

Woodland Hills - 19 Lots



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Woodland Hills - 19 Lots

Description: Fully entitled in-fill site with views.

Address: [22400 Avenue San Luis, Woodland Hills, CA 91364](#)

APN: 2075-005-017 and 2075-004-001 thru 008

TTM: TTM 61530 Expires 3/5/22

Acres: 7.14 Acres

Lot Size: Lots from 8,500sf to 26,000 sf.

Pad Size: Pads from 5,570sf to 9,140 sf.

Entitlements: Entitled for 19 single family detached homes with Accessory Dwelling Units (ADU).

Final Engineering: In plan check with the City of LA.

Documents: <https://www.dropbox.com/sh/lj3wtct70lj2u/AADsxyHljwbpZ2VzzcrvW5LMa?dl=0>



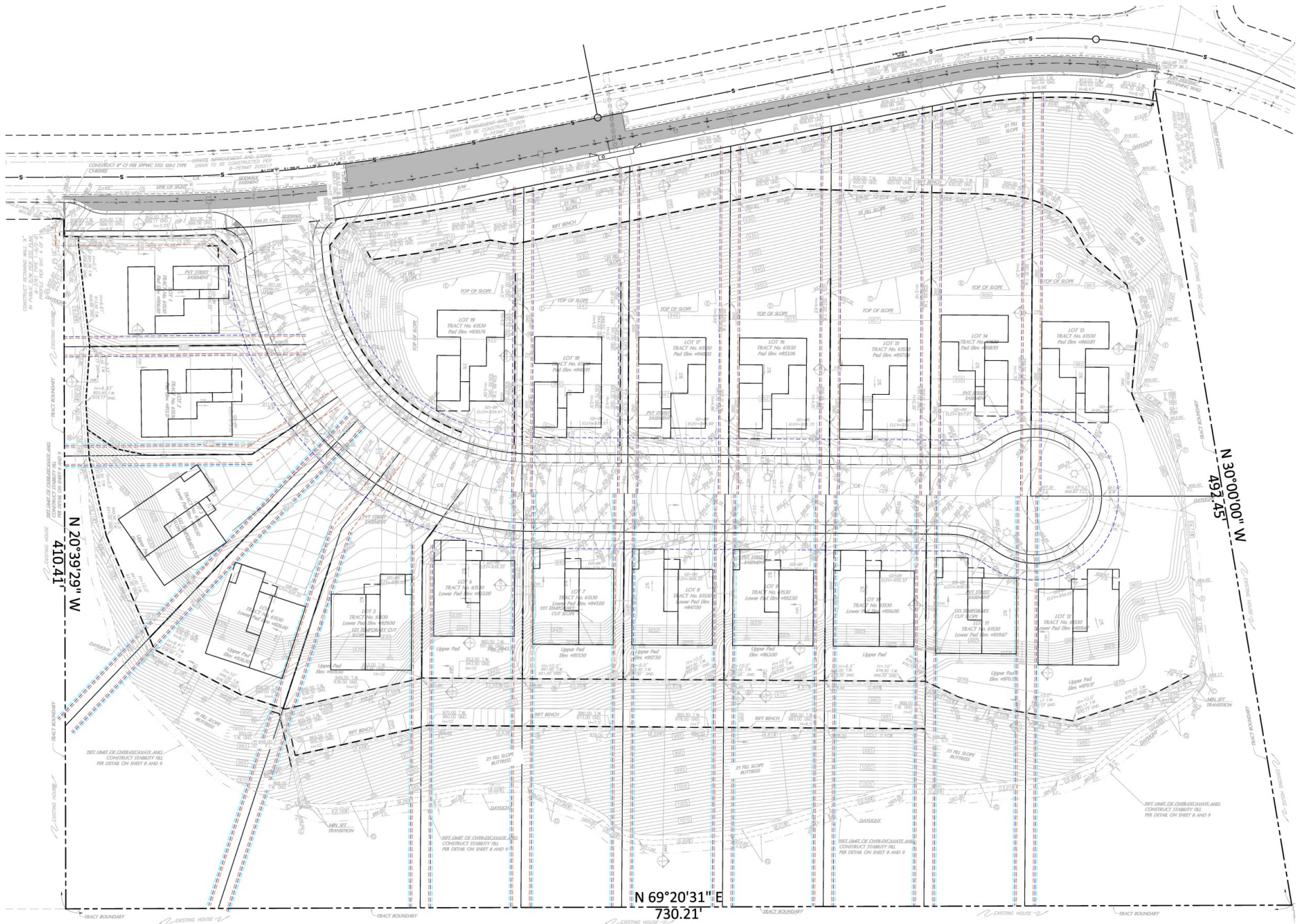
Why Buy Woodland Hills

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- Entitled
- Final Engineering is in plan check.
- Great freeway access.
- 20.8% of households earn \$200,000+
- More than 1/3 of the houses have views.
- \$820,000 in Premium Revenue.
- Designed with ADU's.

