieve an 80% increase in density which increases total density allowance to 362 units (Buyer to verify).

13260 Maclay Street is centrally located with easy access to 210, 5, 405 Freeways, and Highway 118. Furthermore, the development site is within close proximity to many of the areas largest retailers including Smart & Final Extra!, The Home Depot, Office Depot, and the San Fernando Swap Meet.

SERVPRO  
UPS Center  
Trench Plate  
Delfino Studios



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Rush Trucks

Nova Storage

The Basement

Vista Del Valle Elementary

FOOTHILL BLVD

8TH STREET

MACLAY ST





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An aerial photograph of a city, likely Los Angeles, showing a dense urban area with numerous buildings, roads, and green spaces. In the background, there are rolling hills and mountains under a clear sky. The image is overlaid with a semi-transparent white gradient at the top and a dark blue gradient at the bottom.

# LOCATION OVERVIEW

Large development site consisting of ±80,199 SF



## NORTH SAN FERNANDO VALLEY

### 5 Mil Radius Snapshot



**\$70,000**

Median HH Income



**311,500**

Radius Population



**26,600**

Renter Occupied  
Households



**53%**

White Collar Workers

North San Fernando Valley is primarily a residential area, complemented with a few commercial corridors that provide access to the Metro's Orange Line.

High rents in Central Los Angeles and the coastal tech hubs continue to push renters towards peripheral areas like the North San Fernando Valley, driving some of the strongest rent growth throughout L.A. County.

There are over 5,500 units in the North San Fernando Valley submarket, most of which are mid-tier complexes concentrated between the 5 Freeway and Foothill Boulevard.

Since the beginning of the 2000s, an influx of new developments have created a higher percentage of modern inventory in the submarket, with two- and three-bedroom units designed with families in mind.

# THE SAN FERNANDO VALLEY

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## AREA POPULATION

Almost 2.5 million people reside in the San Fernando Valley, which includes the submarkets of Northridge-Northwest San Fernando Valley; Van Nuys-Northeast San Fernando Valley; Woodland Hills; Burbank-Glendale-Pasadena; as well as Sherman Oaks-North Hollywood-Encino. The area's population is expected to increase by 1.9 percent through 2019, or by nearly 45,000 new residents.

## ENTERTAINMENT INDUSTRY SYNERGY

Known for its entertainment industry, the Valley boasts more than 100 soundstages. Entertainment giants calling the Valley home include Walt Disney Co., Universal Studios, Warner Brothers, DreamWorks and Paramount Ranch. The entertainment industry continues to set the area's economic pulse. Local motion picture and entertainment companies employ roughly 25,000 people.

## TRANSFORMATION

While the Valley has grown into the world's center for entertainment, aerospace giants Boeing and Northrop Grumman, and 21st Century Insurance also generate numerous well-paying jobs. Healthcare is also a major source of employment with providers that include Kaiser Permanente, and Providence Health & Services. As a result of its large concentration of high-salaries and successful companies, the area's median household income of \$59,300 per year has risen dramatically since 2000.



# SFV MAJOR HEADQUARTERS



**FORTUNE 500/1000 COMPANIES**

DOLE ❖ AMGEN ❖ NORTHROP GUMMAN ❖ TELEDYNE TECHNOLOGIES ❖ TUTOR PERINI ❖ PUBLIC STORAGE ❖ AVERY DENNISON ❖ HEALTHNET

**OTHER MAJOR FIRMS**

HINES ❖ KEYES ❖ ANTHEM ❖ ALLISON ASSET ❖ BURBANK STUDIOS ❖ WESTFIELD ❖ RYLAND HOMES ❖ KAISER PERMANENTE ❖ WARNER BROS ❖ ADLER REALTY ❖ MARVEL ❖ ABC

**2022 JOINT VENURE**

PROVIDENCE Tarzana Medical Center  
CEDARS-SINAI

ADLER REALTY INVESTMENTS  
Anthem  
KEYES  
ALLISON ASSET  
Hines  
Douglas Emmett  
KAISER PERMANENTE  
LINCOLN PROPERTY COMPANY  
Westfield

Health Net

DuraFlex

Tutor Perini Building Corp

Ricon Faiveley  
A Wabtec company

CN  
CARTOON NETWORK

nickelodeon

Public Storage

CBS

WB abc  
THE BURBANK STUDIOS

AVERY DENNISON

AMBLIN ENTERTAINMENT

COMCAST

The Walt Disney Company

### PROFIT-BOOSTING BUSINESS SUPPORT

The Valley gives businesses the advantage of strong strategic partners and support structures. These serve to connect businesses to the resources it needs for growth. The region is home to robust organizations which include The Valley Economic Alliance, Valley Economic Development Center, Valley Industry and Commerce Association, United States Small Business Association, United Chambers of Commerce, and many others.

### EDUCATION CENTERS OFFER SOLID EMPLOYEE BASE

From private to public education, no other area comes close to the educational capacity of The Valley. The Greater San Fernando Valley is home to 121 accredited institutions that offer higher education degrees, and includes public and private universities, colleges, trade schools, and graduate institutions. Approximately 506,000 individuals have higher education degrees, roughly 25% of The Valley's entire population. This makes it easy for businesses to find future employees who are well-educated.

### MASSIVE ENTERTAINMENT & TOURISM CAPITAL

With an entertainment industry known around the world that is constantly bringing in new people and major new investors, there is no better market for getting creative talent for businesses. Tourism is constantly growing here, with over 42 million overnight and day visitors to the region annually as well as over \$18.4 billion spent by these visitors.

### 3 Mi. Demographic Snapshot

Metro Population	200,203
Households	68,681
Average HH Income	\$94,161

## BUSINESS SNAPSHOT

### NETWORK OF ILLUSTRIOUS CORPORATE HEADQUARTERS

The Valley is home to many major corporate names, and has traditionally been known as the entertainment capital of the world. They include Fortune 500 Companies such as The Walt Disney Co., Amgen Inc., Health Net Inc., and Avery Dennison Corp., as well as Fortune 1,000 Companies Tutor Perini Corp., Teledyne Technologies Inc., The Ryland Group Inc., and Public Storage.

### ACCESSIBLE TRANSPORTATION HUBS

The Valley makes transportation easy and accessible anchored by two major airports in the region, the world's largest general aviation airport in Van Nuys as well as Bob Hope Airport in Burbank. businesses have easy access to major airlines for business, trade, and private aircraft needs. On the ground, The Valley has commuter rail services, Surfliner trains, dedicated high-speed bus lanes, a subway, an elaborate freeway system, and will have a California High Speed Rail station, now in the planning stage.

### BUSINESS INCENTIVES AND OPPORTUNITIES

The Valley is sharply focused on providing businesses with the means to attract and retain a great workforce. There are assortments of federal, state, and local tax incentives/credits which are easy to attain. Examples include the Research and Development Tax Credit, Work Opportunity Tax Credit, Net Operating Loss Carryover, Film and TV Production Tax Credit, "Clean Technology Company" tax exceptions, and the Clean Vehicle Rebate Project.



**DEVELOPMENT IN THE VALLEY: 11 BIG PROJECTS POISED TO ALTER THE REGION**

It’s time to stop thinking of the Valley as a sleepy suburb. From Chatsworth to North Hollywood, plans are in the pipeline to make neighborhoods more city-like, meaning more dense and maybe more walkable and bikeable and more transit-friendly. In the coming years, developers will build thousands of new units of housing, create open space, bring in new retailers, and build new offices, creating mini villages within neighborhoods.

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