

Marcus & Millichap
TUVIA GROUP
LOS ANGELES MULTIFAMILY

1217

WESTERLY TER

LOS ANGELES, CA 90026

DISTINCTIVE HILLSIDE FOURPLEX IN THE HEART OF SILVER LAKE • 94 WALK SCORE (WALKER'S PARADISE)

RARE OWNER-USER & VALUE-ADD OPPORTUNITY • IMMEDIATE OCCUPANCY FLEXIBILITY • SB721 INSPECTION COMPLETED • MULTIPLE ADU CONVERSION OPPORTUNITIES

1217 WESTERLY TER

MARKETING PACKAGE

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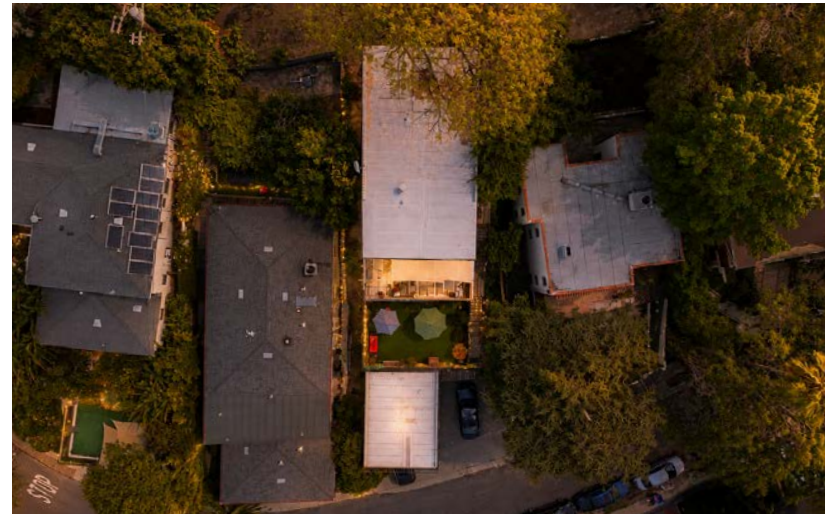
04 MARKET OVERVIEW

EXCLUSIVELY LISTED BY



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EXECUTIVE SUMMARY

1217 WESTERLY TER

APN: 5426-003-004

OFFERING PRICE

\$1,595,000

CAP RATE

5.90%

GRM

12.51

PRICE PER UNIT

\$398,750

PRICE PER SF

\$394.51

VITAL DATA

Units	4
Gross Square Feet	4,043 SF
Lot Size	5,082 SF
Occupancy	50%
Year Built	1967
Zoning	LAR2

UNIT MIX

1	1 Bedroom / 1 Bathroom
3	2 Bedroom / 1 Bathroom

INVESTMENT OVERVIEW

Marcus and Millichap is pleased to present a four (4) unit apartment building located at 1217 Westerly Terrace in Los Angeles, California. The subject property is located in a prime Silver Lake location, just north of Sunset Blvd and east of Silver Lake Blvd.

Silver Lake is one of Los Angeles' most sought-after neighborhoods, known for its unique character, vibrant culture, and strong rental demand. Centered around the Silver Lake Reservoir and Sunset Junction, the area attracts young professionals, creatives, and affluent renters seeking a walkable lifestyle with access to popular cafés, restaurants, nightlife, and boutique retail. Its central location provides convenient access to Downtown Los Angeles, Hollywood, Los Feliz, and other major employment hubs. The neighborhood benefits from above-average household incomes, a highly educated population, and limited new housing supply, supporting strong occupancy and steady rent growth. For investors, Silver Lake offers stable tenant demand, resilient market fundamentals, and long-term appreciation potential in a premier Los Angeles rental market.

Located in the heart of Silver Lake, 1217 Westerly Terrace is a distinctive hillside fourplex offering a rare combination of owner-user flexibility, value-add potential, and exceptional walkability. The property boasts a 94 Walk Score ("Walker's Paradise") and is just minutes from Sunset Junction's renowned dining, retail, and entertainment destinations. Its unique tiered layout positions each unit at a different elevation with no shared walls, creating enhanced privacy and a single-family home feel. Immediate occupancy flexibility allows new ownership to implement its own leasing strategy and capitalize on strong rental demand. Additional highlights include a desirable unit mix consisting of 75% two-bedroom units, approximately 25% rental upside, multiple ADU conversion opportunities, and a completed SB721 inspection, helping streamline buyer due diligence.

This offering presents a rare opportunity to acquire a truly unique Silver Lake asset combining exceptional walkability, owner-user flexibility, and long-term value-add potential in one of Los Angeles' most sought-after rental markets.



