

8 Units in Century City Area 2343 Fox Hills Dr., West Los Angeles, CA 90064



2343 Fox Hills Dr. West Los Angeles, CA 90064

- Controlled access property with controlled access, formal lobby and elevator.
- Prime Westside location near Century City.
- Seller states property has been recently re-piped with copper plumbing.
- Excellent mix of one, two and three bedroom units.
- Large 3 bedroom 3 bath penthouse unit excellent for an owner/user.

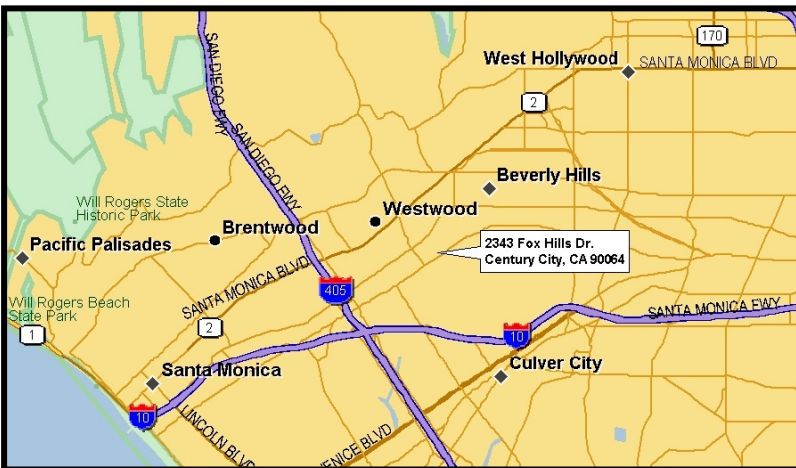
- Price: \$2,475,000
- Upside in rents.
- 3.3% cash on cash return with existing low rents, 4.6% with rents at market.
- Priced at only \$239/S.F.



For additional information, please contact:

THE SOROUDI GROUP

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CHARLES DUNN COMPANY INC., 10100 Santa Monica Blvd., Suite 400, Los Angeles, California 90067

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Lic. #01201641

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DISCLOSURE

RE: 2343 Fox Hills Dr., Century City (West L.A.)

The information contained in the Marketing Package has been secured from sources we believe to be reliable. Nevertheless, Charles Dunn Company or its personnel have made no investigation and makes no warranty or representation, expressed or implied, regarding the contents of the Marketing Package, its accuracy, completeness, presence or absence of contaminating substances, PCB's or asbestos, compliance with governmental agency regulations or the physical condition of the Property. Specific reference to square footage, income, expenses, cash flow and other factors expressed in the Marketing Package are approximate. Buyers must independently verify the accuracy and completeness of all information contained herein and bears all risks for any inaccuracies. Any projections, assumptions, opinion or estimates are used for example only and do not represent the current or future performance of the Property. Your tax, financial, legal and environmental advisors should conduct careful investigations of the Property and its suitability for your needs including land usage limitations. The Property is offered subject to prior lease, sale, change in price or withdrawal from the market without notice.

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MULTI-RESIDENTIAL INVESTMENT



2343 Fox Hills Dr., Century City (West L.A.)

**8-Units near Century City
Large 3/3 Penthouse Unit Excellent for an Owner/User.**

Price: \$2,475,000
Down Payment: \$1,355,000
Proposed Financing: \$1,120,000 at 4.25% adjustable payable \$5,509.73/mo (P&I) and due in 30 years

PROPERTY INFORMATION

Number of Units: 8
Year Built: 1968
Parking: 11-spaces
Building Sq. Ft.: 10,374 ± S.F.
Lot Size: 50' x 130' (6,500 ± S.F.)
Thomas Guide: 632-E4

SALE INDICATORS

	<u>Current</u>	<u>Market</u>
GRM:	14.4	13
CAP Rate:	4.5%	5.2%
Price/ Unit:	\$309,375	\$309,375
Price/ Bldg. S.F.:	\$239	\$239
Cash on Cash Return:	3.3%	4.6%
Annual Income:	\$172,007	\$190,800

<u># of Units</u>	<u>Brm/Bath</u>	<u>Rent Range</u>	<u>Average Rent</u>	<u>Market Rent</u>
1	3/3 P.H.	\$2,650	\$2,650	\$2,650
1	2+Den/2 P.H.	\$1,649	\$1,649	\$2,300
3	2/2	\$1,700-\$1,915	\$1,821	\$2,000
1	2/1.5	\$1,675	\$1,675	\$1,900
2	1/1	\$1,350-\$1,495	\$1,423	\$1,500

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Additional Photos



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Additional Photos



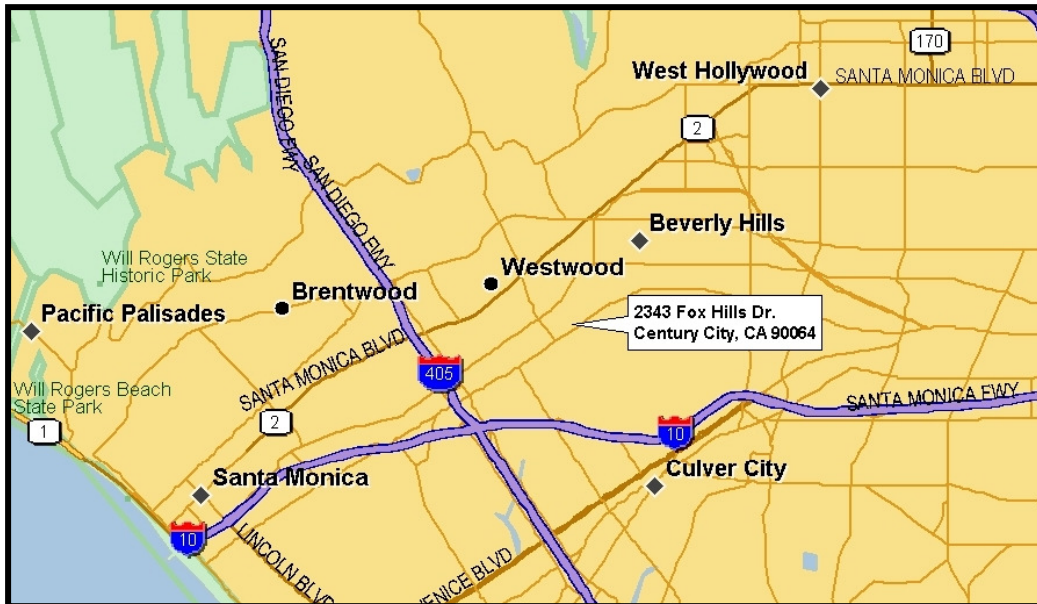
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2343 Fox Hills Dr., Century City (West L.A.)

REASONS TO INVEST

- Attractive Prime Westside property near Century City within minutes to Beverly Hills, Westwood, UCLA, Santa Monica and Brentwood.
- Property is located on a quiet street near million dollar homes and condominiums.
- Controlled access property formal lobby and elevator.
- Excellent mixture of one, two and three bedroom units including a large 3 bedroom / 3 bath Penthouse unit suitable for an owner/user.
- Seller states property has recently been re-piped with copper plumbing.
- Priced at only \$239/S.F.
- 3.3% cash on cash return with existing low rents, 4.6% with rents at market.

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<u>Unit#</u>	<u>Bedroom/Bath</u>	<u>Approx. S.F.</u>	<u>Monthly Rent</u>	<u>Market Rents</u>	<u>Comments</u>
101	2/2	1,200	\$1,850	\$2,000	
102	1/1	850	\$1,495	\$1,500	
103	2/2	1,200	\$1,700	\$2,000	
201	2/2	1,200	\$1,914.50	\$2,000	
202	1/1	850	\$1,350	\$1,500	
203	2/1.5	1,200	\$1,675	\$1,900	
301	2+Den/2 P.H.	1,350	\$1,649.44	\$2,300	
302	3/3 P.H.	1,480	\$2,650	\$2,650	

Monthly Income:	\$ 14,283.94	\$ 15,850
Monthly Laundry Income:	\$ 50.00	\$ 50
Total Monthly Income	\$ 14,333.94	\$ 15,900
Total Annual Income	\$ 172,007.00	\$ 190,800

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Projected Annual Expenses

2343 Fox Hills Dr., Century City (West L.A.) Projected Annual Expenses

Property Taxes: (1.25% Tax Rate)	\$ 30,938 (Est.)
Property Insurance:	\$ 2,800
Water, Sewer & Electricity (DWP):	\$ 4,200
Gas:	\$ 900
Telephone:	\$ 360
Elevator Service:	\$ 1,832
Landscape Service:	\$ 1,200
Trash Service:	\$ 1,056
Janitorial Service:	\$ 1,800
Pest Control:	\$ 384
License & Fees:	\$ 400
Repair & Maintenance:	\$ 8,000 (Est.)
Reserves:	\$ 2,130 (Est.)

TOTAL EXPENSES: \$ 56,000*

*33% of Scheduled Income

\$7,000/Unit

\$5.40/Bldg. S.F.

The future income and expenses of the Property may vary significantly during Buyer's ownership. Buyer shall rely on Buyer's expertise to project the future income and expense of the Property

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Projected Cash Flow

2343 Fox Hills Dr., Century City (West L.A.) Projected Annual Expenses

	<u>Current</u>	<u>Market</u>
Scheduled Annual Income:	\$ 172,007	\$ 190,800
Less Vacancy Reserve (3%):	\$ 5,160	\$ 5,724
Less Expenses (33%) (\$7,000 /Unit & \$5.40/Bldg. S.F.)	\$ 56,000	\$ 56,000
<hr/>		
Net Operating Income:	\$ 110,847	\$ 129,076
Less Loan Payments:	\$ 66,117	\$ 66,117
<hr/>		
Projected Cash Flow:	\$ 44,730	\$ 62,959
Cash on Cash Return:	3.3%	4.6%

The actual cash flow during Buyer's ownership of the Property may differ considerably from stated herein. Buyer shall employ legal, accounting, property management and other experts to evaluate the future income, expenses, cash flow and economic feasibility of the Property. Buyer shall purchase the Property relying on Buyer's own evaluation and investigation.