Site Plan



Plan 1 - Flat Lot



MODERN FARMHOUSE

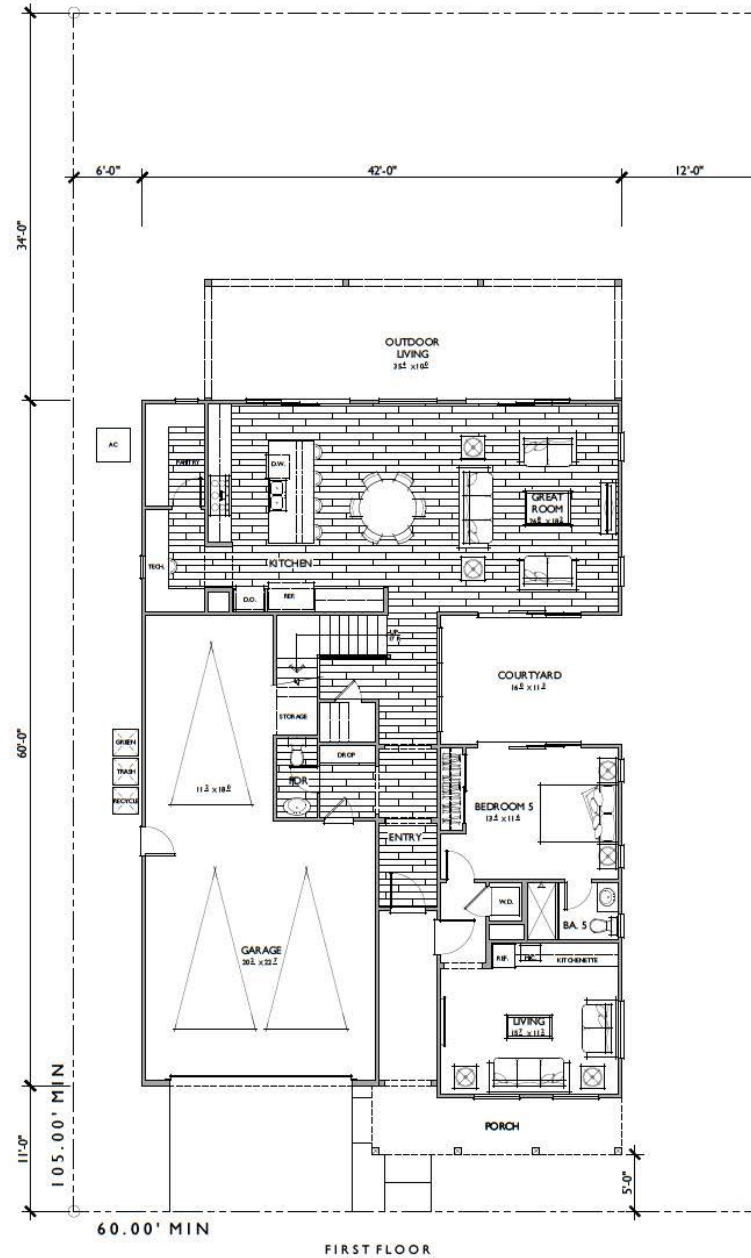
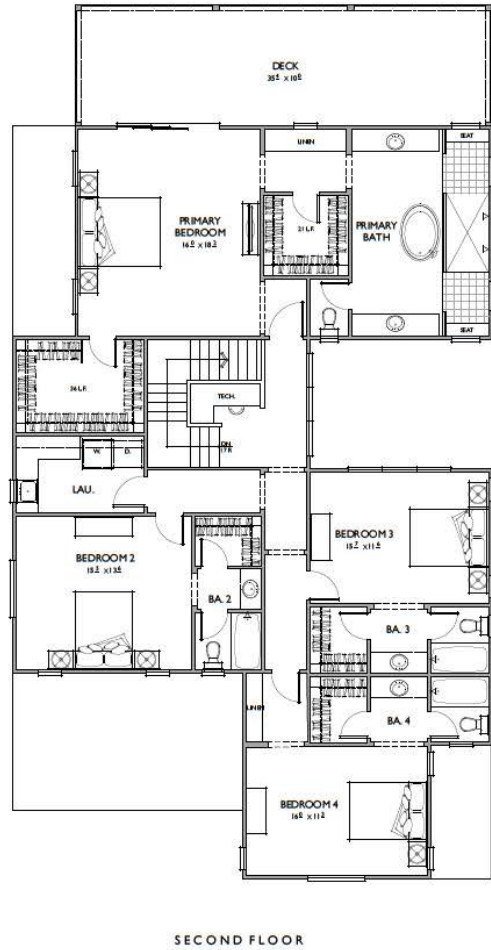


CALIFORNIA COASTAL



TRANSITIONAL SPANISH

Plan 1 - Flat Lot



PLAN 1
4 BEDROOMS / 4.5 BATHS
3 - CAR GARAGE / ADU

| FLOOR AREA TABLE | |
|---------------------|---------------------|
| 1ST FLOOR | 1,097 SQ. FT. |
| 2ND FLOOR | 1,994 SQ. FT. |
| TOTAL LIVING | 3091 SQ. FT. |
| ADU | 501 SQ. FT. |
| 3 - CAR GARAGE | 700 SQ. FT. |
| PORCH | 192 SQ. FT. |
| OUTDOOR LIVING | 387 SQ. FT. |

NOTE: SQUARE FOOTAGE MAY VARY DUE TO METHOD OF CALCULATION.