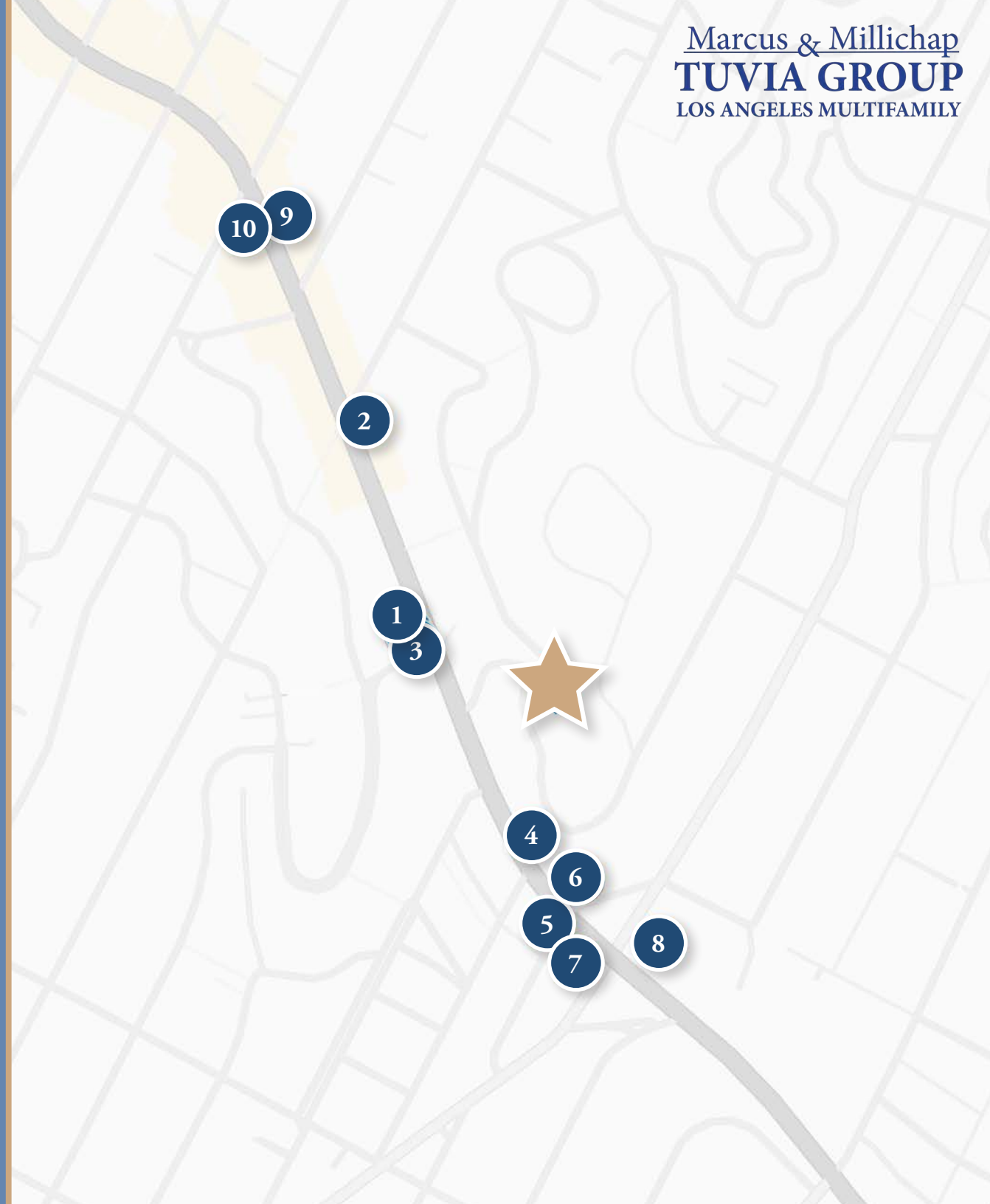
INVESTMENT HIGHLIGHTS

- ✓ 94 Walk Score ("Walker's Paradise")
- ✓ Distinctive Hillside Fourplex with Unique Tiered Layout
- ✓ No Shared Walls Between Units
- ✓ Rare Owner-User Opportunity with Immediate Occupancy Flexibility
- ✓ Ability to Lease Available Units at Market Rents
- ✓ SB721 Inspection Already Completed
- ✓ 75% Two-Bedroom Unit Mix
- ✓ Approximately 25% Rental Upside
- ✓ Vacant One-Bedroom Unit Remodeled Recently - Hardwood Floors Throughout with Berber Carpet in Bedroom, Recessed Lighting with Dimmers, A/C Wall Unit, Stainless Steel Appliances, and Faux Wood Blinds
- ✓ Select Units have Massive Patios and Wonderful Views of Sunset Blvd
- ✓ Select Units have Washer and Dryer Hookups
- ✓ On-Site Laundry Room
- ✓ Bonus ±400 SF Vacant Room in the Rear - Possible ADU Conversion
- ✓ On-Site Garage Parking - Excellent Opportunity to Convert to an ADU
- ✓ Qualifies for 30-Year Fixed Residential Financing
- ✓ Dominant Access to Commercial Corridors - Sunset Blvd, Silver Lake Blvd, and Santa Monica Blvd
- ✓ Minutes Away from Sunset Junction - Offering Easy Access to Trendy Cafes, Restaurants, and Retail Shops such as Bacari Silverlake, Yala Coffee, The Win-Dow Silver Lake, Intelligentsia Coffee, Sweetgreen, Wasteland, Redeemer, 4100 Bar, Silver Lake Farmers Market, and Erewhon Silver Lake
- ✓ Close Proximity to Many Local Amenities such as Malaya Coffee - Silverlake, Ohana Superette, Bodega Park, Cafe Tropical, Izakaya Osen, Silverlake Ramen, Dayglow, Claytivity Pottery Studio, Jaguar Bar Speakeasy, and Ceci's Gastronomía



NEARBY RETAIL & AMENITIES

1. Dayglow Coffee - 3206 Sunset Blvd
2. Alfred Coffee - 3337 1/2 Sunset Blvd
3. Heavy Handed Burgers - 3200 Sunset Blvd
4. The Thirsty Crow - 2939 Sunset Blvd
5. Cafe Tropical - 2900 Sunset Blvd
6. Izakaya Osen - 2903 Sunset Blvd
7. Bodega Park - 2852 Sunset Blvd
8. Malaya Coffee Silverlake - 2839 Sunset Blvd
9. A.P.C. - 3517 Sunset Blvd
10. Buck Mason - 3517 Sunset Blvd





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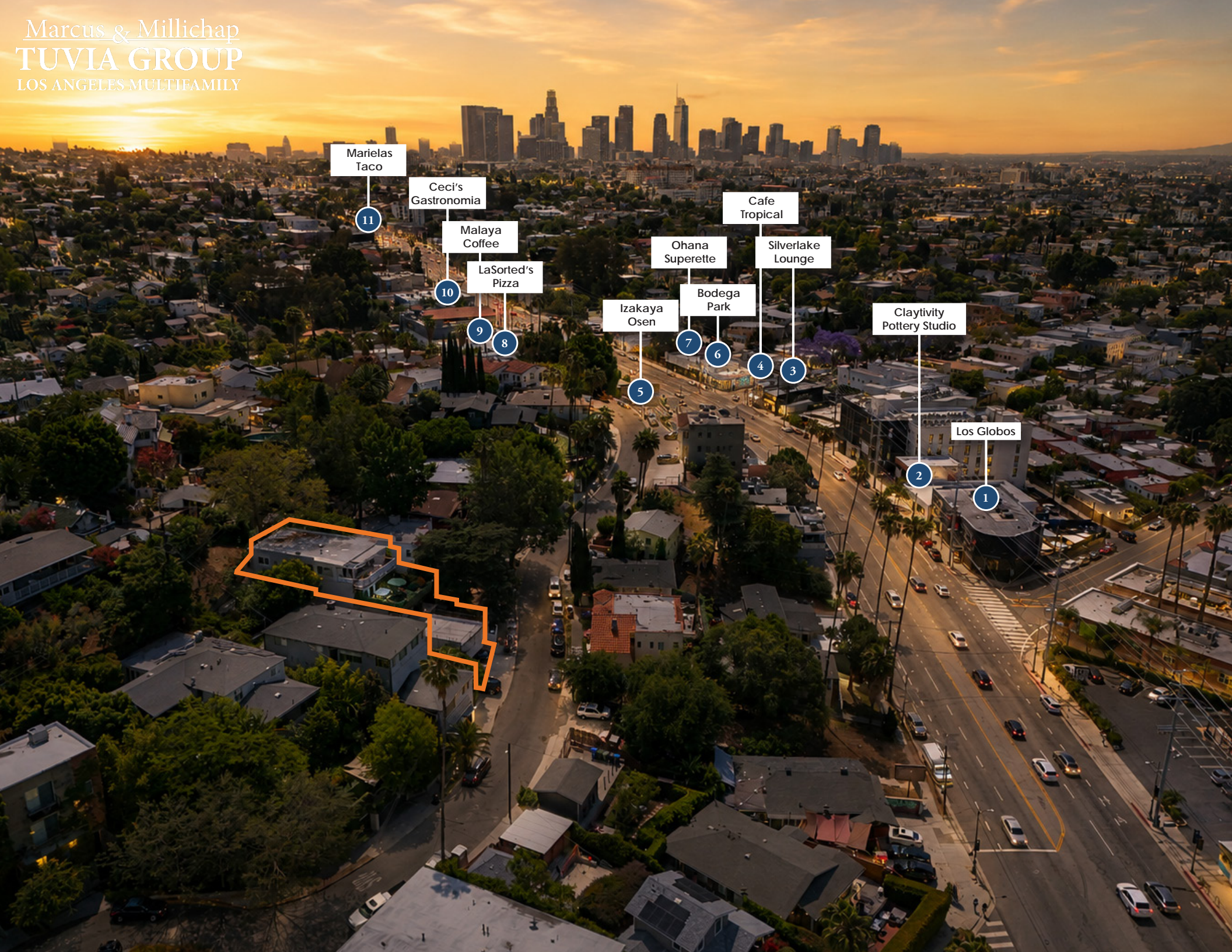