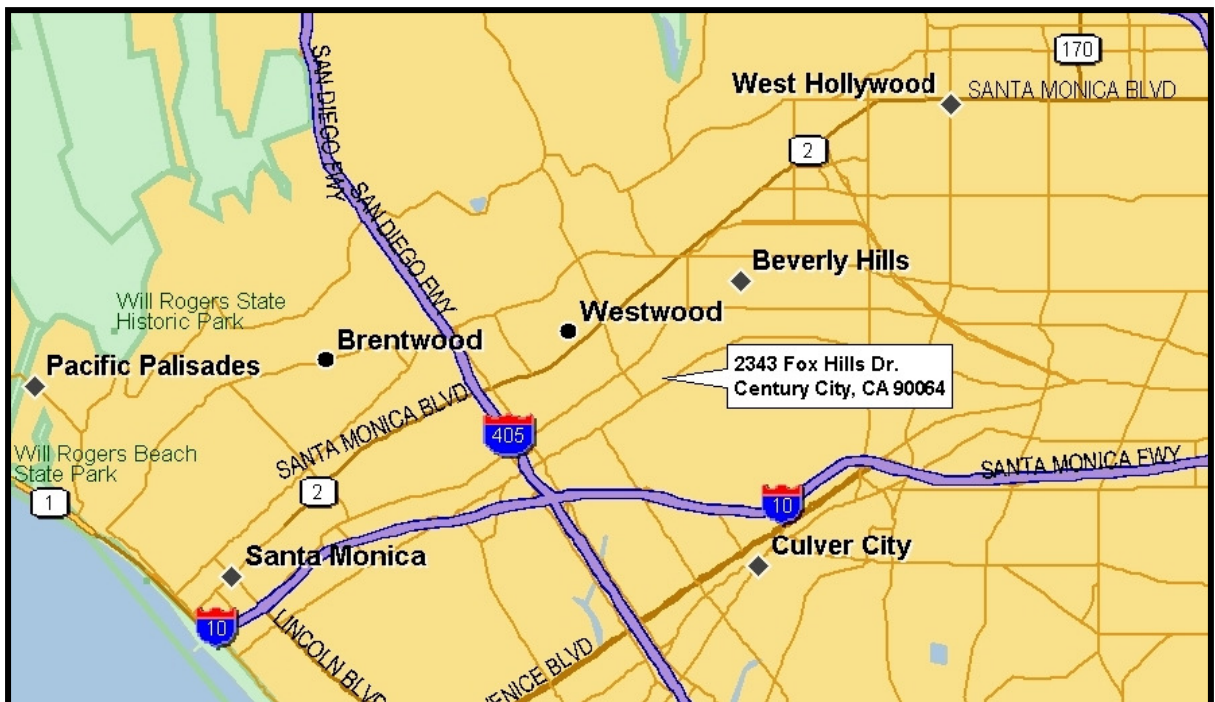
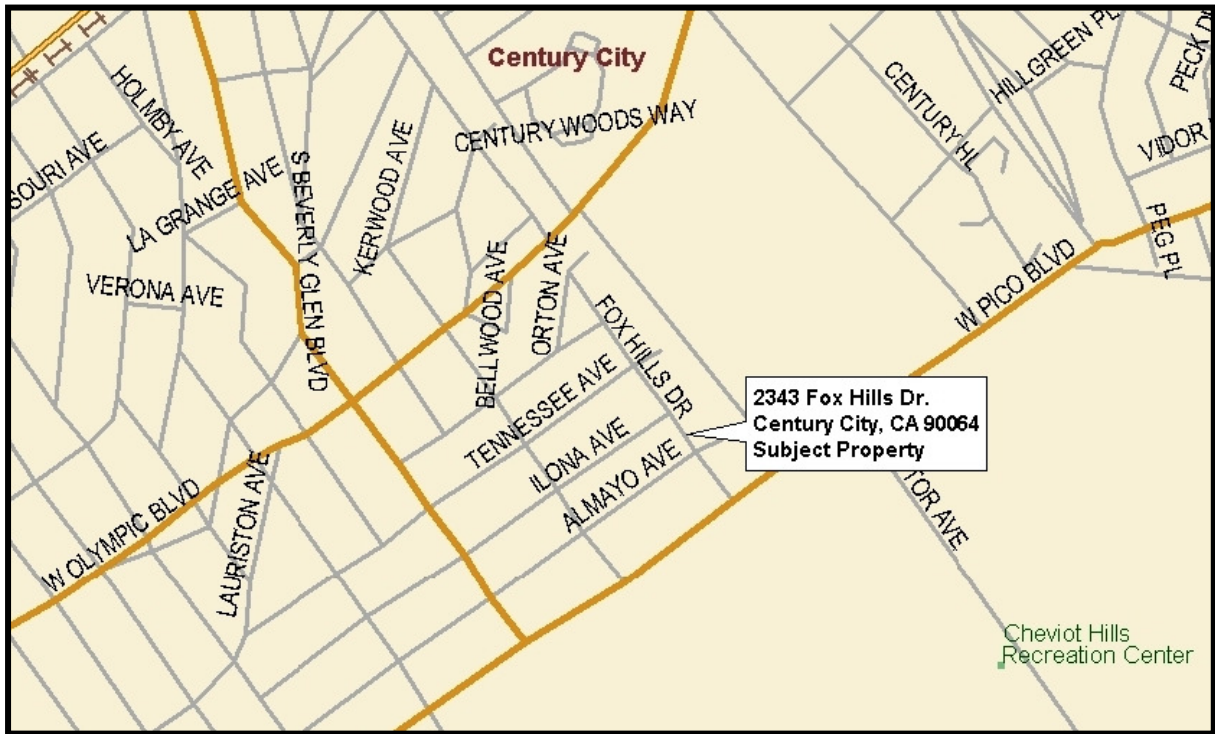
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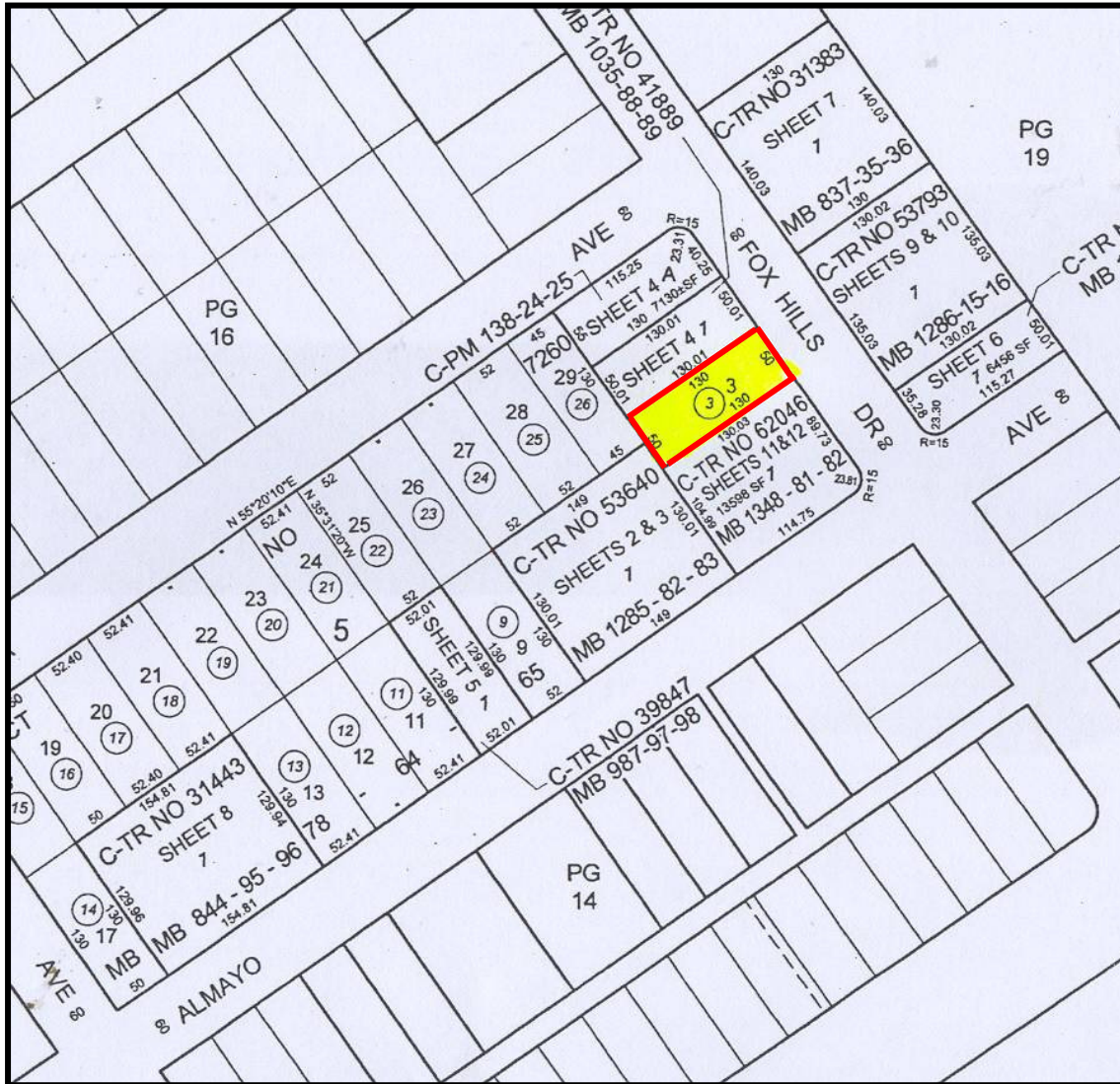
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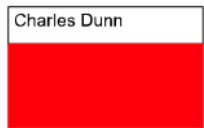


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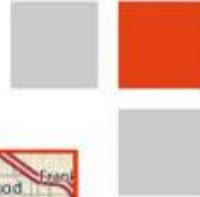


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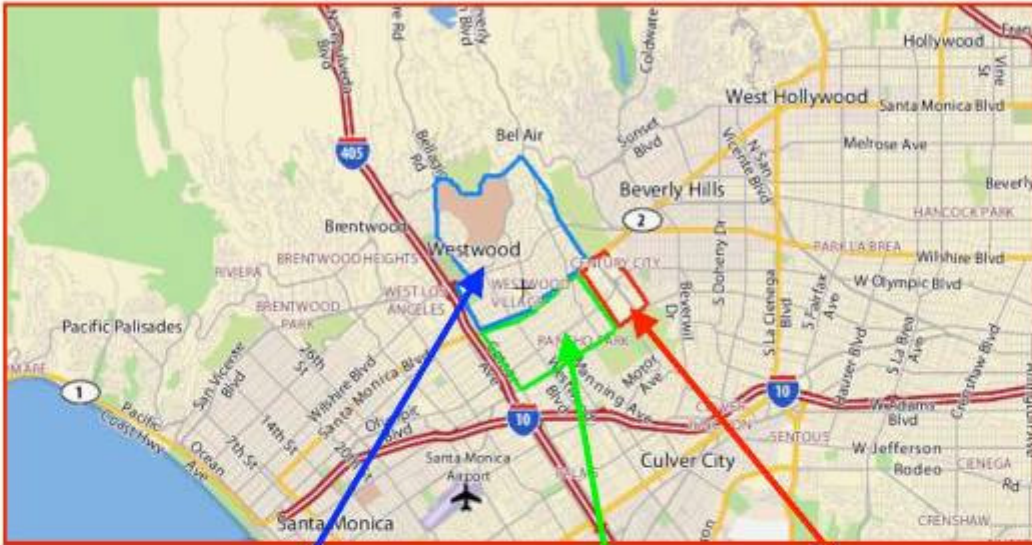
MARKET REPORT

