Marcus & Millichap
TUVIA GROUP
LOS ANGELES MULTIFAMILY



3888 POTOMAC AVE

LOS ANGELES, CA 90008

GOOD BALDWIN VILLAGE LOCATION • ELEVEN (11) UNITS - TWO (2) DELIVERED VACANT • FIRST TIME ON THE MARKET IN 48 YEARS

±15% RENTAL UPSIDE POTENTIAL •GATED ON-SITE TUCK-UNDER PARKING & LAUNDRY FACILITY • POTENTIAL ADU CONVERSION OPPORTUNITY

3888 Potomac Ave

MARKETING PACKAGE

TABLE OF CONTENTS

01 PROPERTY DESCRIPTION

02 FINANCIAL ANALYSIS

03 MARKET COMPARABLES

04 MARKET OVERVIEW

EXCLUSIVELY LISTED BY



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EXECUTIVE SUMMARY

3888 POTOMAC AVE

APN: 5030-014-023

OFFERING PRICE

$1,900,000

CAP RATE

7.84%

GRM

8.50

PRICE PER UNIT

$172,727

PRICE PER SF

$196.10

VITAL DATA

Units	11
Gross Square Feet	9,689 SF
Lot Size	8,963 SF
Occupancy	82%
Year Built	1956
Zoning	LAR3

UNIT MIX

1	Studio / 1 Bathroom
6	1 Bedroom / 1 Bathroom
4	2 Bedroom / 1 Bathroom

INVESTMENT OVERVIEW

Marcus and Millichap is pleased to present an eleven (11) unit apartment building located at 3888 Potomac Ave in Los Angeles, California. The subject property is located in a good Baldwin Village location, just south of Martin Luther King Jr Blvd and west of Crenshaw Blvd.

Baldwin Village is an established multifamily neighborhood in Los Angeles, positioned near Baldwin Hills, Leimert Park, and the Crenshaw corridor. The area offers access to shopping and dining at Baldwin Hills Crenshaw Plaza, along with outdoor recreation at nearby Kenneth Hahn State Recreation Area and Jim Gilliam Park. Metro's K Line provides transit access through the Martin Luther King Jr. station, with connections to the E Line at Expo/Crenshaw. Nearby La Brea Avenue and Interstate 10 connect residents with surrounding employment and entertainment destinations. For multifamily investors, the neighborhood offers an urban residential setting combining apartment communities, neighborhood amenities, regional transportation access, and proximity to Culver City and West Adams in the surrounding Los Angeles area.

Located in Baldwin Village, this eleven-unit multifamily property features one studio, six one-bedroom and four two-bedroom residences, with two units delivered vacant. Offered for the first time in 48 years, the asset presents approximately 15% rental upside and potential to convert tuck-under parking into ADUs while doing the seismic retrofit. Select units feature hardwood and tile flooring, updated kitchens, and renovated bathrooms. Amenities include gated tuck-under parking and on-site laundry. Positioned near Crenshaw Boulevard, La Brea Avenue, and Interstate 10, the property offers access to Metro's E and K Lines, Baldwin Hills Crenshaw Plaza, neighborhood dining, and everyday conveniences. Nearby Jim Gilliam Recreation Center and Kenneth Hahn Park provide additional outdoor recreation opportunities for residents throughout the area.

Offered for the first time in 48 years, this Baldwin Village asset combines two vacant units, approximately 15% rental upside, and potential ADU conversion opportunities, presenting multiple avenues to enhance income and long-term value.