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Unit 2 / Virtually Staged





Marielas Taco
11

Ceci's Gastronomia
10

Malaya Coffee
9

LaSorted's Pizza
8

Izakaya Osen
5

Ohana Superette
7

Bodega Park
6

Cafe Tropical
4

Silverlake Lounge
3

Claytivity Pottery Studio
2

Los Globos
1

RENT ROLL DETAIL

UNIT	UNIT TYPE	COMMENTS	UNIT SF	CURRENT		MARKET	
				RENT	RENT/SF	RENT	RENT/SF
1	One Bed / One Bath	VACANT / RENOVATED		\$2,750		\$2,750	
2	Two Bed / One Bath	VACANT		\$3,650		\$3,650	
3	Two Bed / One Bath			\$1,917		\$3,650	
4	Two Bed / One Bath			\$2,311		\$4,000	
Total			4,043 SF	\$10,628	\$2.63	\$14,050	\$3.48

PRICING DETAIL

SUMMARY		
List Price		\$1,595,000
Down Payment	20%	\$319,000
Number of Units		4
Price Per Unit		\$398,750
Price Per SqFt		\$394.51
Gross SqFt		4,043 SF
Lot Size		5,082 SF
Year Built		1967

RETURNS	CURRENT	MARKET
CAP Rate	5.90%	8.40%
GRM	12.51	9.46

FINANCING		1ST LOAN
Loan Amount	80%	\$1,276,000
Loan Type		New
Interest Rate		6.25%
Amortization		30 Years
Year Due		2031

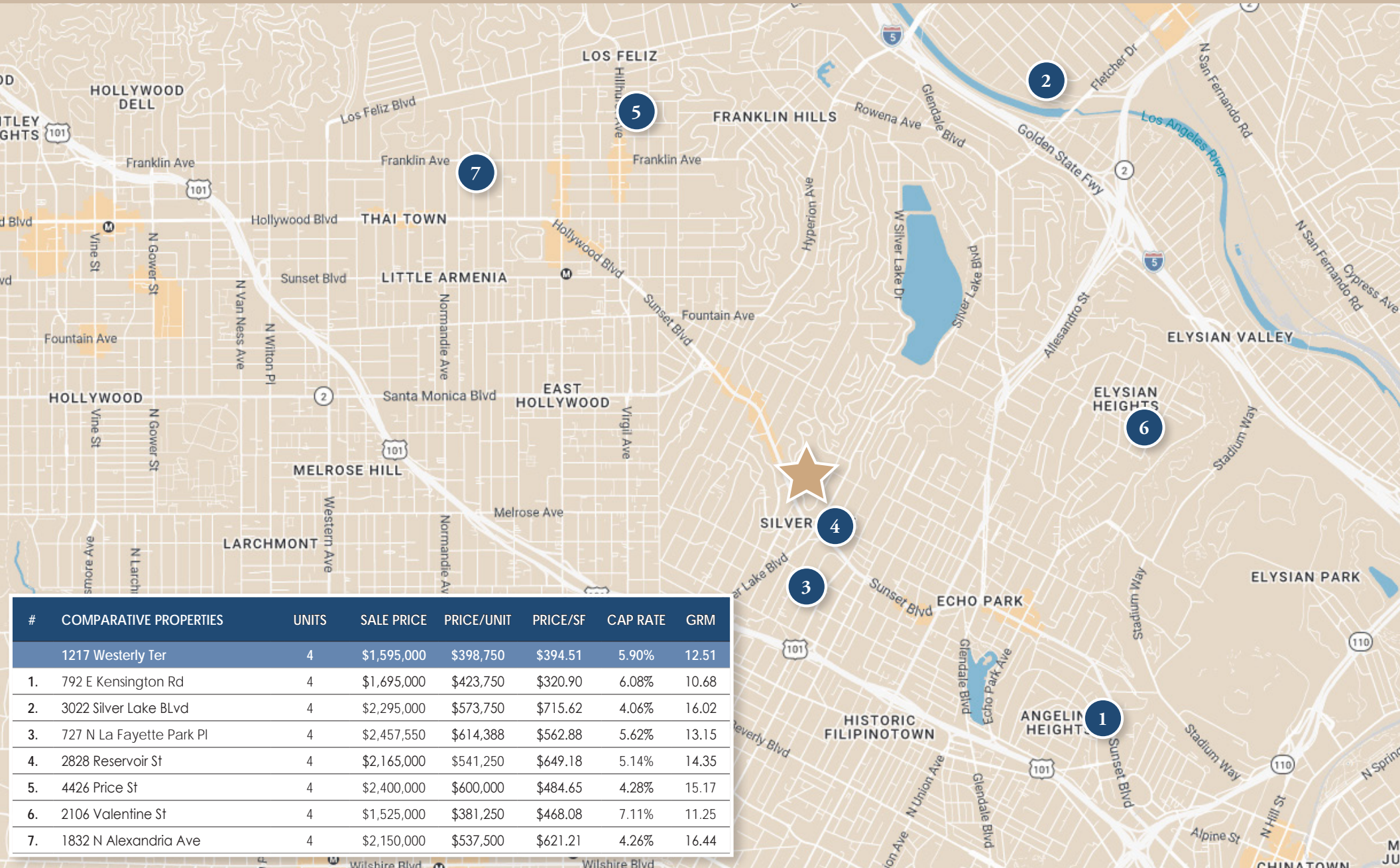
UNITS	UNIT TYPE	CURRENT	MARKET
1	One-Bedroom	\$2,750	\$2,750
3	Two-Bedroom	\$2,576	\$3,767