Plan 2 - Upslope Lot



MODERN FARMHOUSE

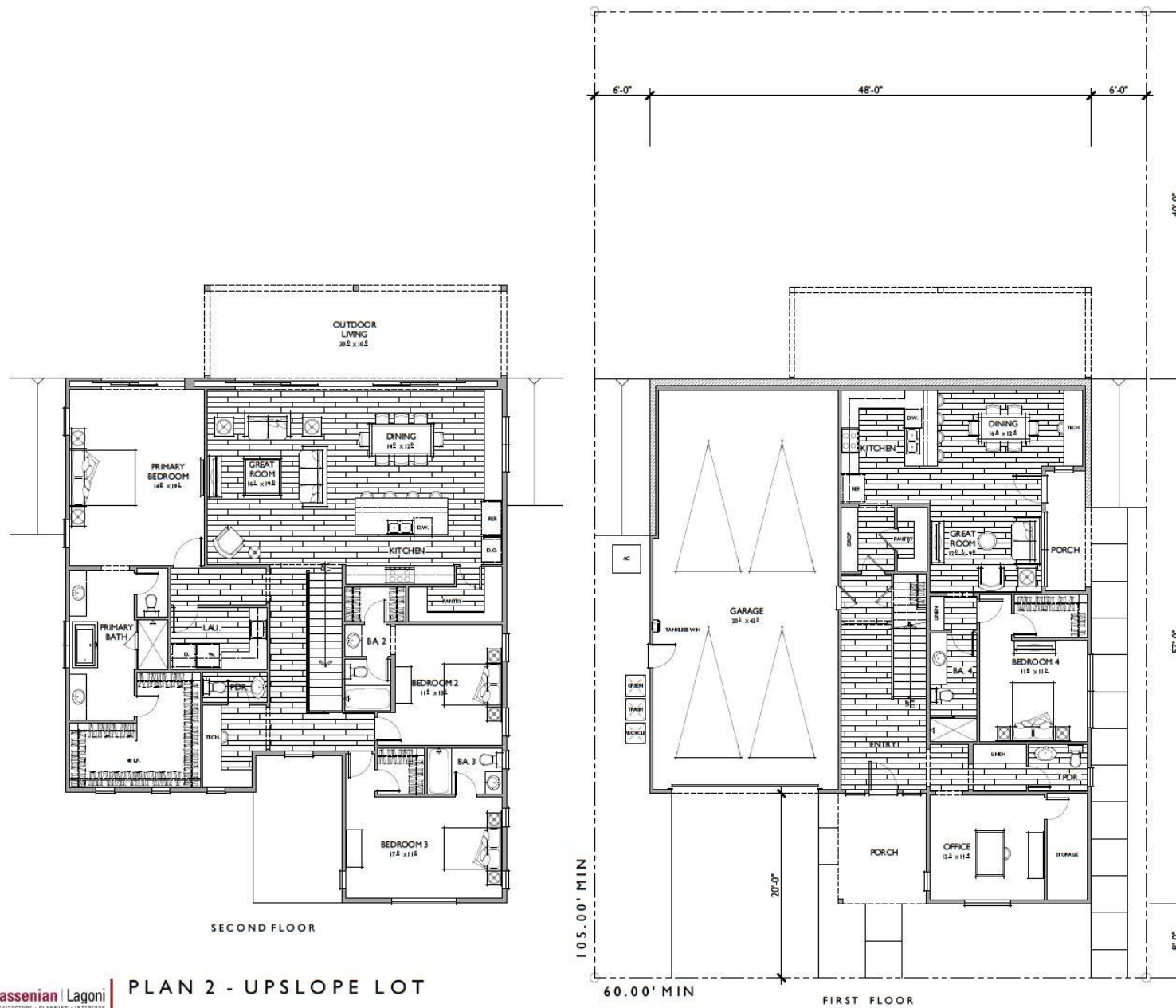


CALIFORNIA MODERN



TRANSITIONAL SPANISH

Plan 2 - Upslope Lot



PLAN 2 - UPSLOPE LOT
3 BEDROOMS / 3.5 BATHS
4 - CAR GARAGE / ADU

| FLOOR AREA TABLE | |
|---------------------|---------------------|
| 1ST FLOOR | 549 SQ. FT. |
| 2ND FLOOR | 2286 SQ. FT. |
| TOTAL LIVING | 2835 SQ. FT. |
| ADU | 825 SQ. FT. |
| 4 - CAR GARAGE | 909 SQ. FT. |
| OUTDOOR LIVING | 328 SQ. FT. |

NOTE: SQUARE FOOTAGE MAY VARY DUE TO METHOD OF CALCULATION.

Plan Location

WOODLAND HILLS ESTATES | SITE PLAN

Location Analysis

The proposed site plan is shown below. The site is elevated about 50' above Avenue San Luis, which affords hillside topography and a private enclave of 19 homes with views to the North. This is a rare infill opportunity to offer single-family luxury homes on minimum 6,000 square foot pads in a desirable area, with good schools and proximity to employment.

- ✓ 19 Units
- ✓ Minimum 6,000 square foot pads
- ✓ 5 long driveways
- ✓ 5 cul-de-sac/end lots
- ✓ 7 view lots
- ✓ 7 lots (+) backyard depth
- ✓ 3 lots (-) backyard depth

P. 14 = lot-by-lot revenues



Plan 1 Elevations



Plan 2 Elevations



Source: Meyers LLC, Client

Pricing & Assumptions

WOODLAND HILLS ESTATES | 19 LUXURY SINGLE FAMILY DETACHED HOMES

Pricing Recommendations & Assumptions

8500's @ 1.5/Mo (\$300 HOA, 1.1% Tax Rate)

| Plan | Home Configuration | | | | Mix | Unit Size | Base (March 2021) | | Base+Premium | | |
|-----------------------|--------------------|------|------|-------|-----|-----------|-------------------|--------------------|--------------|--------------------|--------------|
| | Bed | Bath | Flrs | Cars | | | Price | PSF | Sale Price | PSF | |
| 1 | 4+S+ADU (700sf) | 4.5 | 2 | 3(1T) | 11 | 3,832 | \$1,965,000 | \$513 | \$2,031,810 | \$530 | |
| 2 | 4+B+ADU (850sf) | 4.5 | 3 | 4(2T) | 8 | 3,970 | \$2,000,000 | \$504 | \$2,066,810 | \$521 | |
| Total/Average: | | | | | | 19 | 3,890 | \$1,979,737 | \$509 | \$2,046,547 | \$526 |

PRODUCT | 19 single family detached homes on lots ranging in size from 8,500 to 26,000 square feet, and usable pads ranging from 5,570 to 9,140 square feet.

ABSORPTION

1.5 Homes/Month

HOA/ASSESSMENTS

\$300/month HOA

1.1% base tax rate

PREMIUMS

\$820,900

\$43,205 average per lot

LOCATION | South of the Ventura Freeway (101) at the terminus of Shoup Avenue. Elevated 50' above San Luis in Woodland Hills, California.