- CENTURY CITY
- WESTWOOD
- WESTWOOD-ADJACENT

AREA



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Westwood

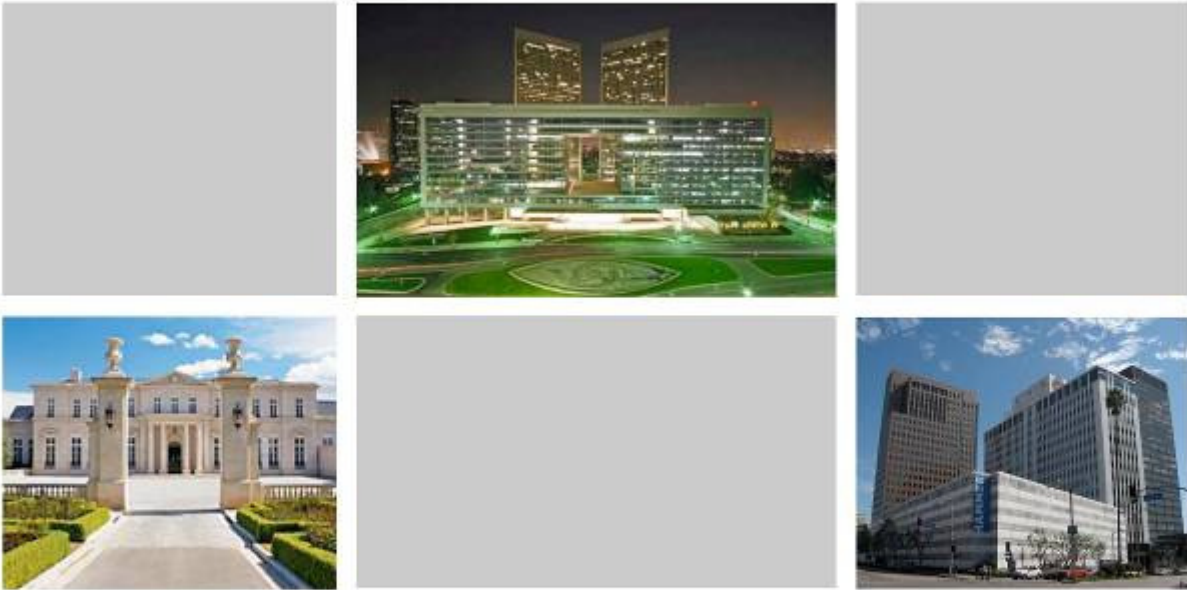


Westwood-Adjacent



Century City





OVERVIEW

Century City, Westwood, and Westwood-Adjacent are each among the several unincorporated areas within the City of Los Angeles that are called either "districts," "neighborhoods," or "communities." The boundaries are generally not cast in stone and are often subject to debate and minor change. According to some local sources, as many as 185 of these designated areas exist today. Conversely, the *Los Angeles Times* recently published their own count, totaling only 87 districts. Regardless, each neighborhood is filled with local pride and a sense of identity.

For Century City, one boundary definition consists of Beverly Hills on the east, Century Park West on the west, Santa Monica Boulevard to the north, and Pico Boulevard to the south. The ZIP Code that serves the area is 90067.

The boundary definition of Westwood consists of the City of Beverly Hills on the east, Sepulveda Boulevard on the west, Sunset Boulevard to the north, and Santa Monica Boulevard to the south. Westwood also includes the highly affluent Holmby Hills residential neighborhood. The ZIP Code that serves the area is 90024.

Westwood-Adjacent consists of Century Park West on the east, Sepulveda Boulevard on the west, Santa Monica Boulevard to the north, and Pico Boulevard to the south. The ZIP Code that serves the area is 90025.



CENTURY CITY

Area Description | Century City is a major business district located in Los Angeles' Westside area. Once a back-lot for 20th Century Fox, the 176-acre area has transformed into what has become one of Los Angeles's most important commercial centers, second only to Downtown. Century City was a project launched in 1960 between famous developer, William Zeckendorf and Alcoa.

Century City's major thoroughfares include Santa Monica Boulevard, Olympic Boulevard, Pico Boulevard, Avenue of the Stars, and Century Park East and West.

Demographics | As of 2008, the population for the Century City district was 8,136, with growth expected to reach 8,821 by 2013. The Average Household Income for 2008 was \$165,403. 57% of residents hold a Bachelor's Degree or higher, while 89% are employed in white-collar professions.

Notable Features | Westfield Century City is a high-end, 875,000 square foot, outdoor Regional Mall located on Santa Monica Boulevard, just west of the Century City business district. The mall is anchored by Bloomingdale's and Macy's Department Stores, and Gelson's, a gourmet supermarket. Featured shops include, Louis Vuitton, Hugo Boss, Tiffany's, and the Apple Store. A variety of dining options are available, including upscale selections such as: Toscanovana, Houston's, RockSugar, and Gulfstream Restaurant. A stylish dining court and outdoor terrace allow for a more casual and convenient experience. Westfield Century also features a state-of-the-art AMC movie theater.



Century Plaza Hotel



Aerial Photo of Century City



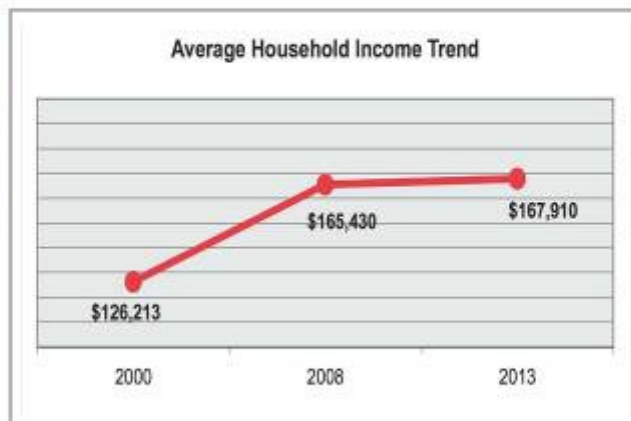
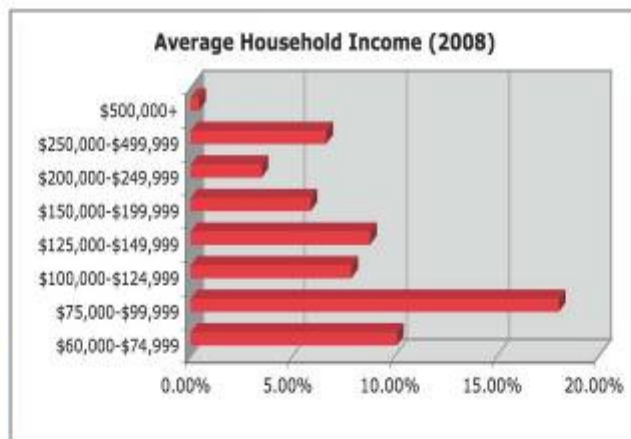
Century Plaza Towers



Fox Tower



CAA Headquarters



Charles Dunn Company, Inc.

CENTURY CITY, CONTINUED

Businesses | Century City is one of the most important centers for the entertainment industry in the world. 20th Century Fox, Metro-Goldwyn-Mayer, and Creative Artists Agency (CAA) are all headquartered within the district, as well as numerous other film and television executives, entertainment oriented law firms, and related fields.

In addition to film and television interests, Century City is also home to one of the largest aerospace companies, Northrop Grumman.

Commercial Real Estate | Century City consists largely of Class-A, high-rise buildings. Century City Gateway West, the first building in the district, was completed in 1963 and was soon followed by the highly esteemed Century Plaza Hotel. Other notable buildings include, Fox Plaza, Constellation Place (also known as MGM Tower), Watt Plaza, AIG-SunAmerica Center, and the Century Plaza Towers.

Based on CoStar Group, a leading data provider of commercial real estate market information, there are 47 Office buildings of all Classes, for a total of 11,625,000 square feet total. 27 of these buildings are considered Class "A".

Residential Real Estate | Residential units within Century City are mainly luxury high-rise condominiums and apartments. As of 2008, 2,553 residences were owner-occupied, while 2,117 were rented. The estimated median condominium value in 2007 was \$1,469,852, an increase from \$500,000 in 2000.

In 2008, Candy Spelling, wife to the late television producer, Aaron Spelling, purchased a two-floor penthouse condominium (16,500 square feet) for \$47 million, thereby setting the record for the most expensive condo in Los Angeles County, thereby setting a new standard of luxury within Century City.



The Intercontinental Hotel



Westfield Century City Mall



Watt Plaza



MGM Tower

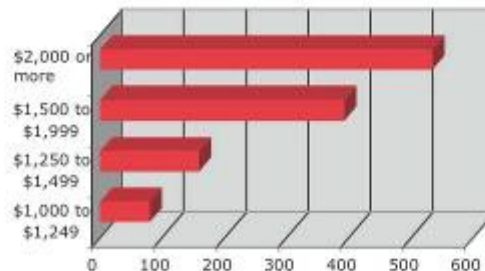


AIG-SunAmerica Center

Occupation by Type



Apartment Rents (2007)



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WESTWOOD

Area Description | Westwood is an affluent residential and commercial district located within the heart of Westside of Los Angeles. In addition to featuring a diverse range of business, retail, and cultural destinations, Westwood is perhaps best known for being the home to the University of California Los Angeles (UCLA).

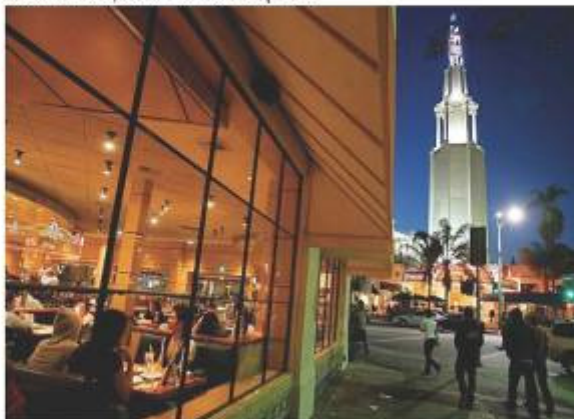
Major thoroughfares include Wilshire Boulevard, Santa Monica Boulevard, Olympic Boulevard, Sepulveda Boulevard, Beverly Glen Boulevard, Sunset Boulevard, and Westwood Avenue.

Demographics | As of 2008, the population for the Westwood district was 44,795, with growth expected to reach 48,169 by 2013. The Average Household Income for 2008 was \$155,260. 65.5% of residents hold a Bachelor's Degree or higher, while 88.7% are employed in white-collar professions.

Westwood Village | Since 1939, Westwood Village has been the retail and cultural heart of the district, with a diverse array of shops, restaurants, and nightlife venues. Within walking distance to the UCLA campus, Westwood Village is located north of Wilshire Boulevard, east of Gayley Avenue, south of Le Conte Avenue, and west of Hilgard Avenue. With its abundance of vintage-style movie theaters, Westwood Village has also been the longtime host to many of Hollywood's film premieres.

Other attractions in the Westwood Village area include the Armand Hammer Museum and the Geffen Playhouse. The Armand Hammer Museum is renowned for its contemporary art exhibits, as well as a continuous roster of cultural events. The Geffen Playhouse, originally built in 1929, underwent a complete interior renovation and was re-opened in 2005. Productions at the theater typically feature well-know movie and television actors.

Just south of Westwood Village proper, is the Westwood Village Memorial Park Cemetery. Although relatively small in scale, Westwood Village Memorial Park is the resting home for many of the most famous celebrities in history, including Marilyn Monroe, Dean Martin, and Truman Capote.



Westwood Village



Westwood Village Skyline



UCLA

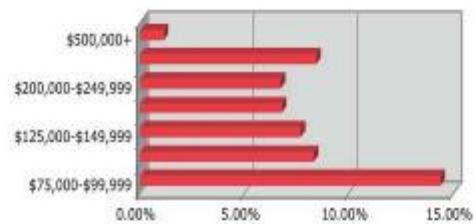


Playboy Mansion

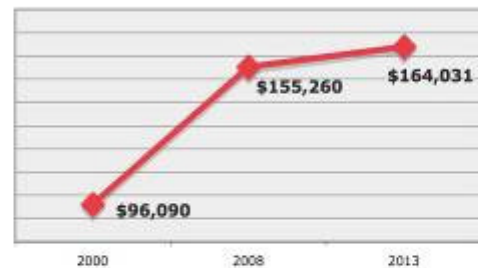


Wilshire Corridor

Average Household Income (2008)



Average Household Income Trend



UCLA Sculpture Garden



Charles Dunn Company, Inc.