INCOME	CURRENT	MARKET
Gross Scheduled Rent	\$127,536	\$168,600
Less: Vacancy/Deductions	3.0% \$3,826	3.0% \$5,058
Total Effective Rental Income	\$123,710	\$163,542
Effective Gross Income	\$123,710	\$163,542
Less: Expenses	23.9% \$29,578	18.1% \$29,578
Net Operating Income	\$94,132	\$133,964

EXPENSES	CURRENT	MARKET
Real Estate Taxes	\$19,140	\$19,140
Insurance*	\$3,169	\$3,169
Utilities*	\$2,789	\$2,789
Repairs & Maintenance	\$1,200	\$1,200
General & Administrative	\$1,000	\$1,000
Landscaping*	\$1,200	\$1,200
Pest Control	\$480	\$480
Operating Reserves	\$600	\$600
Total Expenses	\$29,578	\$29,578
Expenses/Unit	\$7,395	\$7,395

* Denotes Actual Expense(s).

SALES COMPARABLES



#	COMPARATIVE PROPERTIES	UNITS	SALE PRICE	PRICE/UNIT	PRICE/SF	CAP RATE	GRM
	1217 Westerly Ter	4	\$1,595,000	\$398,750	\$394.51	5.90%	12.51
1.	792 E Kensington Rd	4	\$1,695,000	\$423,750	\$320.90	6.08%	10.68
2.	3022 Silver Lake Blvd	4	\$2,295,000	\$573,750	\$715.62	4.06%	16.02
3.	727 N La Fayette Park Pl	4	\$2,457,550	\$614,388	\$562.88	5.62%	13.15
4.	2828 Reservoir St	4	\$2,165,000	\$541,250	\$649.18	5.14%	14.35
5.	4426 Price St	4	\$2,400,000	\$600,000	\$484.65	4.28%	15.17
6.	2106 Valentine St	4	\$1,525,000	\$381,250	\$468.08	7.11%	11.25
7.	1832 N Alexandria Ave	4	\$2,150,000	\$537,500	\$621.21	4.26%	16.44

SALES COMPARABLES



1217 WESTERLY TER
LOS ANGELES, CA 90026

PRICING INFORMATION

List Price	\$1,595,000
Number of Units	4
Price/Unit	\$398,750
Price/SF	\$394.51
Cap Rate	5.90%
GRM	12.51
Lot SF	5,082 SF
Year Built	1967

UNIT MIX

1	1 Bed / 1 Bath
3	2 Bed / 1 Bath



792 E KENSINGTON RD
LOS ANGELES, CA 90026

PRICING INFORMATION

Sale Price	\$1,695,000
COE Date	7/31/2025
Number of Units	4
Price/Unit	\$423,750
Price/SF	\$320.90
Cap Rate	6.08%
GRM	10.68
Lot SF	8,626 SF
Year Built	1905

UNIT MIX

4	2 Bed / 1.5 Bath
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3022 SILVER LAKE BLVD
LOS ANGELES, CA 90039

PRICING INFORMATION

Sale Price	\$2,295,000
COE Date	7/23/2025
Number of Units	4
Price/Unit	\$573,750
Price/SF	\$715.62
Cap Rate	4.06%
GRM	16.02
Lot SF	9,561 SF
Year Built	1937

UNIT MIX

4	2 Bed / 1 Bath
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SALES COMPARABLES



3
727 N LA FAYETTE PARK PL
 LOS ANGELES, CA 90026

PRICING INFORMATION

Sale Price	\$2,457,550
COE Date	11/7/2025
Number of Units	4
Price/Unit	\$614,388
Price/SF	\$562.88
Cap Rate	5.62%
GRM	13.15
Lot SF	6,900 SF
Year Built	1908

UNIT MIX

3	2 Bed / 2 Bath
1	3 Bed / 2.5 Bath



4
2828 RESERVOIR ST
 LOS ANGELES, CA 90026

PRICING INFORMATION

Sale Price	\$2,165,000
COE Date	6/25/2025
Number of Units	4
Price/Unit	\$541,250
Price/SF	\$649.18
Cap Rate	5.14%
GRM	14.35
Lot SF	6,442 SF
Year Built	1925

UNIT MIX

1	Studio
2	1 Bed / 1 Bath
1	2 Bed / 1.5 Bath



5
4426 PRICE ST
 LOS ANGELES, CA 90027

PRICING INFORMATION

Sale Price	\$2,400,000
COE Date	9/26/2025
Number of Units	4
Price/Unit	\$600,000
Price/SF	\$484.65
Cap Rate	4.28%
GRM	15.17
Lot SF	6,775 SF
Year Built	1926

UNIT MIX

3	2 Bed / 1 Bath
1	2 Bed / 2 Bath

SALES COMPARABLES



2106 VALENTINE ST
LOS ANGELES, CA 90026

PRICING INFORMATION

Sale Price	\$1,525,000
COE Date	5/9/2025
Number of Units	4
Price/Unit	\$381,250
Price/SF	\$468.08
Cap Rate	7.11%
GRM	11.25
Lot SF	6,838 SF
Year Built	1922