LOT-BY-LOT REVENUES

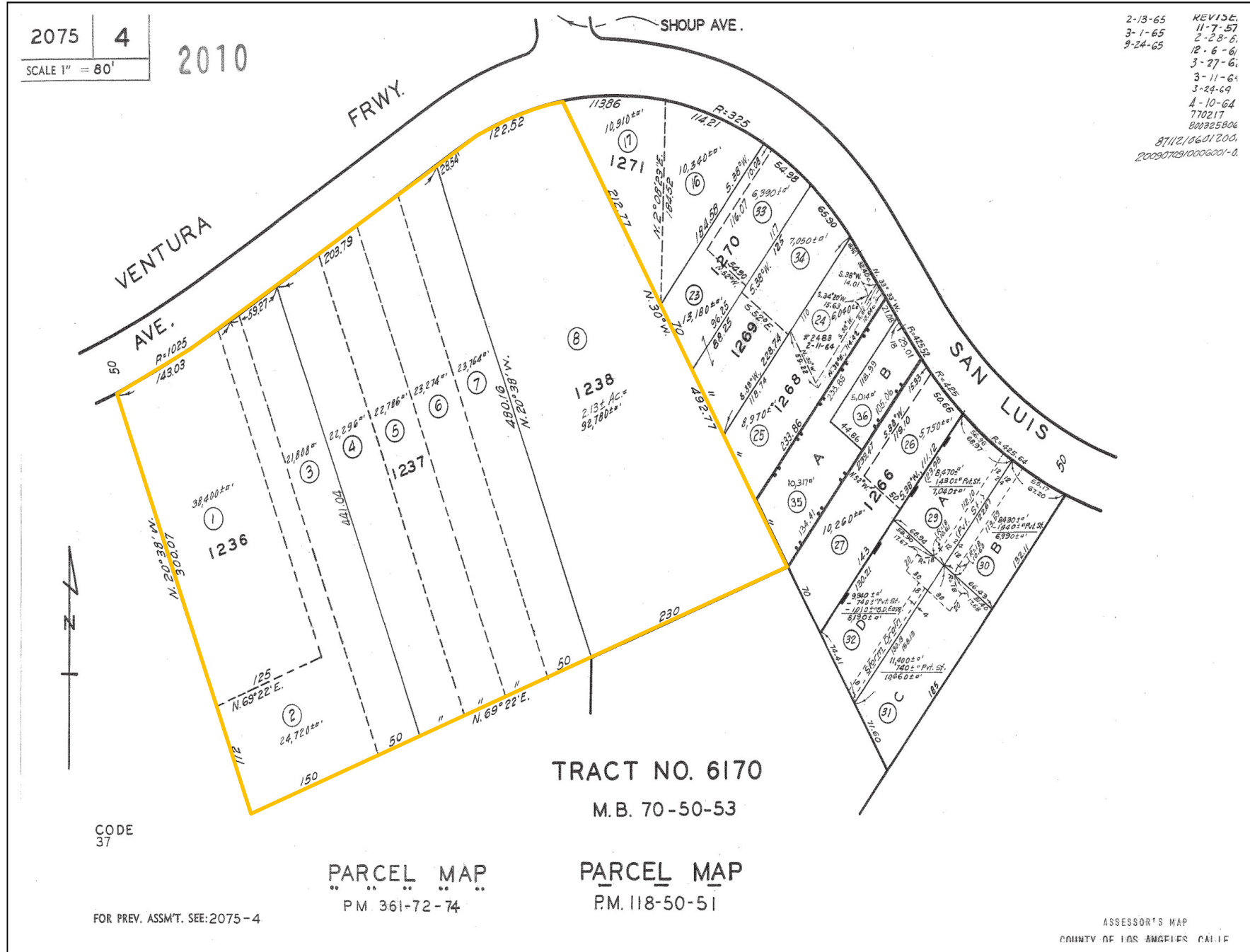
| Lot # | Lot Gross | Lot Net | Homeste | | Plan | Home Size | Large Lot | View | Driveway | Backyard Depth | Corner/ CDS | Total Premium | Recommended Base Price | Premium Revenue | Sale Value | |
|-----------------------|-----------|---------|----------|---|------|-----------|-----------|------|----------|----------------|-------------|---------------|------------------------|-----------------|--------------|-------|
| | | | Backyard | Description | | | | | | | | | | | Price | PSF |
| 1 | 8,500 | 6,500 | 11' | at entry - street level | 1 | 3,832 | | | | -5.0% | | -5.0% | \$1,965,000 | -\$98,250 | \$1,866,750 | \$487 |
| 2 | 9,170 | 7,220 | 14' | | 1 | 3,832 | | | | -4.5% | | -4.5% | \$1,965,000 | -\$88,425 | \$1,876,575 | \$490 |
| 3 | 10,670 | 8,570 | 37' | backs to slope, longer drive | 1 | 3,832 | 2.5% | | 1.0% | 3.0% | | 6.5% | \$1,965,000 | \$127,725 | \$2,092,725 | \$546 |
| 4 | 26,000 | 9,140 | 31' | backs to slope, long private drive | 1 | 3,832 | 3.0% | | 2.0% | 1.0% | | 6.0% | \$1,965,000 | \$117,900 | \$2,082,900 | \$544 |
| 5 | 19,160 | 7,810 | 24' | backs to slope, longer drive | 2 | 3,970 | 1.5% | | 1.0% | | | 2.5% | \$2,000,000 | \$50,000 | \$2,050,000 | \$516 |
| 6 | 14,170 | 5,600 | 23' | backs to slope, longer drive | 2 | 3,970 | | | 1.0% | | | 1.0% | \$2,000,000 | \$20,000 | \$2,020,000 | \$509 |
| 7 | 13,390 | 5,700 | 32' | backs to slope | 2 | 3,970 | | | | 1.0% | | 1.0% | \$2,000,000 | \$20,000 | \$2,020,000 | \$509 |
| 8 | 13,390 | 5,710 | 33' | backs to slope | 2 | 3,970 | | | | 1.0% | | 1.0% | \$2,000,000 | \$20,000 | \$2,020,000 | \$509 |
| 9 | 13,320 | 6,010 | 36' | backs to slope | 2 | 3,970 | | | | 2.0% | | 2.0% | \$2,000,000 | \$40,000 | \$2,040,000 | \$514 |
| 10 | 13,320 | 6,310 | 35' | backs to slope | 2 | 3,970 | | | | 2.0% | | 2.0% | \$2,000,000 | \$40,000 | \$2,040,000 | \$514 |
| 11 | 12,710 | 5,780 | 31' | CDS, backs to slope | 2 | 3,970 | | | | 1.0% | 2.0% | 3.0% | \$2,000,000 | \$60,000 | \$2,060,000 | \$519 |
| 12 | 12,660 | 5,680 | 27' | CDS, backs to slope | 2 | 3,970 | | | | | 3.0% | 3.0% | \$2,000,000 | \$60,000 | \$2,060,000 | \$519 |
| 13 | 13,360 | 5,800 | 23' | CDS, elevated over Ave San Luis | 1 | 3,832 | | 3.0% | | | 3.0% | 6.0% | \$1,965,000 | \$117,900 | \$2,082,900 | \$544 |
| 14 | 13,320 | 6,100 | 22' | CDS, elevated over Ave San Luis, longer drive | 1 | 3,832 | | 3.0% | 1.0% | | 2.0% | 6.0% | \$1,965,000 | \$117,900 | \$2,082,900 | \$544 |
| 15 | 13,020 | 6,460 | 22' | elevated over Ave San Luis | 1 | 3,832 | | 3.0% | | | | 3.0% | \$1,965,000 | \$58,950 | \$2,023,950 | \$528 |
| 16 | 12,320 | 6,330 | 19' | elevated over Ave San Luis | 1 | 3,832 | | 3.0% | | -3.0% | | 0.0% | \$1,965,000 | \$0 | \$1,965,000 | \$513 |
| 17 | 11,550 | 6,160 | 25' | elevated over Ave San Luis | 1 | 3,832 | | 3.0% | | | | 3.0% | \$1,965,000 | \$58,950 | \$2,023,950 | \$528 |
| 18 | 10,830 | 5,930 | 29' | elevated over Ave San Luis | 1 | 3,832 | | 3.0% | | | | 3.0% | \$1,965,000 | \$58,950 | \$2,023,950 | \$528 |
| 19 | 16,220 | 5,570 | 18' | elevated over Ave San Luis, end unit trees | 1 | 3,832 | | 3.0% | | -3.0% | 2.0% | 2.0% | \$1,965,000 | \$39,300 | \$2,004,300 | \$523 |
| Average: | | | | | | | | | | | | | \$1,979,737 | \$43,205 | \$2,022,942 | \$520 |
| Total Revenue: | | | | | | | | | | | | | \$37,615,000 | \$820,900 | \$38,435,900 | |