WESTWOOD, CONTINUED

UCLA | The University of California Los Angeles has nearly 39,000 students and employs almost 6,000 staff. UCLA is the most applied to university in the country, while being the fourth largest employer in Los Angeles County. The state of the art Ronald Reagan UCLA Medical Center is a part of UCLA's top-rated Medical Department, and is considered one the nation's best hospitals.

Commercial Real Estate and Businesses | The Westwood district's commercial real estate market features properties that range from Class "A" Office buildings that are along Wilshire Boulevard, to an assortment of local and chain retail, as well as a large number of culturally diverse restaurants. The Westwood Village area contains a number of historic landmarks, including the Janss Investment Company Building (the first building in Westwood Village and the office of the areas original Westwood developer), the Fox and Bruin Theaters, and the Ralph's Market Building.

Based on CoStar Group, a leading data provider of commercial real estate market information, there are 181 Office buildings of all Classes, for a total of 7,426,000 square feet total. 26 of these are considered Class "A".

Residential Real Estate | The Westwood residential real estate market caters to wealthy single-family residents, young professionals who occupy the area's abundant assortment of medium-rise apartments, and students who live directly adjacent to the UCLA campus. In addition, the two-mile stretch along Wilshire Boulevard, just east of Westwood Village, features many luxury high-rises and is often referred to as "Millionaire's Mile." Penthouse apartments along this section of the Wilshire corridor can sell for as high as \$20 million and above.

The newest and most exciting project in Westwood Village is the **PALAZZO WESTWOOD VILLAGE** on Glendon Avenue, a mixed-used development by Casden Properties, LLC. The project's Spanish-inspired architecture features red tile roof, fountains, courtyards, and beautiful landscaping. **PALAZZO** consists of 350 luxury Apartments and 50,000 square feet of Retail space. Tenants in the retail area consist of Trader Joe's, Rite Aid, Jersey Mike's Subs, Pastagina Restaurant, and It's a Grind Coffee. The Apartment amenities include: pool, health spa, clubhouse, and Concierge service. The Apartment rents range from \$2615 for a 1-bedroom, \$3600 for a 2-bedroom, and \$5400 for a 3-bedroom. The Retail rent in PALAZZO are quoted at \$4.50 "NNN" per month.

Holmby Hills | The Holmby Hills area is a highly affluent residential neighborhood in the Westwood district. Along with Beverly Hills and Bel Air, Holmby Hills is part of what is often referred to as the "Platinum Triangle," a name reflecting the area's ranking of having the nation's highest home values. Over the years, Holmby Hills has been home to many celebrities, such as Humphrey Bogart and Walt Disney, but is perhaps best known for being the location of the Playboy Mansion. The late television producer, Aaron Spelling, built the largest home in largest LA County – 56,000 square feet— which was listed for sale for \$150 million and in 2008, making it the most expensive home on the market in the country.



Wilshire Boulevard



Spelling Manor



Geffen Playhouse

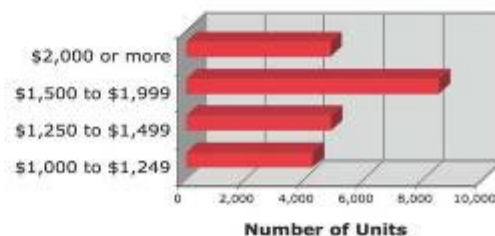


Palazzo Westwood Village

Occupation by Type



Apartment Rents (2007)



Charles Dunn Company, Inc.

WESTWOOD-ADJACENT

Area Description | The Westwood-Adjacent district is a vibrant residential and commercial area in the western portion of Los Angeles.

Demographics | As of 2008, the population for the Westwood-Adjacent was 19,590, with growth expected to reach 19,884 by 2013. The Average Household Income for 2008 was \$160,027. 63% of residents hold a Bachelor's Degree or higher, while 90.5% are employed in white-collar professions.

Notable Features | The Westside Pavilion Mall, located on Pico Boulevard just south Westwood Boulevard, is a 3-story, 150 store, urban-style shopping mall. The mall is anchored by Macy's and Nordstrom department stores. The Westside Pavilion also features Landmark Theaters' flagship luxury 12-screen movie theater.

Westwood-Adjacent is also home to the Rancho Park Golf Course, an 18-hole, municipal course built in 1947. In 1969, a then 13-year-old Tiger Woods set the "Junior" course record.

In keeping with its neighborhood feel, Westwood-Adjacent has a number of well-known local restaurants and businesses. Places like the Jack Sprats, The Apple Pan, Junior's Deli, and John O'Groats Restaurant, as well as being local favorites, also draw residents from the surrounding area. Businesses like Anawalt Lumber, which has been in operation since 1923, help to foster a sense of community pride.

Commercial Real Estate | Along Westwood-Adjacent's major thoroughfares, Santa Monica and Pico Boulevards, is a diverse assortment of locally-owned shops and restaurants, giving the area a strong community feel.

Based on CoStar Group, a leading data provider of commercial real estate market information, there are 228 Office buildings of all Classes, for a total of 1,646,000 square feet total. This is generally a market of smaller Office properties. There are only four buildings classified as Class "A".

Residential Real Estate | Development began in Westwood-Adjacent in the 1920s and 1930s of predominantly Spanish colonial and ranch-style homes intended for first-time home buyers. Through the years the district has maintained its suburban, family-oriented feel.

As of 2008, 5,249 of residents lived in owner-occupied housing, while 4,919 of residents lived in a rented property. The estimated condominium value in 2007 was \$959,813, which had grown from \$326,500 in 2000.



Rancho Park Golf Course



Westside Pavilion Mall



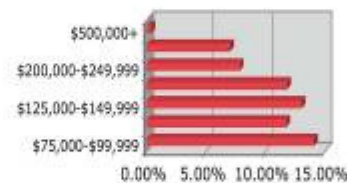
Westwood Boulevard



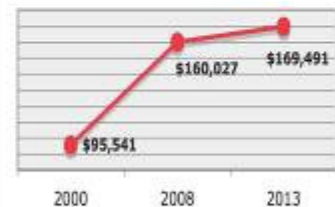
The Apple Pan

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Average Household Income (2008)



Average Household Income Trend



Occupation by Type



Apartment Rents (2007)



Executive Summary

Fox Hills Drive Site Type: Ring	West Los Angeles, CA		West Los Angeles, CA
	Radius: 1 Miles	Radius: 2 Miles	Radius: 3 Miles
2009 Population			
Total Population	44,473	152,210	269,224
Male Population	50.3%	48.5%	48.5%
Female Population	49.7%	51.5%	51.5%
Median Age	34.2	33.9	36.0
2009 Income			
Median HH Income	\$65,794	\$69,851	\$69,587
Per Capita Income	\$46,259	\$48,942	\$50,013
Average HH Income	\$89,294	\$102,963	\$107,282
2009 Households			
Total Households	23,019	70,067	122,769
Average Household Size	1.89	1.99	2.08
2009 Housing			
Owner Occupied Housing Units	21.6%	31.2%	33.5%
Renter Occupied Housing Units	73.5%	63.5%	61.4%
Vacant Housing Units	4.9%	5.2%	5.1%
Population			
1990 Population	39,820	133,103	242,644
2000 Population	42,114	142,817	254,394
2009 Population	44,473	152,210	269,224
2014 Population	45,721	157,166	277,341
1990-2000 Annual Rate	0.56%	0.71%	0.47%
2000-2009 Annual Rate	0.59%	0.69%	0.61%
2009-2014 Annual Rate	0.56%	0.64%	0.6%

In the identified market area, the current year population is 269,224. In 2000, the Census count in the market area was 254,394. The rate of change since 2000 was 0.61 percent annually. The five-year projection for the population in the market area is 277,341, representing a change of 0.6 percent annually from 2009 to 2014. Currently, the population is 48.5 percent male and 51.5 percent female.

Households			
1990 Households	20,389	62,491	112,314
2000 Households	22,201	66,949	118,332
2009 Households	23,019	70,067	122,769
2014 Households	23,565	72,099	125,897
1990-2000 Annual Rate	0.86%	0.69%	0.52%
2000-2009 Annual Rate	0.39%	0.49%	0.4%
2009-2014 Annual Rate	0.47%	0.57%	0.5%

The household count in this market area has changed from 118,332 in 2000 to 122,769 in the current year, a change of 0.4 percent annually. The five-year projection of households is 125,897, a change of 0.5 percent annually from the current year total. Average household size is currently 2.08, compared to 2.03 in the year 2000. The number of families in the current year is 53,224 in the market area.

Housing

Currently, 33.5 percent of the 129,320 housing units in the market area are owner occupied; 61.4 percent, renter occupied; and 5.1 percent are vacant. In 2000, there were 123,830 housing units—34.5 percent owner occupied, 61.1 percent renter occupied and 4.4 percent vacant. The rate of change in housing units since 2000 is 0.47 percent. Median home value in the market area is \$821,675, compared to a median home value of \$162,279 for the U.S. In five years, median home value is projected to change by 2.72 percent annually to \$939,511. From 2000 to the current year, median home value changed by 6.37 percent annually.

Source: U.S. Bureau of the Census, 2000 Census of Population and Housing. ESRI forecasts for 2009 and 2014. ESRI converted 1990 Census data into 2000 geography.

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Executive Summary

Fox Hills Drive Site Type: Ring	West Los Angeles, CA		West Los Angeles, CA
	Radius: 1 Miles	Radius: 2 Miles	Radius: 3 Miles
Median Household Income			
1990 Median HH Income	\$36,504	\$40,184	\$40,788
2000 Median HH Income	\$48,265	\$52,074	\$52,467
2009 Median HH Income	\$65,794	\$69,851	\$69,587
2014 Median HH Income	\$68,231	\$72,213	\$71,868
1990-2000 Annual Rate	2.83%	2.63%	2.55%
2000-2009 Annual Rate	3.41%	3.23%	3.1%
2009-2014 Annual Rate	0.73%	0.67%	0.65%
Per Capita Income			
1990 Per Capita Income	\$26,898	\$30,213	\$32,228
2000 Per Capita Income	\$35,905	\$39,259	\$42,618
2009 Per Capita Income	\$46,259	\$48,942	\$50,013
2014 Per Capita Income	\$49,251	\$52,693	\$53,849
1990-2000 Annual Rate	2.93%	2.65%	2.83%
2000-2009 Annual Rate	2.78%	2.41%	1.74%
2009-2014 Annual Rate	1.26%	1.49%	1.49%
Average Household Income			
1990 Average Household Income	\$52,051	\$63,362	\$68,442
2000 Average Household Income	\$67,267	\$82,436	\$90,186
2009 Average HH Income	\$89,294	\$102,963	\$107,282
2014 Average HH Income	\$95,569	\$111,177	\$115,987
1990-2000 Annual Rate	2.6%	2.67%	2.8%
2000-2009 Annual Rate	3.11%	2.43%	1.89%
2009-2014 Annual Rate	1.37%	1.55%	1.57%

Households by Income

Current median household income is \$69,587 in the market area, compared to \$54,719 for all U.S. households. Median household income is projected to be \$71,868 in five years. In 2000, median household income was \$52,467, compared to \$40,788 in 1990.

Current average household income is \$107,282 in this market area, compared to \$71,437 for all U.S. households. Average household income is projected to be \$115,987 in five years. In 2000, average household income was \$90,186, compared to \$68,442 in 1990.