UNIT MIX

1	1 Bed / 1 Bath
3	2 Bed / 1 Bath



1832 N ALEXANDRIA AVE
LOS ANGELES, CA 90027

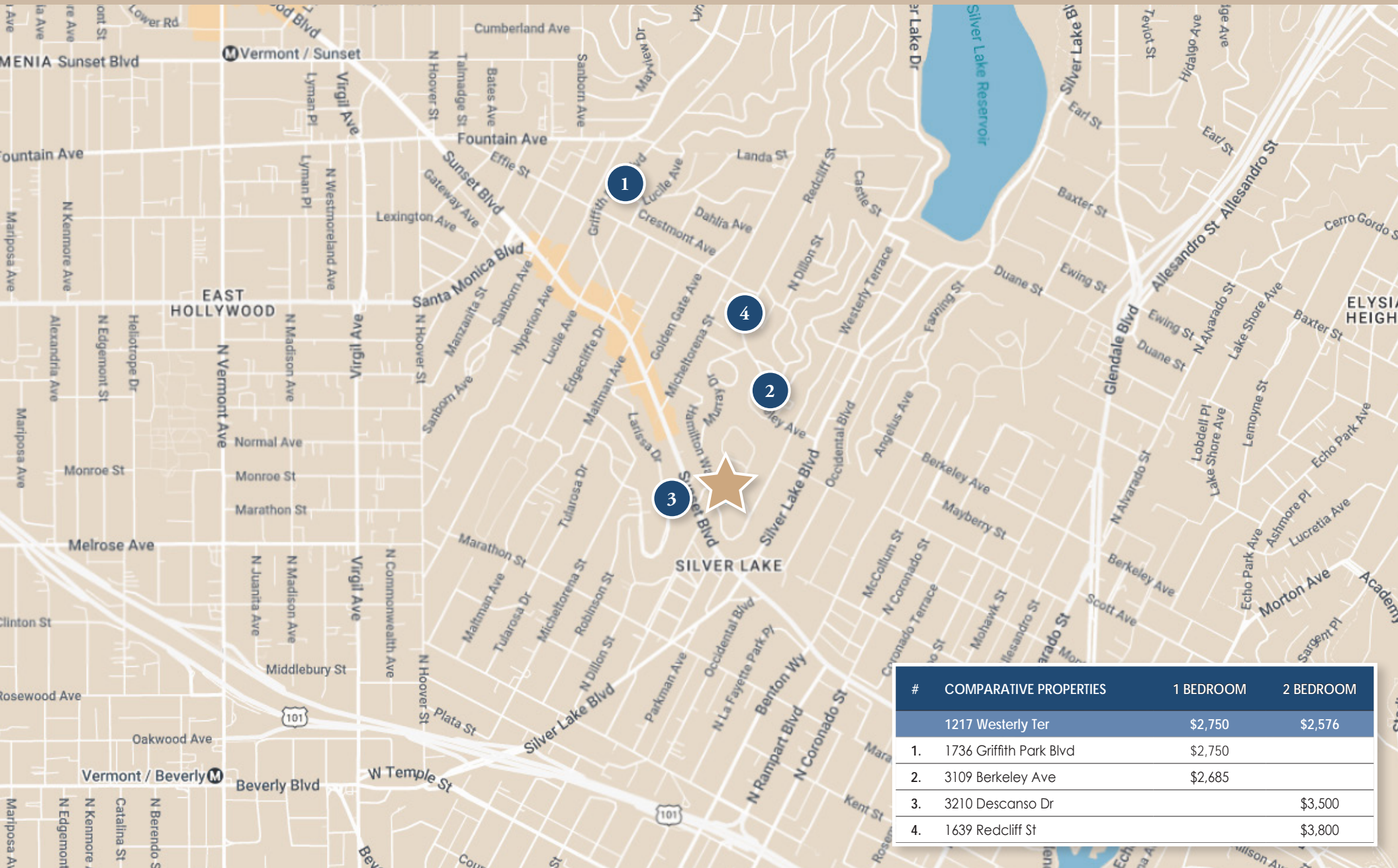
PRICING INFORMATION

Sale Price	\$2,150,000
COE Date	4/6/2026
Number of Units	4
Price/Unit	\$537,500
Price/SF	\$621.21
Cap Rate	4.26%
GRM	16.44
Lot SF	7,309 SF
Year Built	1921

UNIT MIX


2	1 Bed / 1 Bath
1	2 Bed / 1 Bath
1	4 Bed / 2 Bath

RENT COMPARABLES



#	COMPARATIVE PROPERTIES	1 BEDROOM	2 BEDROOM
	1217 Westerly Ter	\$2,750	\$2,576
1.	1736 Griffith Park Blvd	\$2,750	
2.	3109 Berkeley Ave	\$2,685	
3.	3210 Descanso Dr		\$3,500
4.	1639 Redcliff St		\$3,800

RENT COMPARABLES

SUBJECT PROPERTY		1 BEDROOM	2 BEDROOM
	1217 Westerly Ter Los Angeles, CA 90026	\$2,750	\$2,576
#	RENT COMPARABLES	1 BEDROOM	2 BEDROOM
1	 1736 Griffith Park Blvd Los Angeles, CA 90026	\$2,750	
2	 3109 Berkeley Ave Los Angeles, CA 90026	\$2,685	
3	 3210 Descanso Dr Los Angeles, CA 90026		\$3,500
4	 1639 Redcliff St Los Angeles, CA 90026		\$3,800
AVERAGE		\$2,718	\$3,650

SILVER LAKE

The Most Hip and Trendy Neighborhood in Los Angeles

LOCATION HIGHLIGHTS

Silver Lake is a vibrant, trend-forward neighborhood in Los Angeles, known for its eclectic mix of historic homes, modern architecture, and a strong sense of community. The area has a population of approximately 30,014 residents, with a median age of 40 years. Household incomes range anywhere from \$80,000 to \$90,000. These figures suggest a relatively affluent population compared to broader Los Angeles averages.

The neighborhood's real estate market is characterized by a blend of architectural styles, including mid-century modern homes and contemporary infill developments. Recent projects reflect the area's growth and appeal. For instance, the Silva development, a 221-unit Class-A multifamily community, offers luxury amenities and panoramic city views. Additionally, the Riverglen II project, located at 2624 Riverside Drive, is under construction and will add 120 residential units to the area.

Silver Lake's walkability, combined with its cultural attractions and proximity to downtown Los Angeles, makes it a sought-after location for both residents and investors. The neighborhood's dynamic real estate market continues to evolve, balancing preservation with modern development to meet the demands of its diverse community.