Note: there is potential upside in our view premiums, currently listed at 3%.

These are conservative and should be re-evaluated once the site is graded and views to the North are realized.

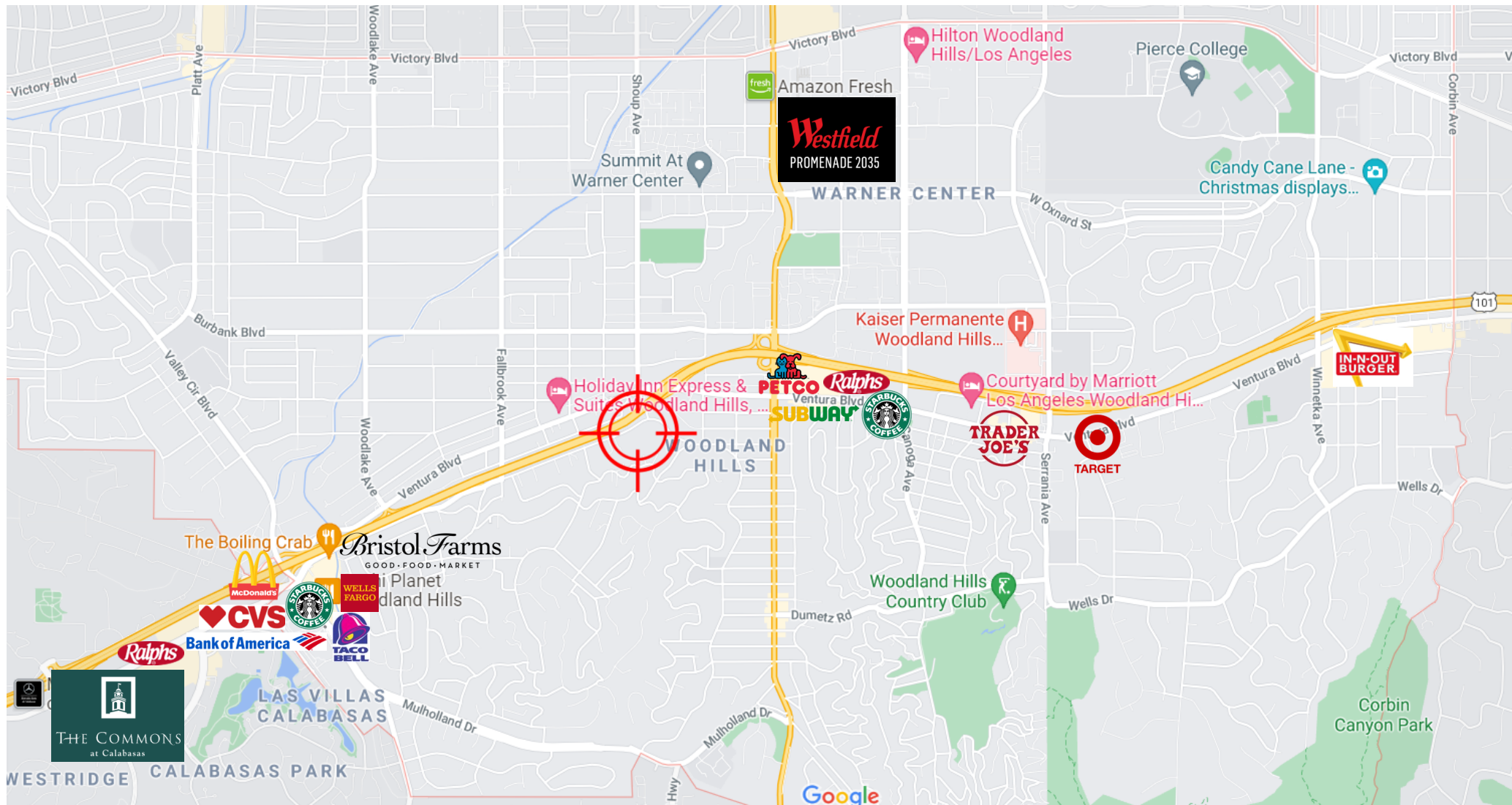
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The information contained herein has been obtained from sources we deem to be reliable. Buyer is cautioned to make an independent investigation of the property and review all information of the property as no representation or guarantee of accuracy and completion are made, either expressed or implied by Hamlin Gooding or its seller.