Current per capita income is \$50,013 in the market area, compared to the U.S. per capita income of \$27,277. The per capita income is projected to be \$53,849 in five years. In 2000, the per capita income was \$42,618, compared to \$32,228 in 1990.

Population by Employment

Total Businesses	5,451	12,230	21,227
Total Employees	89,038	184,910	275,048

Currently, 88.9 percent of the civilian labor force in the identified market area is employed and 11.1 percent are unemployed. In comparison, 89.4 percent of the U.S. civilian labor force is employed, and 10.6 percent are unemployed. In five years the rate of employment in the market area will be 92.3 percent of the civilian labor force, and unemployment will be 7.7 percent. The percentage of the U.S. civilian labor force that will be employed in five years is 92.9 percent, and 7.1 percent will be unemployed. In 2000, 66.4 percent of the population aged 16 years or older in the market area participated in the labor force, and 0.0 percent were in the Armed Forces.

In the current year, the occupational distribution of the employed population is:

- 84.2 percent in white collar jobs (compared to 61.5 percent of U.S. employment)
- 10.9 percent in service jobs (compared to 17.1 percent of U.S. employment)
- 5.0 percent in blue collar jobs (compared to 21.4 percent of U.S. employment)

In 2000, 72.9 percent of the market area population drove alone to work, and 6.8 percent worked at home. The average travel time to work in 2000 was 23.7 minutes in the market area, compared to the U.S. average of 25.5 minutes.

Population by Education

In 2009, the educational attainment of the population aged 25 years or older in the market area was distributed as follows:

- 6.8 percent had not earned a high school diploma (16.2 percent in the U.S.)
- 12.6 percent were high school graduates only (29.8 percent in the U.S.)
- 5.3 percent had completed an Associate degree (7.2 percent in the U.S.)
- 33.9 percent had a Bachelor's degree (17.0 percent in the U.S.)
- 26.0 percent had earned a Master's/Professional/Doctorate Degree (9.8 percent in the U.S.)

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Demographic and Income Profile

Fox Hills Drive
West Los Angeles, CA

Latitude: 34.046964
Longitude: -118.446775
Radius: 1 Miles

Site Type: Ring

Summary	2000	2009	2014
Population	42,114	44,473	45,721
Households	22,201	23,019	23,565
Families	7,768	8,043	8,152
Average Household Size	1.86	1.89	1.90
Owner Occupied HUs	4,999	5,237	6,371
Renter Occupied HUs	17,202	17,782	17,194
Median Age	33.2	34.2	34.6

Trends: 2009-2014 Annual Rate	Area	State	National
Population	0.56%	1.01%	0.91%
Households	0.47%	0.92%	0.94%
Families	0.27%	0.87%	0.74%
Owner HHs	4%	2.49%	1.19%
Median Household Income	0.73%	0.79%	0.80%

Households by Income	2000		2009		2014	
	Number	Percent	Number	Percent	Number	Percent
< \$15,000	3,699	16.7%	2,620	11.4%	2,456	10.4%
\$15,000 - \$24,999	1,994	9.0%	1,557	6.8%	1,409	6.0%
\$25,000 - \$34,999	2,464	11.1%	1,633	7.1%	1,421	6.0%
\$35,000 - \$49,999	3,313	14.9%	2,787	12.1%	2,881	12.2%
\$50,000 - \$74,999	4,146	18.7%	4,431	19.2%	4,917	20.9%
\$75,000 - \$99,999	2,485	11.2%	3,678	16.0%	3,869	16.4%
\$100,000 - \$149,999	2,272	10.2%	3,202	13.9%	3,136	13.3%
\$150,000 - \$199,000	920	4.1%	1,541	6.7%	1,661	7.0%
\$200,000+	919	4.1%	1,571	6.8%	1,816	7.7%
Median Household Income	\$48,265		\$65,794		\$68,231	
Average Household Income	\$67,267		\$89,294		\$95,569	
Per Capita Income	\$35,905		\$46,259		\$49,251	

Population by Age	2000		2009		2014	
	Number	Percent	Number	Percent	Number	Percent
0 - 4	1,563	3.7%	1,667	3.7%	1,696	3.7%
5 - 9	1,160	2.8%	1,212	2.7%	1,264	2.8%
10 - 14	936	2.2%	944	2.1%	987	2.2%
15 - 19	1,308	3.1%	1,218	2.7%	1,159	2.5%
20 - 24	5,227	12.4%	5,010	11.3%	4,961	10.9%
25 - 34	12,873	30.6%	13,032	29.3%	13,196	28.9%
35 - 44	6,654	15.8%	6,987	15.7%	6,868	15.0%
45 - 54	4,730	11.2%	5,498	12.4%	5,607	12.3%
55 - 64	2,880	6.8%	3,998	9.0%	4,412	9.7%
65 - 74	2,253	5.3%	2,283	5.1%	2,896	6.3%
75 - 84	1,853	4.4%	1,766	4.0%	1,768	3.9%
85+	677	1.6%	854	1.9%	906	2.0%

Race and Ethnicity	2000		2009		2014	
	Number	Percent	Number	Percent	Number	Percent
White Alone	27,535	65.4%	25,067	56.4%	23,657	51.7%
Black Alone	1,269	3.0%	1,410	3.2%	1,446	3.2%
American Indian Alone	226	0.5%	235	0.5%	237	0.5%
Asian Alone	7,707	18.3%	10,141	22.8%	11,411	25.0%
Pacific Islander Alone	60	0.1%	65	0.1%	70	0.2%
Some Other Race Alone	2,999	7.1%	4,157	9.3%	4,826	10.6%
Two or More Races	2,318	5.5%	3,397	7.6%	4,074	8.9%
Hispanic Origin (Any Race)	6,187	14.7%	8,699	19.6%	10,157	22.2%

Data Note: Income is expressed in current dollars.

Source: U.S. Bureau of the Census, 2000 Census of Population and Housing. ESRI forecasts for 2009 and 2014.

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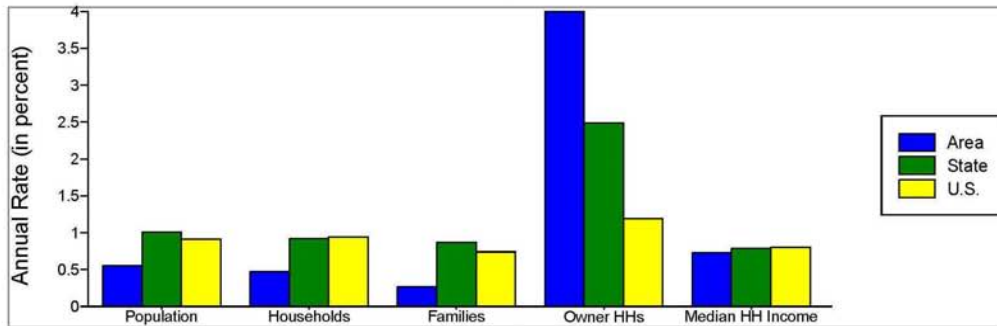
Demographic and Income Profile

Fox Hills Drive
West Los Angeles, CA

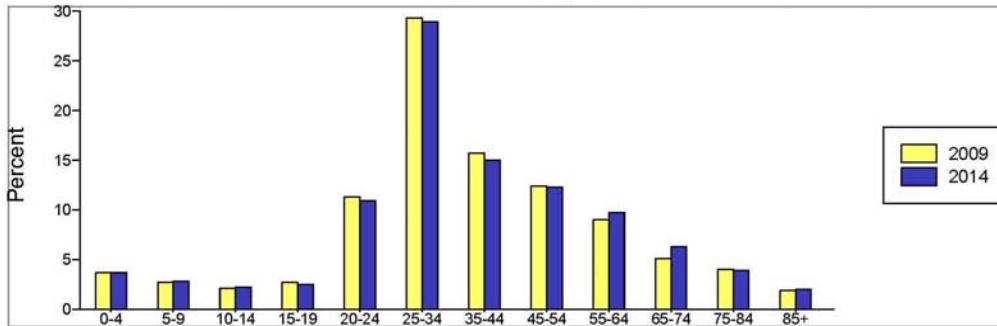
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Longitude: -118.446775
Radius: 1 Miles

Site Type: Ring

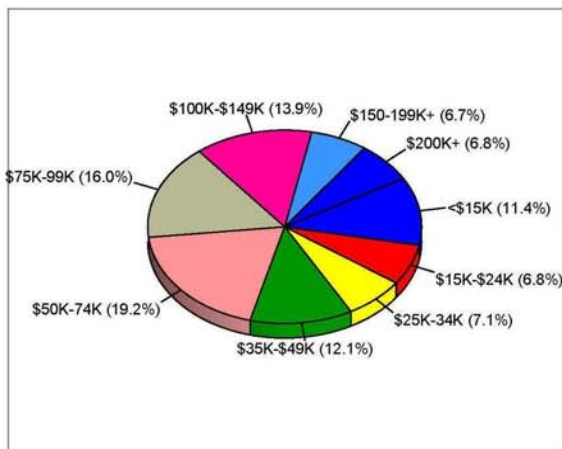
Trends 2009-2014



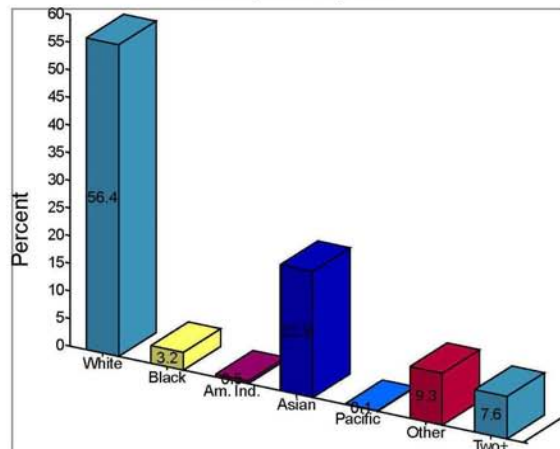
Population by Age



2009 Household Income



2009 Population by Race



2009 Percent Hispanic Origin: 19.6%

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Demographic and Income Profile

Fox Hills Drive
West Los Angeles, CA

Latitude: 34.046964
Longitude: -118.446775
Radius: 2 Miles

Site Type: Ring

Summary	2000	2009	2014
Population	142,817	152,210	157,166
Households	66,949	70,067	72,099
Families	26,172	27,184	27,653
Average Household Size	1.95	1.99	2.01
Owner Occupied HUs	22,487	23,107	26,964
Renter Occupied HUs	44,462	46,960	45,135
Median Age	33.1	33.9	34.0

Trends: 2009-2014 Annual Rate	Area	State	National
Population	0.64%	1.01%	0.91%
Households	0.57%	0.92%	0.94%
Families	0.34%	0.87%	0.74%
Owner HHs	3.14%	2.49%	1.19%
Median Household Income	0.67%	0.79%	0.80%

Households by Income	2000		2009		2014	
	Number	Percent	Number	Percent	Number	Percent
< \$15,000	10,952	16.4%	8,516	12.2%	8,251	11.4%
\$15,000 - \$24,999	5,854	8.8%	4,545	6.5%	4,200	5.8%
\$25,000 - \$34,999	6,307	9.4%	4,752	6.8%	4,157	5.8%
\$35,000 - \$49,999	9,097	13.6%	7,099	10.1%	7,347	10.2%
\$50,000 - \$74,999	11,537	17.2%	12,264	17.5%	13,443	18.6%
\$75,000 - \$99,999	7,151	10.7%	10,182	14.5%	10,722	14.9%
\$100,000 - \$149,999	7,609	11.4%	9,900	14.1%	9,687	13.4%
\$150,000 - \$199,000	3,374	5.0%	5,467	7.8%	5,849	8.1%
\$200,000+	5,007	7.5%	7,341	10.5%	8,442	11.7%
Median Household Income	\$52,074		\$69,851		\$72,213	
Average Household Income	\$82,436		\$102,963		\$111,177	
Per Capita Income	\$39,259		\$48,942		\$52,693	