Average Household
Income of \$85,435



Strong Rental Housing
Market with Historically
Low Vacancy



Population of 329,773 Within
a Three (3) Mile Radius

Sunset Junction

SILVER LAKE MARKET OVERVIEW

94

WALK SCORE

WALKER'S PARADISE
Daily errands do not require a car

54

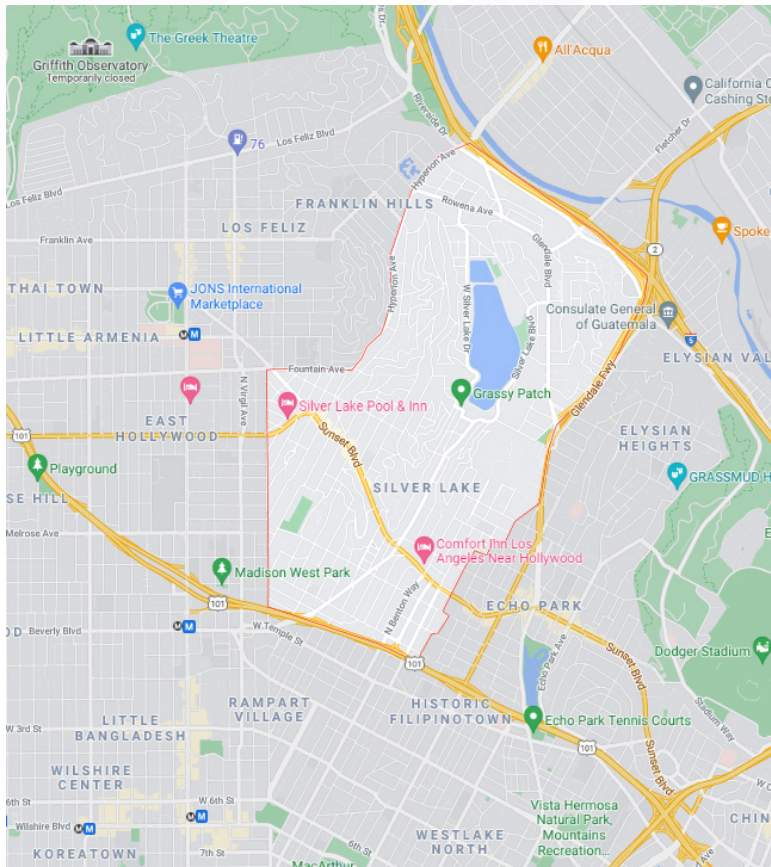
TRANSIT SCORE

GOOD TRANSIT
Many nearby public transportation options

49

BIKE SCORE

BIKEABLE
Some bike infrastructure



Silver Lake is widely recognized as one of Los Angeles's most iconic and culturally vibrant neighborhoods, offering a unique combination of urban energy, creative spirit, and residential charm. Centrally located just northeast of Downtown LA and bordered by Echo Park, Los Feliz, and Hollywood, Silver Lake provides easy access to major employment centers, freeways, and surrounding neighborhoods while maintaining a distinct identity. The area is celebrated for its eclectic architecture, including mid-century modern homes, historic Spanish and Tudor-style residences, and newer infill developments, creating a diverse and visually engaging streetscape. Its real estate market remains strong, attracting both investors and owner-occupants seeking a blend of character and modern convenience. Recent developments, such as the Silva luxury 221-unit multifamily complex and the Riverglen II 120-unit residential project on Riverside Drive, reflect ongoing investment and confidence in the submarket, while efforts to preserve the neighborhood's unique architectural character continue to appeal to buyers and renters alike.

Silver Lake offers a wealth of amenities that contribute to its popularity. The neighborhood is home to Silver Lake Reservoir, which features jogging and walking paths, green space, and community events, fostering a healthy, active lifestyle. Residents also enjoy a vibrant dining and nightlife scene, including cafes, restaurants, bars, and boutique shopping along Sunset Boulevard, Sunset Junction, and the surrounding corridors.

Arts and culture thrive in Silver Lake, with independent galleries, music venues, and public art installations complementing a calendar of annual neighborhood events. The area's walkability, coupled with a Transit Score in the "Good" range, makes commuting manageable, while its creative community and scenic views add to its urban appeal.

With a mix of historic charm, central location, lifestyle amenities, and a prime real estate market experiencing both renovation and new development, Silver Lake remains one of Los Angeles's most desirable submarkets for homeowners, renters, and investors seeking a balance of culture, convenience, and growth potential.

MARKET OVERVIEW

2026 Multifamily Inventory Growth: Easing In Most Metros – Still Elevated In Sunbelt



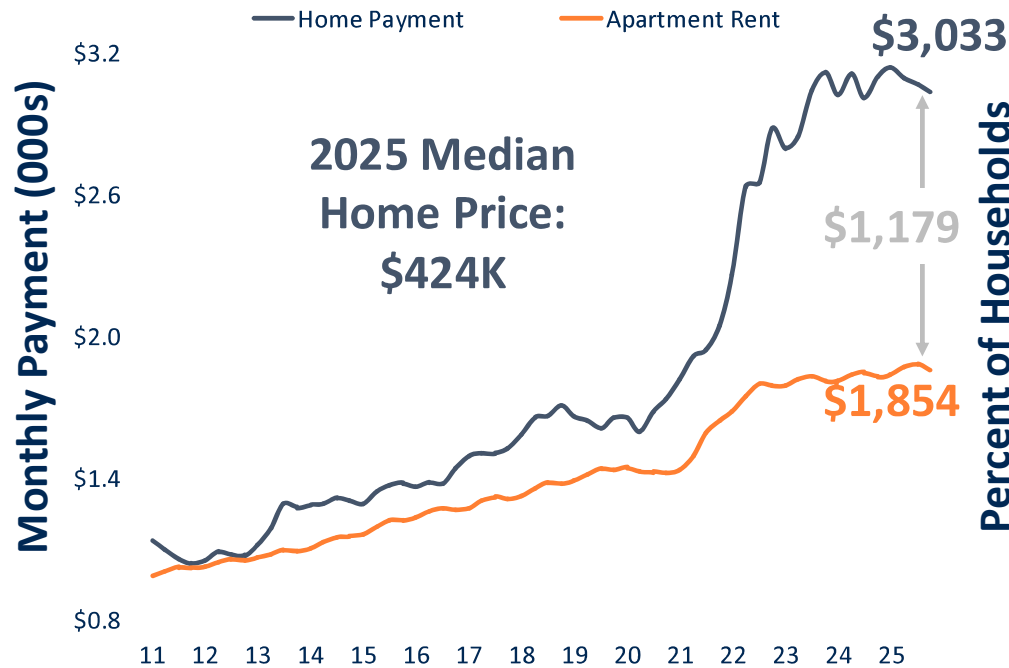
Bubble size correlated to total inventory amount
Sources: Marcus & Millichap Research Services, RealPage, Inc.