Nearby Retail



Nearby Schools



Woodland Hills Elementary (K-5)

22201 San Miguel St.

0.55 miles from site

9/10 - Great School Rating

Woodland Hills Academy (6-8)

20800 Burbank Blvd.

1.63 miles from site

5/10 - Great School Rating

Taft Charter High (9-12)

5461 Winnetka Ave.

2.39 miles from site

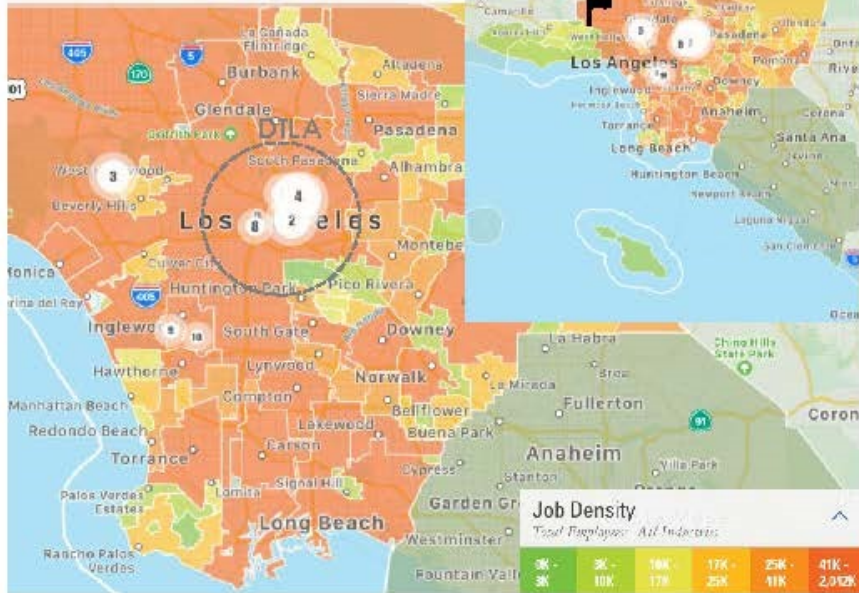
7/10 - Great School Rating



Employment

Los Angeles County

Major Employer
Concentration w/in 30 to
45-minute drive time

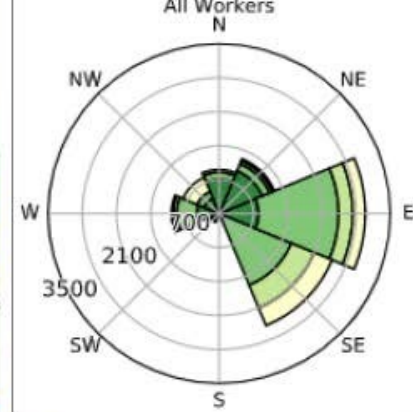


Top 10 Employers – Los Angeles County

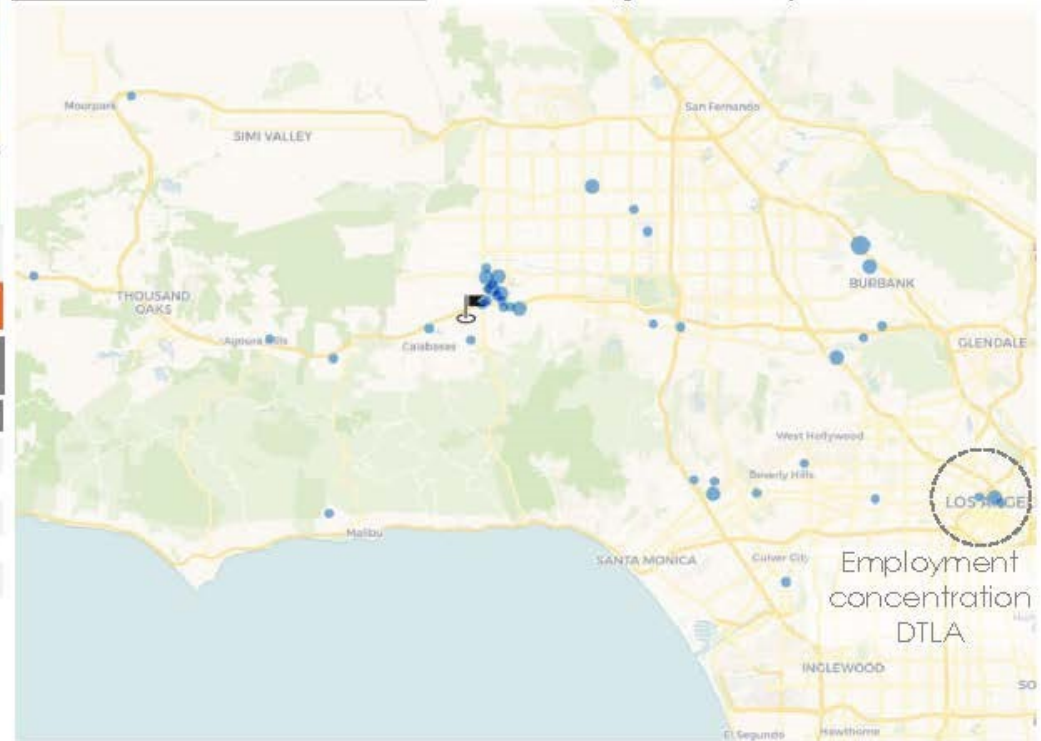
| Rank | Employer | Industry | Employees |
|------|---|------------|-----------|
| 1 | County of Los Angeles | Government | 107,400 |
| 2 | Los Angeles Unified School District | Education | 104,300 |
| 3 | University of California, Los Angeles | Education | 65,600 |
| 4 | City of Los Angeles (including DWP) | Government | 61,900 |
| 5 | Federal Government (non-Defense Dept.)* | Government | 43,600 |
| 6 | Kaiser Permanente | Healthcare | 37,400 |
| 7 | State of California (non-education) | Government | 29,800 |
| 8 | University of Southern California | Education | 21,000 |
| 9 | Northrop Grumman Corp. | Aerospace | 16,600 |
| 10 | Providence Health & Services | Healthcare | 15,900 |

Source: ESRI, Meyers LLC

Job Counts by Distance/Direction in 2018
All Workers



- ✓ 37% of residents living in 91364 (Woodland Hills) zip code work within 10 miles.