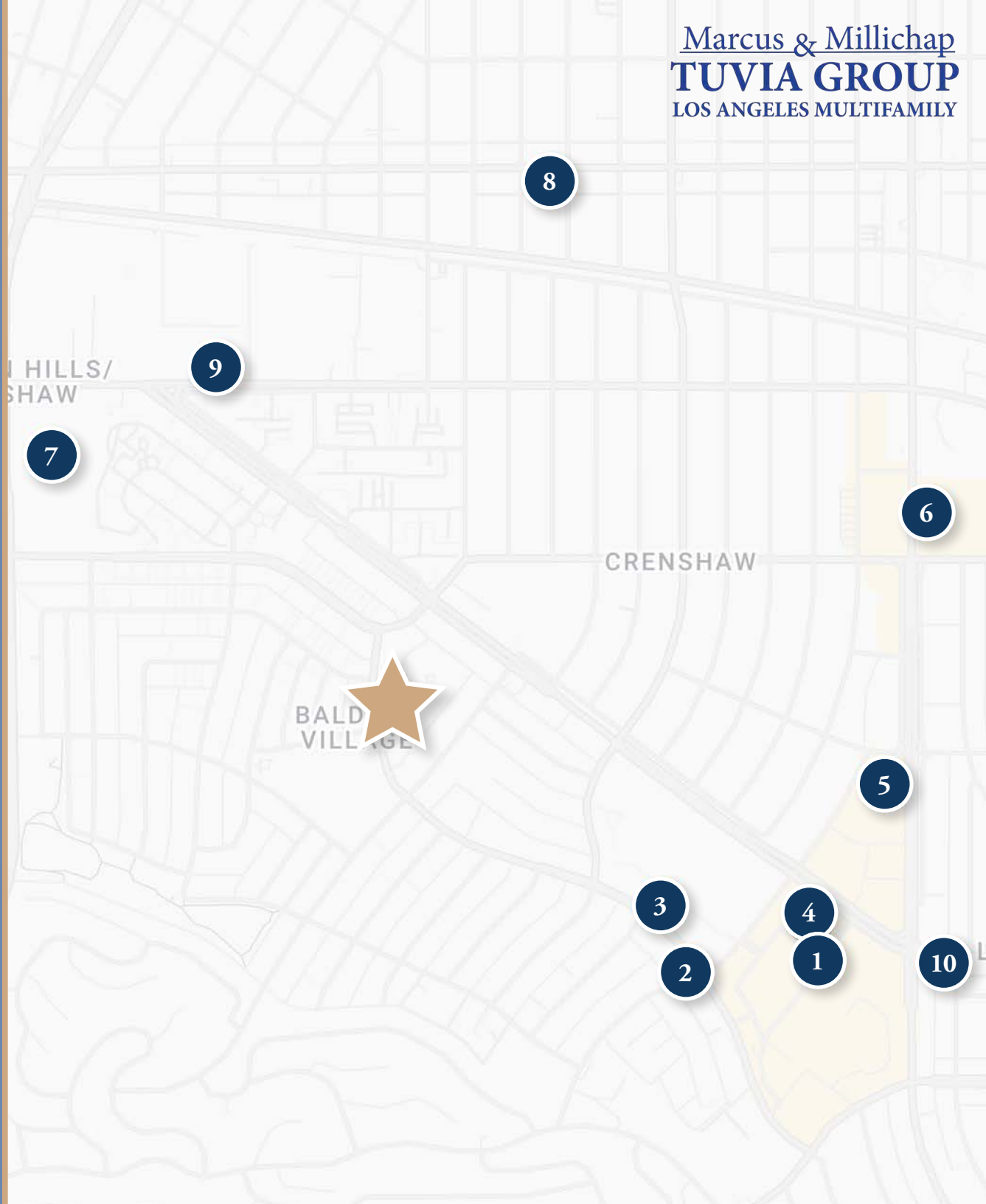
INVESTMENT HIGHLIGHTS

- Solid Baldwin Village Location
- Good Unit Mix - One (1) Studio, Six (6) One-Bedroom and Four (4) Two-Bedroom Units
- Select Units Feature a Mix of Hardwood and Tile Flooring and Updated Kitchen and Bathroom, Providing Modern Finishes
- Solid Rental Upside Potential (+15%)
- Two (2) Units Delivered Vacant
- Gated On-Site Tuck-Under Parking Available (Retrofit Needed)
- Excellent Opportunity to Convert Tuck-Under Parking Spaces into Multiple ADUs (Cost of Soft-Story Retrofit to be Reduced by Building ADUs at the Same Time)
- On-Site Laundry Facility
- First Time on the Market in 48 Years
- Dominant Access to Commercial Corridors - Martin Luther King Jr Blvd, Crenshaw Blvd, La Brea Ave, and Obama Blvd
- Conveniently Located Near Metro K & E Line Subway Station (Expo/ Crenshaw), Offering Quick Access to Various Parts of LA
- Easy Access to 10 Freeway
- Near Jim Gilliam Recreation Center and Kenneth Hahn Park for Outdoor Activities
- Blocks Away from Baldwin Hills Crenshaw Shopping Mall - Easy Access to Cinemark Baldwin Hills, TJ Maxx, Shiekh, Pro Image Sports, Shoe City, Bath & Body Works, and More
- Nearby Amenities such as Albertsons, Chipotle Mexican Grill, Kaiser Permanente Baldwin Hills, Ralphs, Walgreens, CJ's Cafe, Dollar Tree, Burlington, Superior Grocers, New Panda Buffet, and Club Pilates