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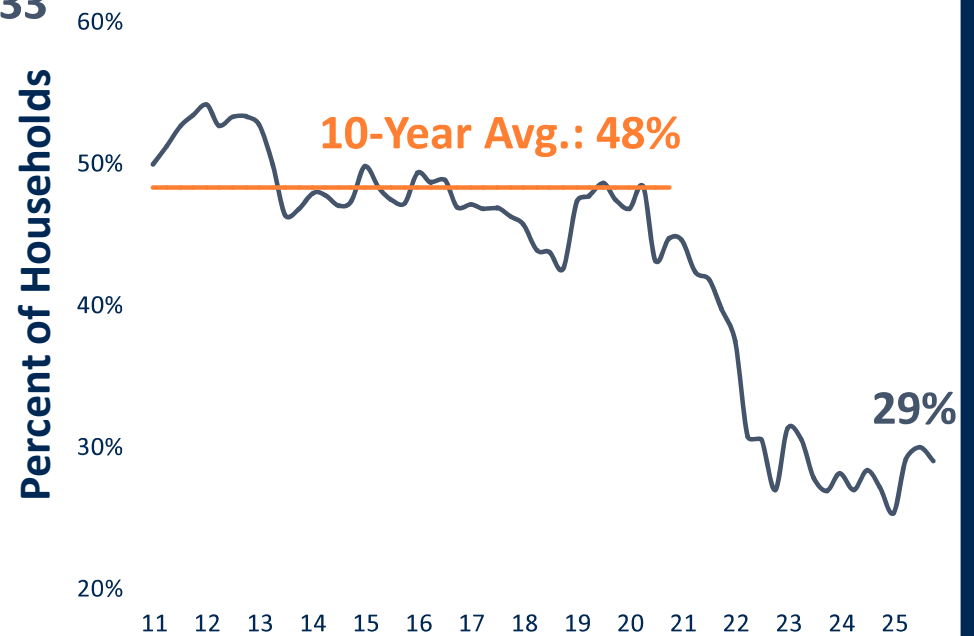
MARKET OVERVIEW

Housing Affordability Gap Remains Wide; Loan Qualification A Significant Homebuyer Barrier

Affordability Gap Between Monthly Home Payment and Apartment Rent



Share of Households That Qualify For Loan on Median-Priced Home

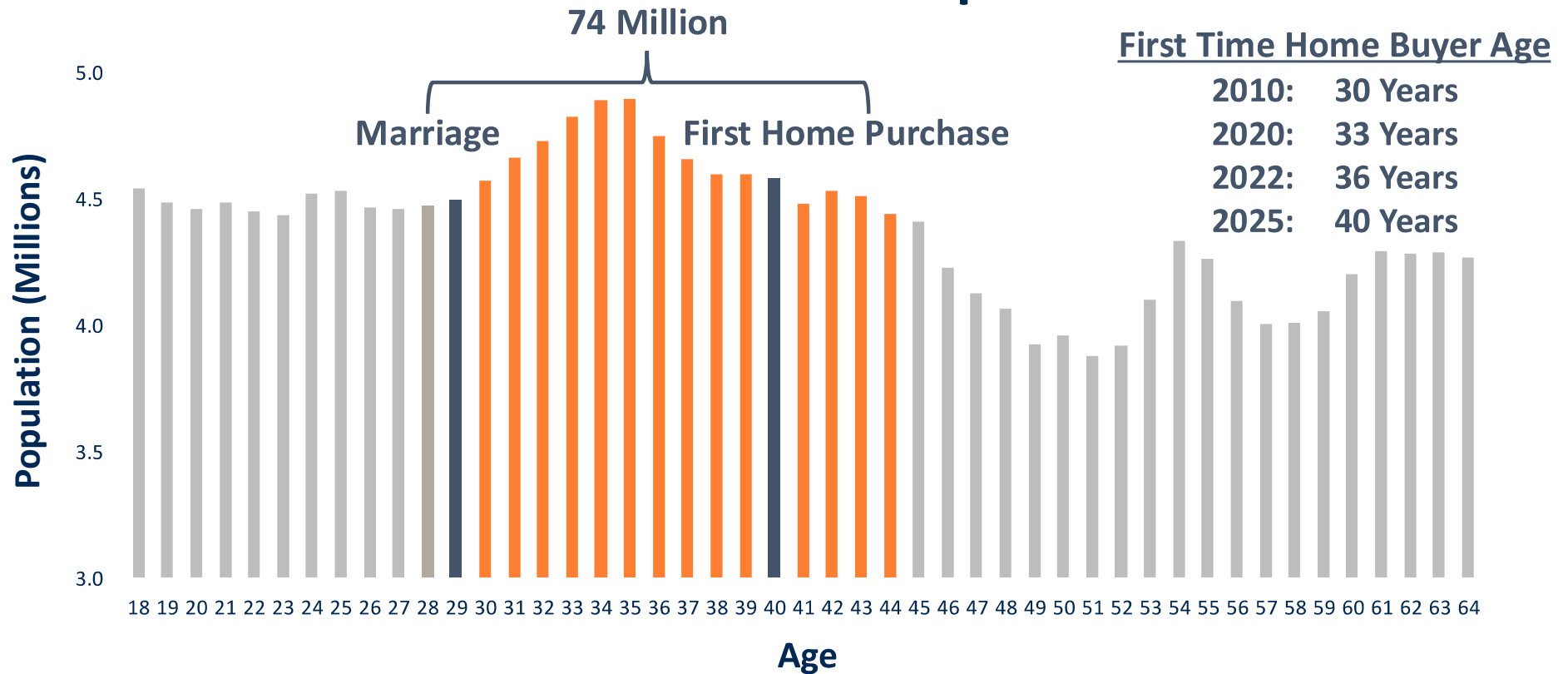


Mortgage payments based on median home price for a 30-year fixed rate mortgage, 90% LTV, taxes, insurance, and PMI; 27% mortgage payment coverage ratio
Sources: Marcus & Millichap Research Services, RealPage, Inc., Freddie Mac, National Association of Realtors, U.S. Census Bureau