Population by Age	2000		2009		2014	
	Number	Percent	Number	Percent	Number	Percent
0 - 4	5,324	3.7%	5,589	3.7%	5,692	3.6%
5 - 9	4,560	3.2%	4,556	3.0%	4,679	3.0%
10 - 14	3,821	2.7%	4,065	2.7%	4,091	2.6%
15 - 19	9,902	6.9%	10,609	7.0%	10,506	6.7%
20 - 24	20,141	14.1%	21,672	14.2%	22,800	14.5%
25 - 34	33,556	23.5%	32,859	21.6%	33,867	21.5%
35 - 44	20,941	14.7%	21,012	13.8%	19,864	12.6%
45 - 54	15,993	11.2%	18,381	12.1%	18,592	11.8%
55 - 64	10,490	7.3%	14,541	9.6%	15,895	10.1%
65 - 74	8,299	5.8%	8,538	5.6%	10,702	6.8%
75 - 84	6,921	4.8%	6,678	4.4%	6,608	4.2%
85+	2,870	2.0%	3,711	2.4%	3,869	2.5%

Race and Ethnicity	2000		2009		2014	
	Number	Percent	Number	Percent	Number	Percent
White Alone	98,793	69.2%	92,501	60.8%	88,571	56.4%
Black Alone	3,593	2.5%	3,992	2.6%	4,109	2.6%
American Indian Alone	528	0.4%	560	0.4%	573	0.4%
Asian Alone	24,859	17.4%	33,259	21.9%	37,761	24.0%
Pacific Islander Alone	173	0.1%	194	0.1%	212	0.1%
Some Other Race Alone	7,774	5.4%	11,069	7.3%	13,032	8.3%
Two or More Races	7,098	5.0%	10,635	7.0%	12,907	8.2%
Hispanic Origin (Any Race)	17,323	12.1%	25,277	16.6%	30,102	19.2%

Data Note: Income is expressed in current dollars.

Source: U.S. Bureau of the Census, 2000 Census of Population and Housing. ESRI forecasts for 2009 and 2014.

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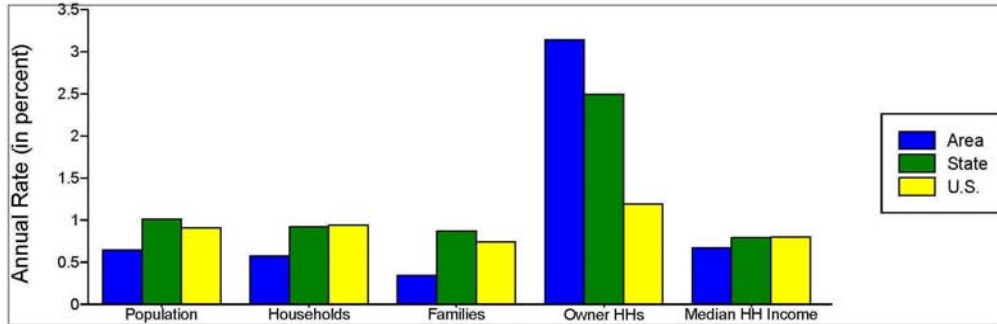
Demographic and Income Profile

Fox Hills Drive
West Los Angeles, CA

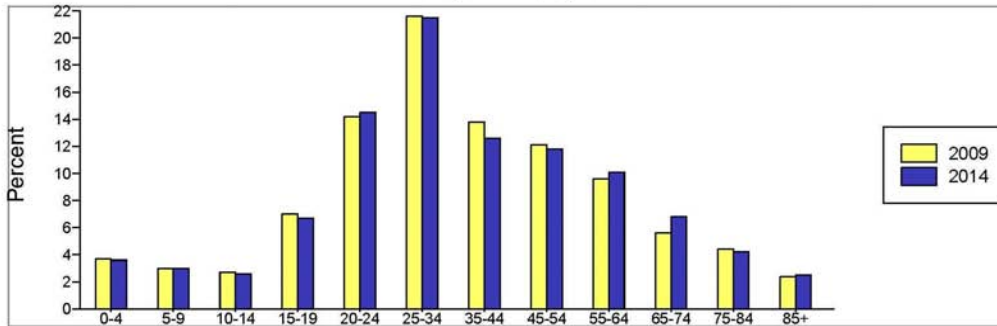
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Longitude: -118.446775
Radius: 2 Miles

Site Type: Ring

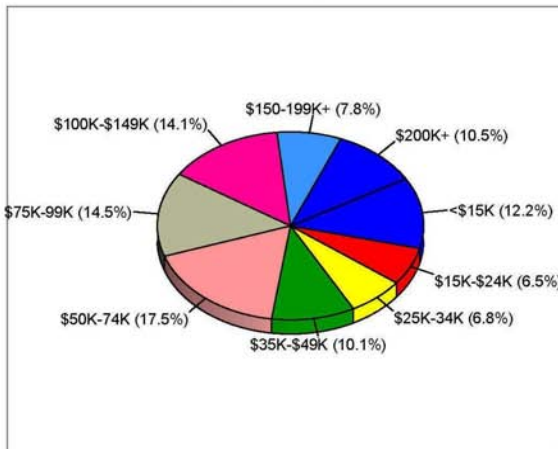
Trends 2009-2014



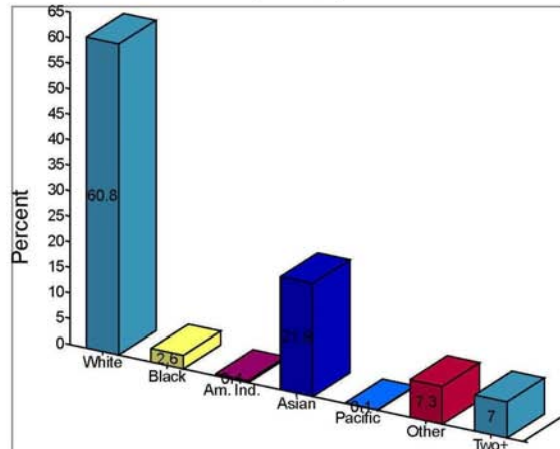
Population by Age



2009 Household Income



2009 Population by Race



2009 Percent Hispanic Origin: 16.6%

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Demographic and Income Profile

Fox Hills Drive
West Los Angeles, CA

Latitude: 34.046964
Longitude: -118.446775
Radius: 3 Miles

Site Type: Ring

Summary	2000	2009	2014
Population	254,394	269,224	277,341
Households	118,332	122,769	125,897
Families	51,564	53,224	54,044
Average Household Size	2.03	2.08	2.09
Owner Occupied HUs	42,708	43,351	49,705
Renter Occupied HUs	75,625	79,418	76,192
Median Age	34.8	36.0	36.2

Trends: 2009-2014 Annual Rate	Area	State	National
Population	0.6%	1.01%	0.91%
Households	0.5%	0.92%	0.94%
Families	0.31%	0.87%	0.74%
Owner HHs	2.77%	2.49%	1.19%
Median Household Income	0.65%	0.79%	0.80%

Households by Income	2000		2009		2014	
	Number	Percent	Number	Percent	Number	Percent
< \$15,000	17,626	14.9%	13,084	10.7%	12,537	10.0%
\$15,000 - \$24,999	10,927	9.2%	7,927	6.5%	7,319	5.8%
\$25,000 - \$34,999	11,690	9.9%	9,154	7.5%	8,013	6.4%
\$35,000 - \$49,999	16,562	14.0%	13,397	10.9%	13,878	11.0%
\$50,000 - \$74,999	19,793	16.7%	21,850	17.8%	23,906	19.0%
\$75,000 - \$99,999	12,240	10.3%	17,140	14.0%	17,954	14.3%
\$100,000 - \$149,999	13,211	11.1%	16,313	13.3%	15,915	12.6%
\$150,000 - \$199,000	5,878	5.0%	9,239	7.5%	9,822	7.8%
\$200,000+	10,659	9.0%	14,664	11.9%	16,551	13.1%
Median Household Income	\$52,467		\$69,587		\$71,868	
Average Household Income	\$90,186		\$107,282		\$115,987	
Per Capita Income	\$42,618		\$50,013		\$53,849	

Population by Age	2000		2009		2014	
	Number	Percent	Number	Percent	Number	Percent
0 - 4	11,075	4.4%	11,555	4.3%	11,790	4.3%
5 - 9	10,394	4.1%	10,120	3.8%	10,359	3.7%
10 - 14	9,212	3.6%	9,836	3.7%	9,654	3.5%
15 - 19	14,680	5.8%	16,324	6.1%	15,829	5.7%
20 - 24	27,916	11.0%	29,572	11.0%	30,924	11.2%
25 - 34	54,880	21.6%	53,003	19.7%	55,574	20.0%
35 - 44	39,952	15.7%	39,221	14.6%	36,634	13.2%
45 - 54	32,020	12.6%	36,299	13.5%	36,363	13.1%
55 - 64	20,677	8.1%	28,212	10.5%	30,737	11.1%
65 - 74	15,255	6.0%	15,972	5.9%	20,129	7.3%
75 - 84	12,919	5.1%	12,124	4.5%	12,094	4.4%
85+	5,416	2.1%	6,989	2.6%	7,256	2.6%

Race and Ethnicity	2000		2009		2014	
	Number	Percent	Number	Percent	Number	Percent
White Alone	177,808	69.9%	166,865	62.0%	160,362	57.8%
Black Alone	9,799	3.9%	10,472	3.9%	10,566	3.8%
American Indian Alone	1,035	0.4%	1,095	0.4%	1,116	0.4%
Asian Alone	37,564	14.8%	49,980	18.6%	56,717	20.5%
Pacific Islander Alone	299	0.1%	329	0.1%	352	0.1%
Some Other Race Alone	15,797	6.2%	22,580	8.4%	26,605	9.6%
Two or More Races	12,092	4.8%	17,903	6.6%	21,624	7.8%
Hispanic Origin (Any Race)	34,871	13.7%	50,835	18.9%	60,445	21.8%

Data Note: Income is expressed in current dollars.

Source: U.S. Bureau of the Census, 2000 Census of Population and Housing. ESRI forecasts for 2009 and 2014.