- ✓ 42% work within 10 to 24 miles.
- ✓ 12% of residents work >50 miles.
- ✓ High concentration of local employment along Ventura Highway (101) and Canoga Avenue. Burbank and Downtown Los Angeles also have high concentration of jobs.
- ✓ Proximity to 101 allows easy access to major regional arterials, providing access to employment centers throughout LA County.

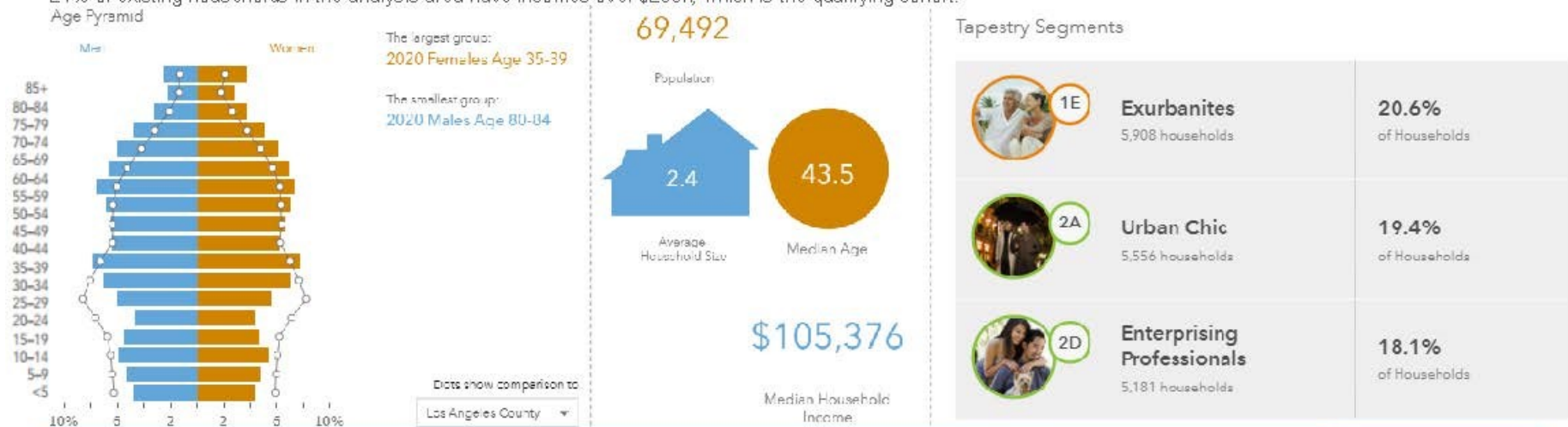


Demographics

WOODLAND HILLS (ZIP CODES 91364 & 91367) | DEMOGRAPHIC SNAPSHOT

Married couples (HH Size = 2.4) market with preference for single family detached homes and high percentage of HH incomes over \$200k. This product will appeal to move-up buyers who want to live proximate to nearby employment nodes and be proximate to Downtown Los Angeles.

- ✓ Top tapestry cohorts in Woodland Hills are Exurbanites (21%), Urban Chic (19%) & Enterprising Professionals (18%). Top segments White ethnicity & preference for SFD.
- ✓ Exurbanites are married couples, high median age (50 years), college educated and national median income = \$98k. 85% Own Homes.
- ✓ Urban Chic are married couples, moderate median age (43 years), college educated and high national median income = \$98k. 66% Own Homes.
- ✓ Enterprising professionals are married couples, low median age (35 yrs), college educated and nat'l median income = \$77k. 51% Own Homes & 49% Rent Multi-Family Units.
- ✓ 21% of existing households in the analysis area have incomes over \$200k, which is the qualifying cohort.