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MARKET OVERVIEW

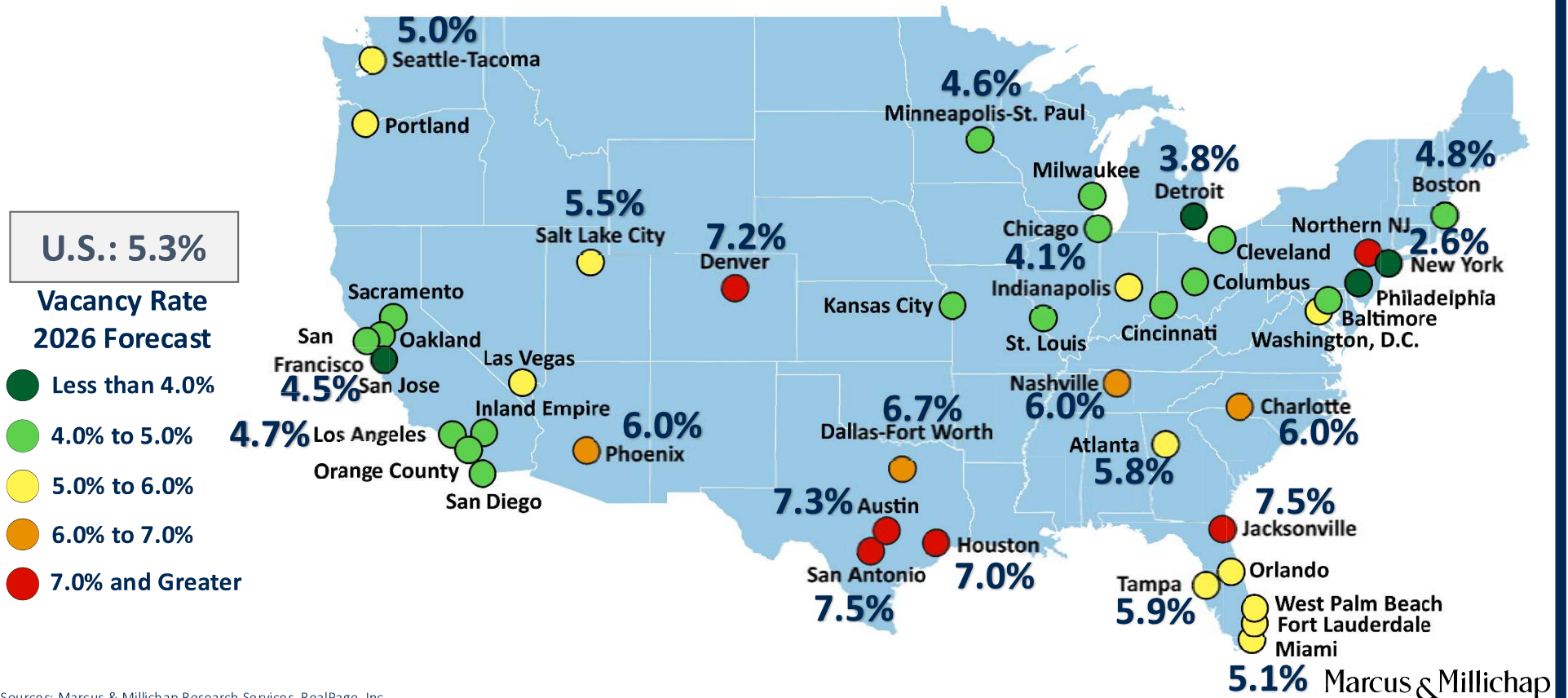
Demographics Are Shaping Multifamily Needs; Millennial Generation Drives Apartment Demand



Age of marriage as of 2024; first home purchase as of 2025
 Population by single year of age estimated for 2025 year-end
 Sources: Marcus & Millichap Research Services, U.S. Census Bureau, National Association of Realtors

MARKET OVERVIEW

Multifamily Vacancy Rate 2026 Forecast



Sources: Marcus & Millichap Research Services, RealPage, Inc.

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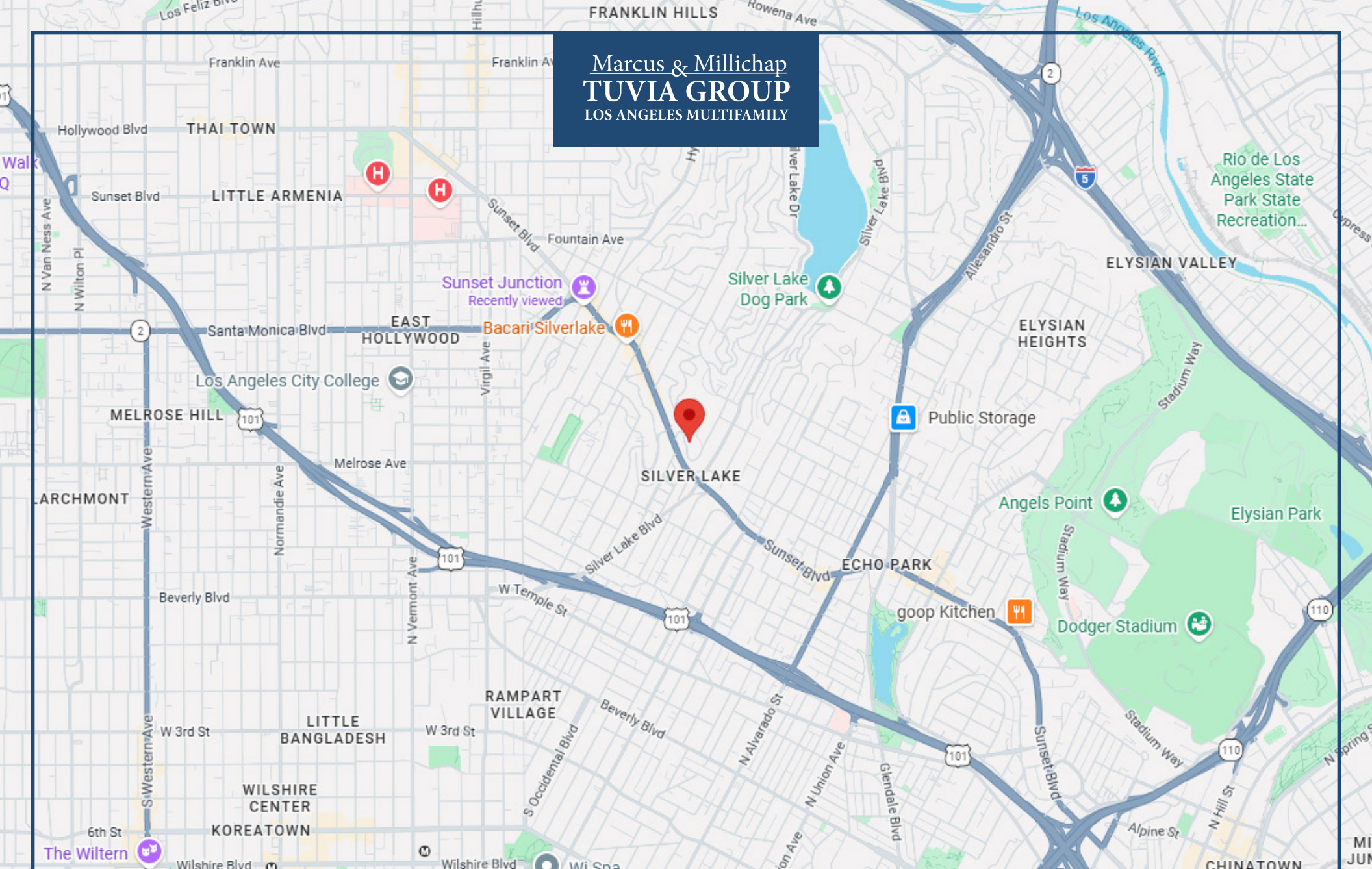
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