NEARBY RETAIL & AMENITIES

1. Baldwin Hills Crenshaw Mall - 3650 W MLK Jr Blvd
2. Crenshaw Family YMCA - 3820 Santa Rosalia Dr
3. Kaiser Permanente Baldwin Hills - 3782 MLK Jr Blvd
4. Cinemark Baldwin Hills - 4020 Marlton Ave
5. Albertsons - 3901 S Crenshaw Blvd
6. Starbucks Coffee Company - 3722 S Crenshaw Blvd
7. Ralphs - 5080 Obama Blvd
8. Highly Likely - 4310 W Jefferson Blvd
9. Rancho Cienega Recreation Center - 5001 Obama Blvd
10. Strategy and Soul Bookstore - 3542 MLK Jr Blvd



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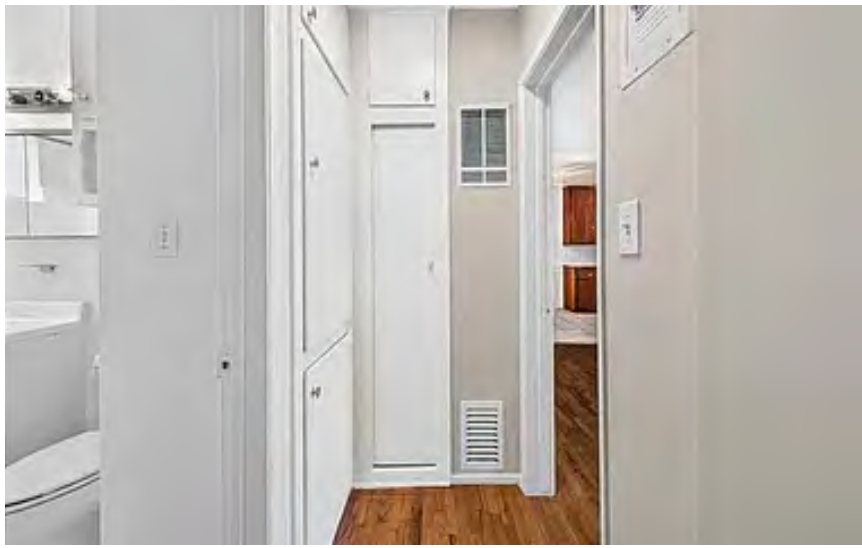