Households By Income

The largest group: \$200,000+ (20.8%)
The smallest group: \$15,000 - \$24,999 (4.1%)

| Indicator ▲ | Value | Diff |
|-----------------------|-------|-------|
| <\$15,000 | 6.7% | -3.5% |
| \$15,000 - \$24,999 | 4.1% | -3.8% |
| \$25,000 - \$34,999 | 4.4% | -3.1% |
| \$35,000 - \$49,999 | 6.8% | -4.1% |
| \$50,000 - \$74,999 | 13.6% | -2.4% |
| \$75,000 - \$99,999 | 11.4% | -1% |
| \$100,000 - \$149,999 | 19.2% | +2.8% |
| \$150,000 - \$199,999 | 13% | +5% |
| \$200,000+ | 20.8% | +10% |

Race and Ethnicity

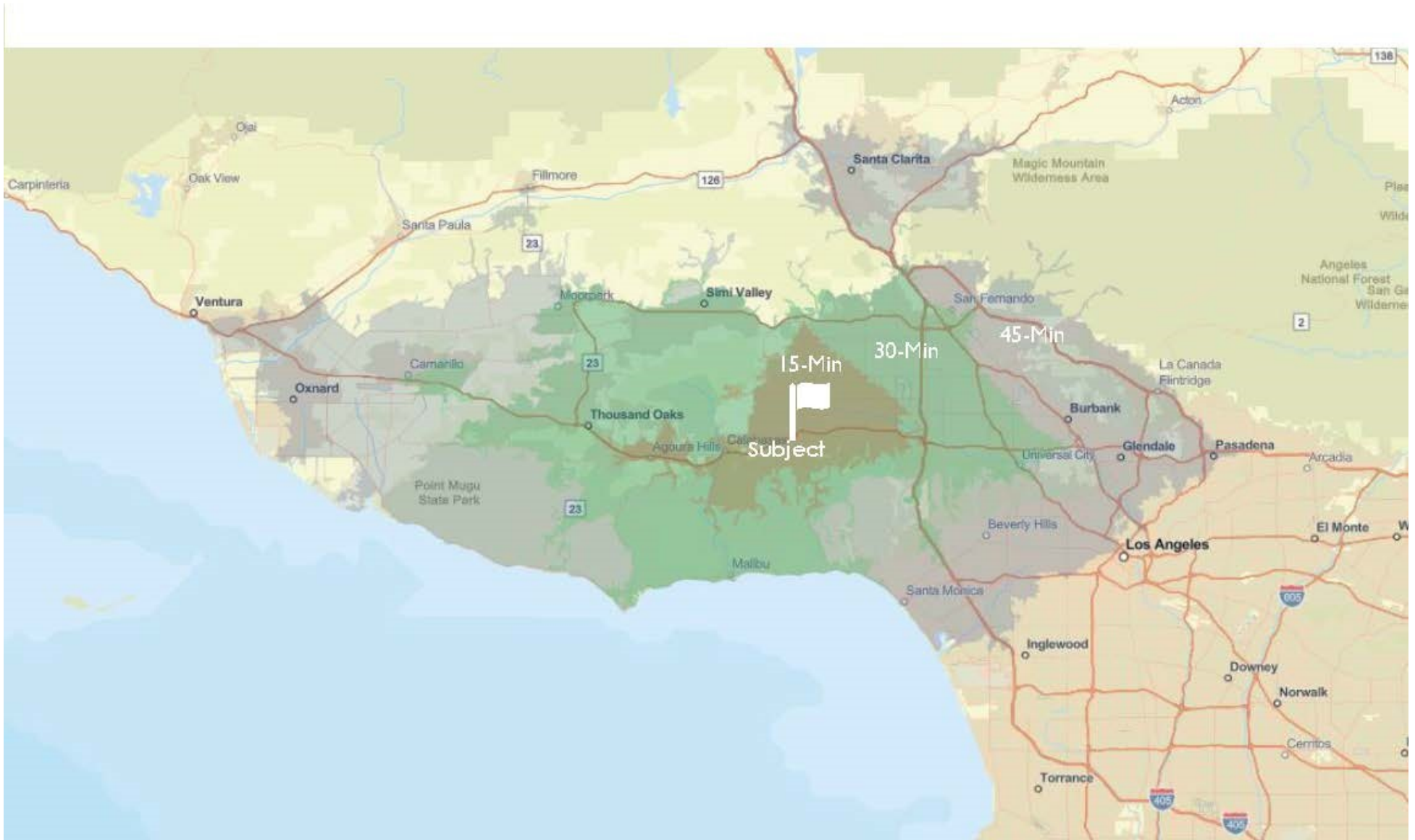
The largest group: White Alone (73.02)
The smallest group: Pacific Islander Alone (0.12)

| Indicator ▲ | Value | Diff |
|-------------------------------------|-------|--------|
| White Alone | 73.02 | +24.51 |
| Black Alone | 4.49 | -3.7 |
| American Indian/Alaska Native Alone | 0.32 | -0.38 |
| Asian Alone | 11.97 | -3.07 |
| Pacific Islander Alone | 0.12 | -0.14 |
| Other Race | 3.82 | -18.58 |
| Two or More Races | 6.26 | +1.36 |
| Hispanic Origin (Any Race) | 11.96 | -36.99 |

Source: ESRI, Meyers LLC

Drive Times

- Most of San Fernando Valley, North Los Angeles Basin and Santa Clarita Valley, including employment hubs, are located within a 30 to 45-minute drive.



Source: ESRI, Meyers LLC