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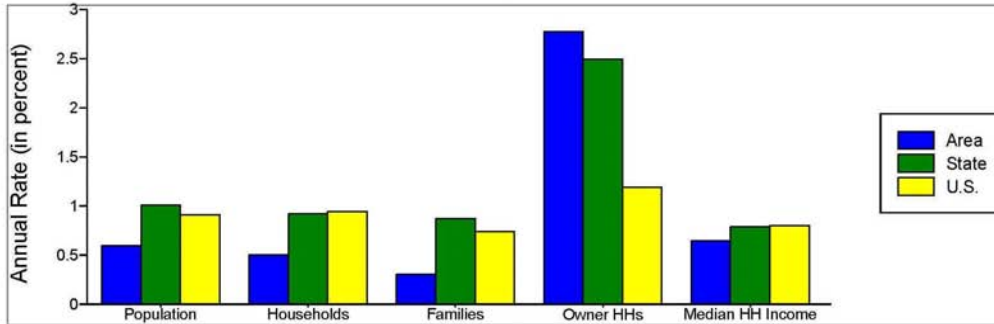
Demographic and Income Profile

Fox Hills Drive
West Los Angeles, CA

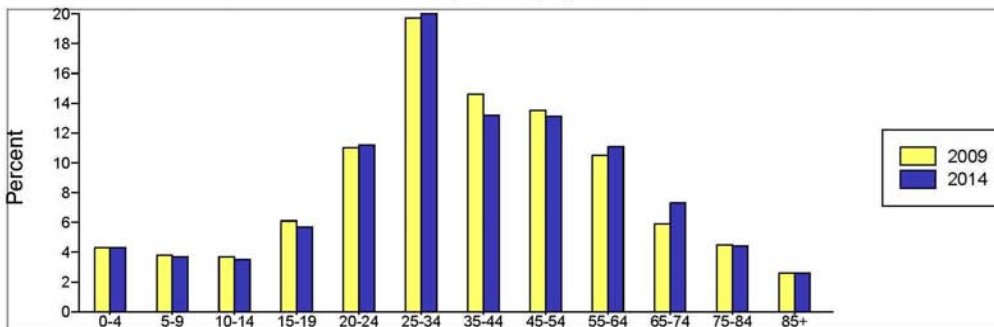
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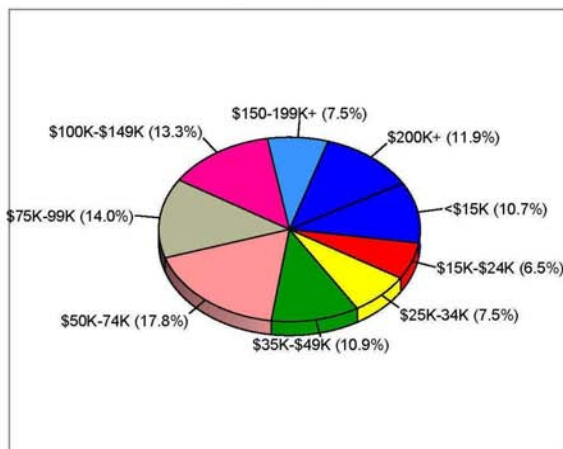
Trends 2009-2014



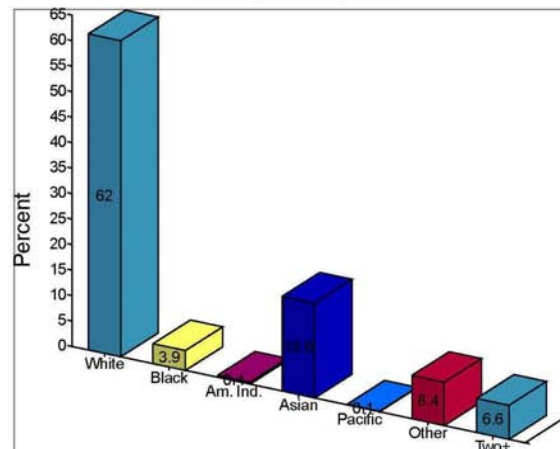
Population by Age



2009 Household Income



2009 Population by Race



2009 Percent Hispanic Origin: 18.9%

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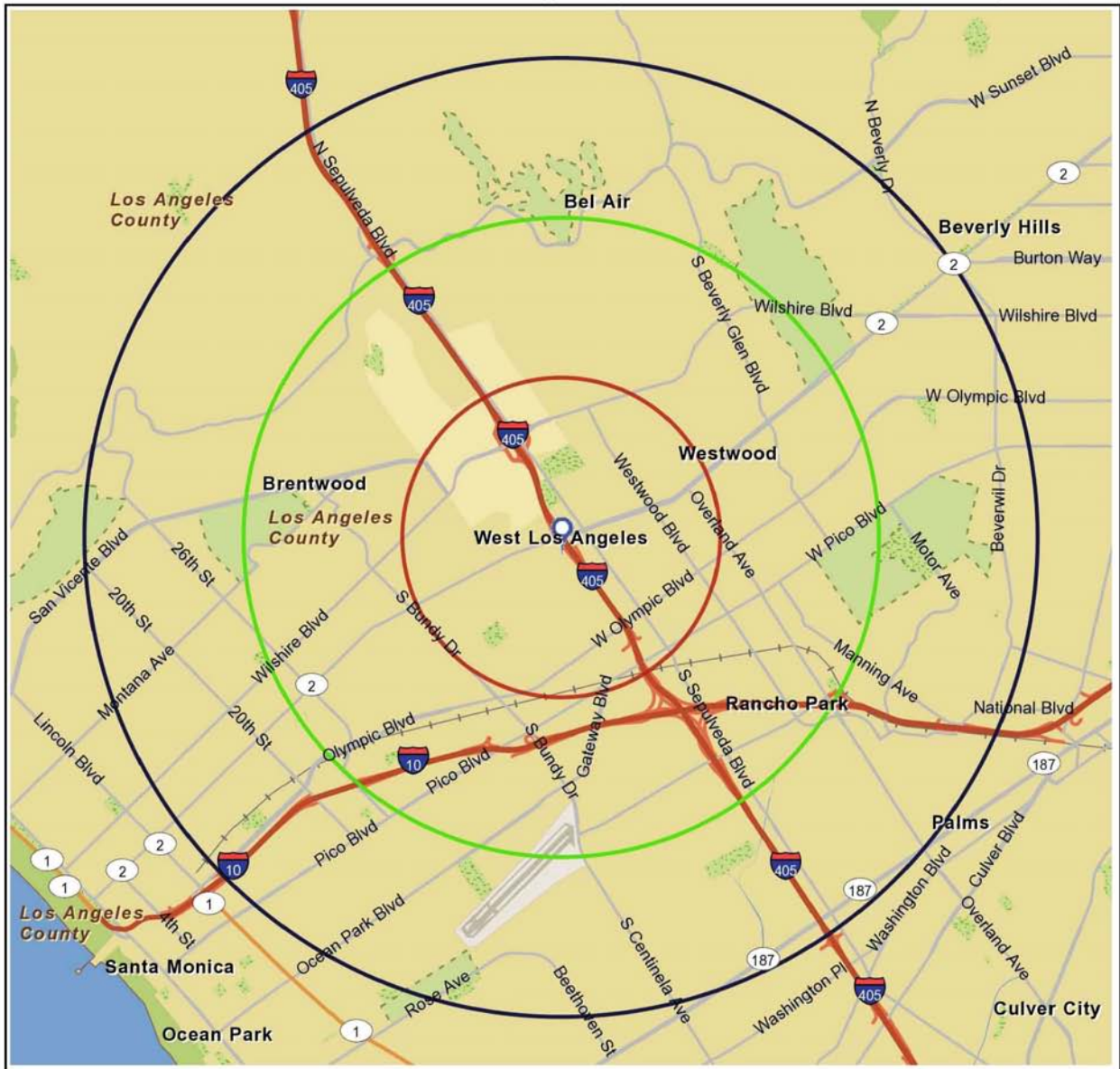
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Site Map

Fox Hills Drive
West Los Angeles, CA

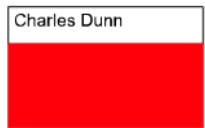
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Longitude: -118.446775
Rings: 1, 2, 3 Miles

Site Type: Ring



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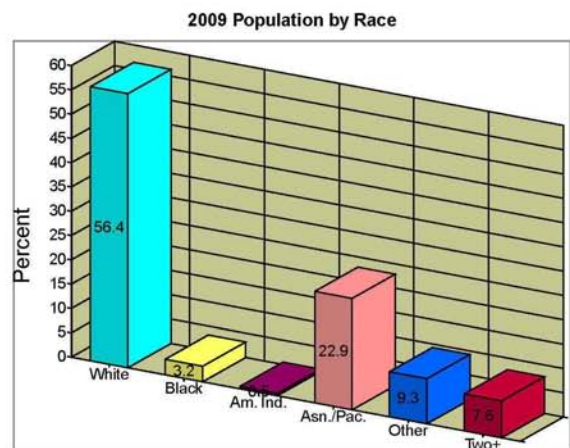
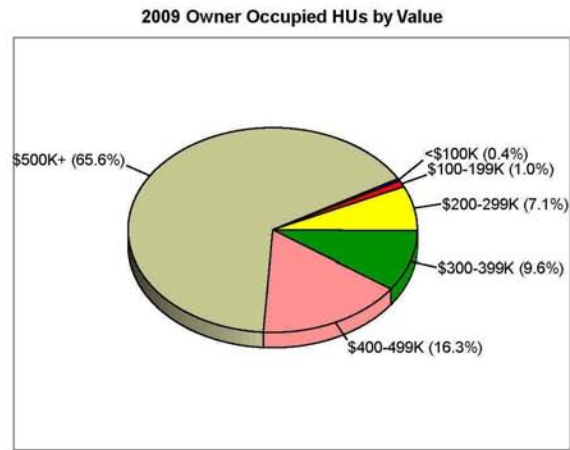
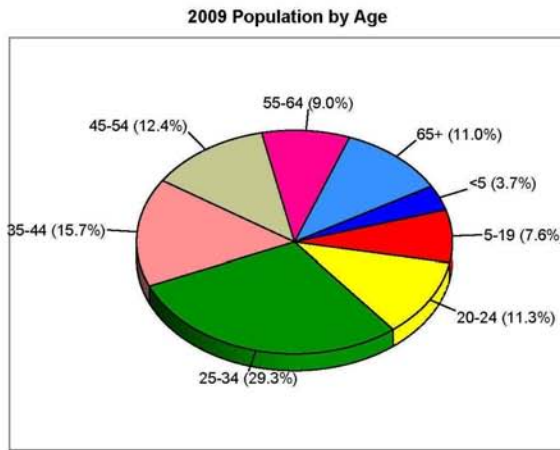
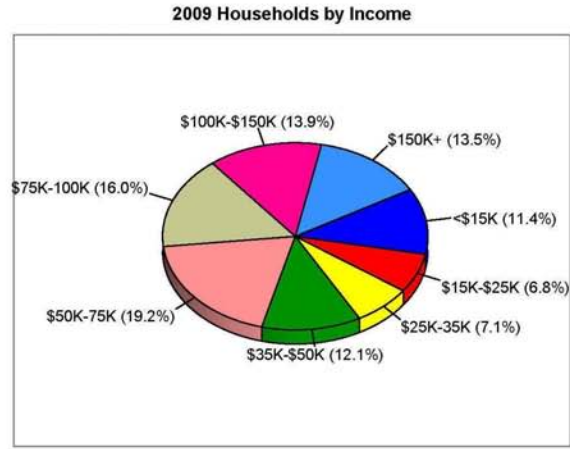
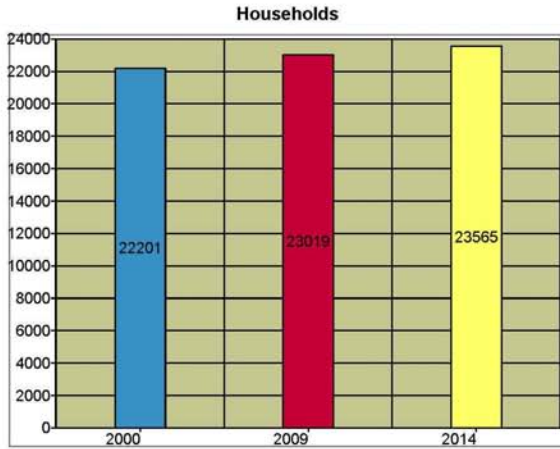


Graphic Profile

Fox Hills Drive
West Los Angeles, CA

Latitude: 34.046964
Longitude: -118.446775
Radius: 1 Miles

Site Type: Ring



2009 Percent Hispanic Origin: 19.6%

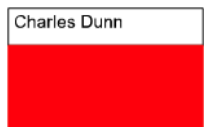
Source: U.S. Bureau of the Census, 2000 Census of Population and Housing. ESRI forecasts for 2009 and 2014.