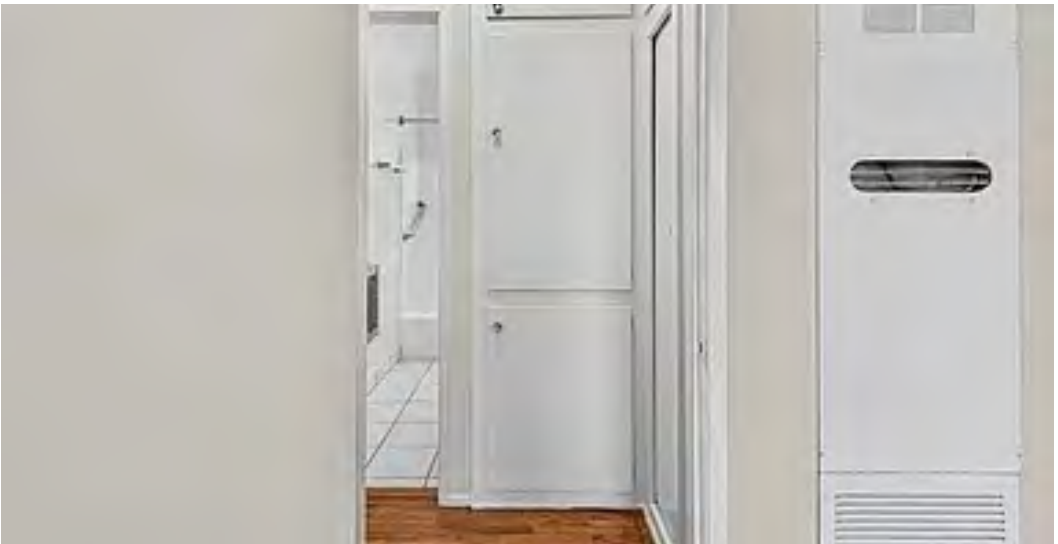














Unit 3













Unit 10



RENT ROLL DETAIL

				CURRENT		MARKET	
UNIT	UNIT TYPE	COMMENTS	UNIT SF	RENT	RENT/SF	RENT	RENT/SF
1	Two Bed / One Bath			$2,295		$2,350	
2	One Bed / One Bath			$844		$1,850	
3	One Bed / One Bath	VACANT		$1,850		$1,850	
4	Two Bed / One Bath			$1,895		$2,350	
5	Studio / One Bath			$1,495		$1,550	
6	Two Bed / One Bath			$1,313		$2,350	
7	One Bed / One Bath			$1,695		$1,850	
8	One Bed / One Bath			$1,540		$1,850	
9	One Bed / One Bath			$1,746		$1,850	
10	One Bed / One Bath	VACANT		$1,850		$1,850	
11	Two Bed / One Bath			$2,095		$2,350	
Total			**9,689 SF**	**$18,617**	**$1.92**	**$22,050**	**$2.28**

PRICING DETAIL

SUMMARY		
List Price		$1,900,000
Down Payment	25%	$475,000
Number of Units		11
Price Per Unit		$172,727
Price Per SqFt		$196.10
Gross SqFt		9,689 SF
Lot Size		8,963 SF
Year Built		1956

RETURNS	CURRENT	MARKET
CAP Rate	7.84%	9.86%
GRM	8.50	7.18
Cash-on-Cash	7.64%	15.71%
Debt Coverage Ratio	1.32	1.66

FINANCING		1ST LOAN
Loan Amount	75%	$1,425,000
Loan Type		New
Interest Rate		6.90%
Amortization		30 Years
Year Due		2031