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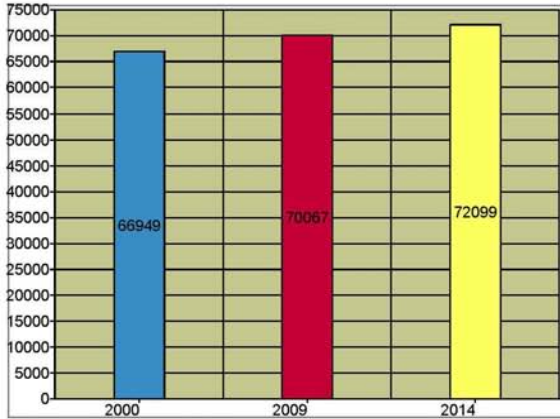
Graphic Profile

Fox Hills Drive
West Los Angeles, CA

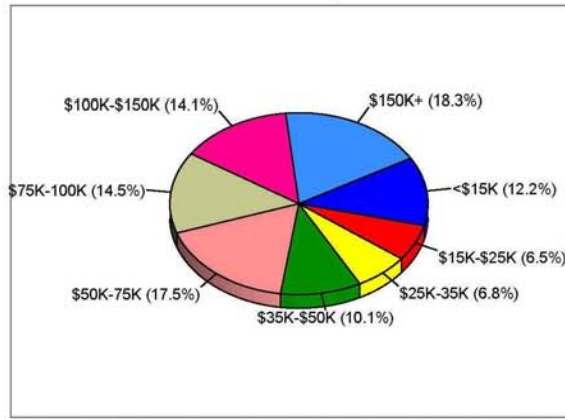
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Site Type: Ring

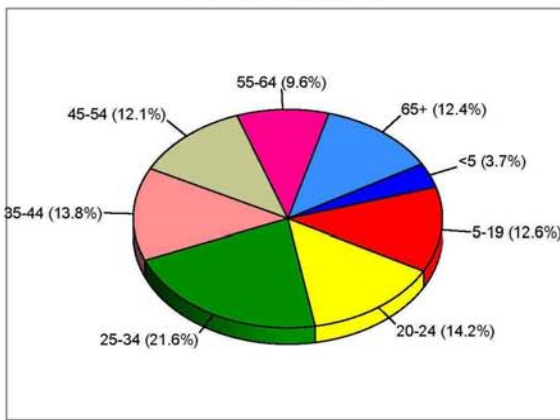
Households



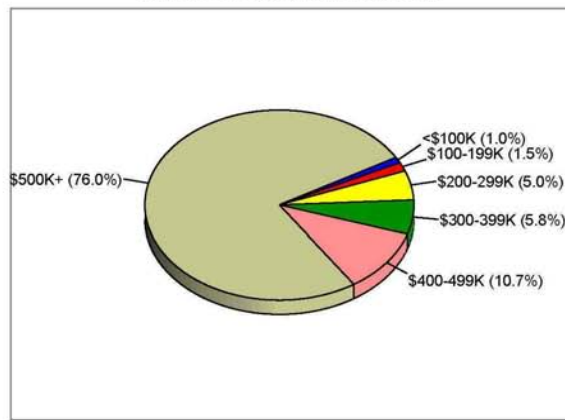
2009 Households by Income



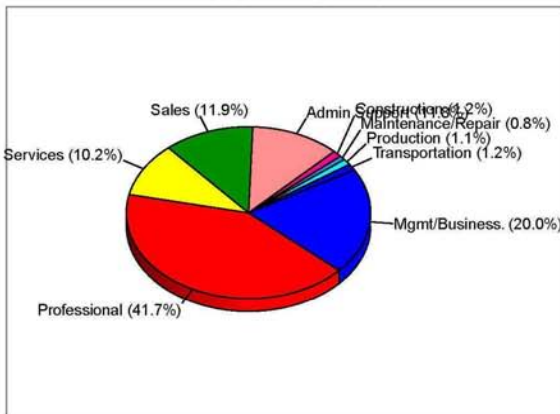
2009 Population by Age



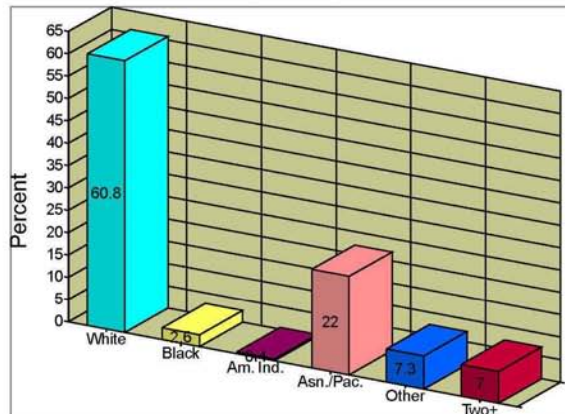
2009 Owner Occupied HUs by Value



2009 Employed 16+ by Occupation



2009 Population by Race



2009 Percent Hispanic Origin: 16.6%

Source: U.S. Bureau of the Census, 2000 Census of Population and Housing. ESRI forecasts for 2009 and 2014.

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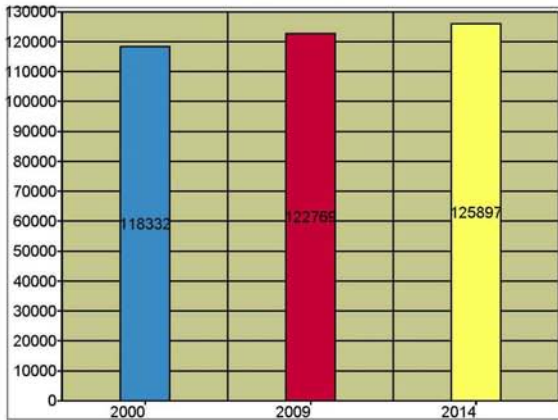
Graphic Profile

Fox Hills Drive
West Los Angeles, CA

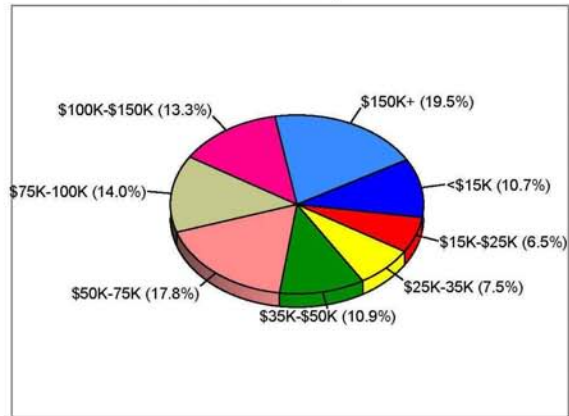
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Radius: 3 Miles

Site Type: Ring

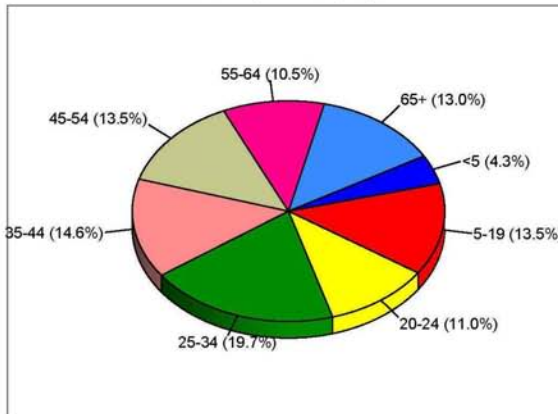
Households



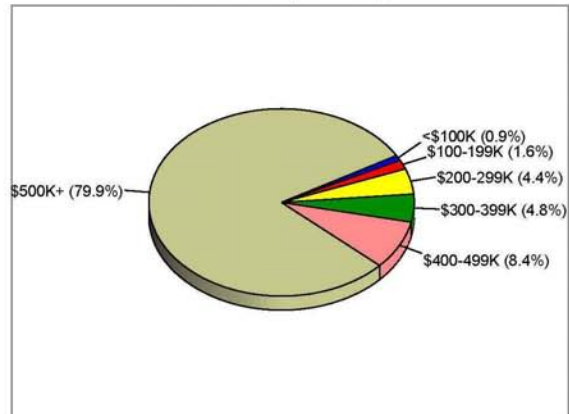
2009 Households by Income



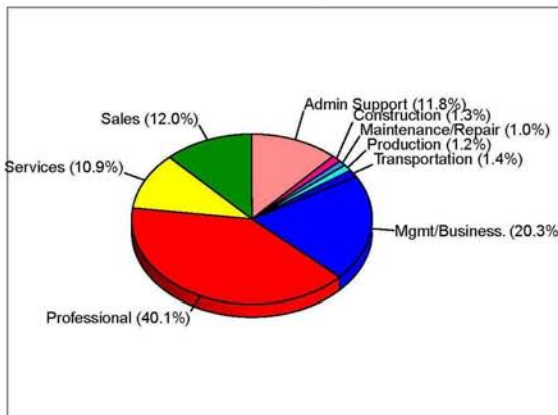
2009 Population by Age



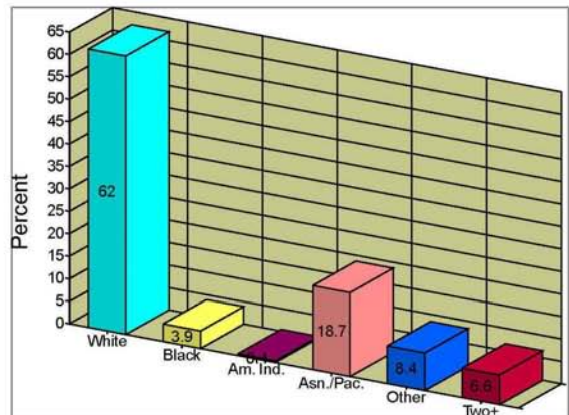
2009 Owner Occupied HUs by Value



2009 Employed 16+ by Occupation



2009 Population by Race



2009 Percent Hispanic Origin: 18.9%

Source: U.S. Bureau of the Census, 2000 Census of Population and Housing. ESRI forecasts for 2009 and 2014.

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Re License#: 00708618

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-
- Post-graduate degree PH.D, in "Macro-Economic Models & Econometrics".
 - M.B.A.; Master of Science in Operations Research, Bachelor of Science in Engineering at U.C.L.A.
 - Top Westside Investment Real Estate broker for the past 30 years.
 - Top-10 Remax Commercial, U.S.A. 2003-2008.
 - Top Producer, Charles Dunn Company 1988 through 2002.
 - Top Producer, Sands Commercial, 1995 through 1997 and several previous years.
 - Top 5, The Hanes Company, 1980-1990.
 - Specialization in sale & exchange of Investment Real Estate and Development Sites with primary focus in the Westside market consisting of Beverly Hills, Westwood, Brentwood, Pacific Palisades, Malibu and West Los Angeles.
 - Career average sale-to-list ratio of over 98.5%.

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