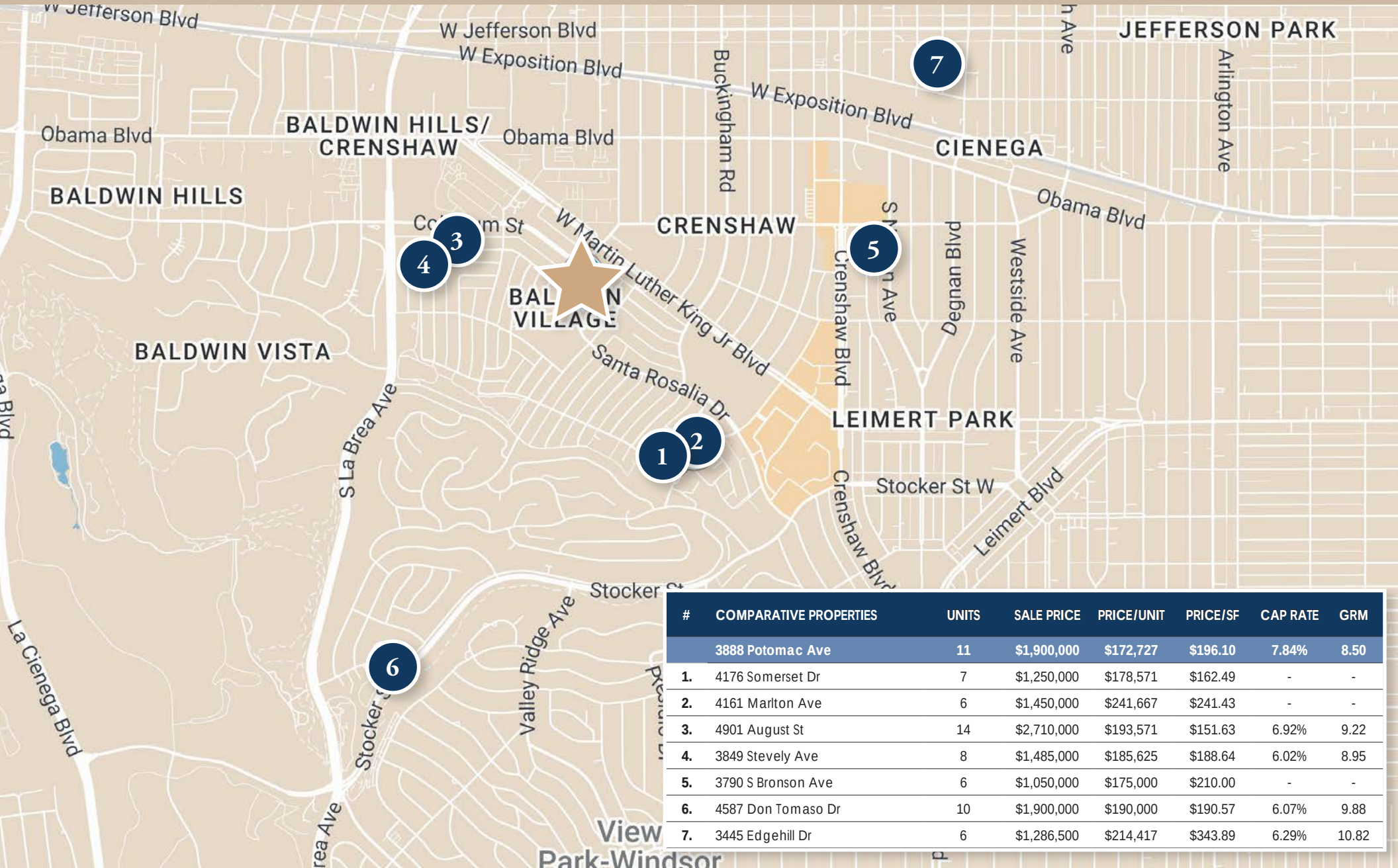
UNITS	UNIT TYPE	CURRENT	MARKET
1	Studio	$1,495	$1,550
6	One-Bedroom	$1,574	$1,850
4	Two-Bedroom	$1,899	$2,350

INCOME	CURRENT		MARKET	
Gross Scheduled Rent		**$223,407**		**$264,600**
Less: Vacancy/Deductions	3.0%	$6,702	3.0%	$7,938
Total Effective Rental Income		$216,705		$256,662
Other Income: Garage/Parking		$762		$762
Effective Gross Income		$217,467		$257,424
Less: Expenses	31.5%	$68,568	27.3%	$70,166
Net Operating Income		**$148,899**		**$187,258**
Cash Flow		$148,899		$187,258
Debt Service		$112,621		$112,621
Net Cash Flow After Debt Service	7.64%	$36,279	15.71%	$74,637
Principal Reductions		$14,757		$15,808
Total Return	**10.74%**	**$51,035**	**19.04%**	**$90,445**

EXPENSES	CURRENT	MARKET
Real Estate Taxes	$22,800	$22,800
Insurance	$12,111	$12,111
Utilities*	$10,983	$10,983
Repairs & Maintenance	$4,950	$4,950
General & Administrative	$3,850	$3,850
Trash Removal*	$573	$573
Landscaping*	$1,200	$1,200
Pest Control*	$1,752	$1,752
Operating Reserves	$1,650	$1,650
Management Fee	$8,699	$10,297
Total Expenses	**$68,568**	**$70,166**
Expenses/Unit	$6,233	$6,379

*Denotes Actual Expense(s).

SALES COMPARABLES



#	COMPARATIVE PROPERTIES	UNITS	SALE PRICE	PRICE/UNIT	PRICE/SF	CAP RATE	GRM
	3888 Potomac Ave	**11**	**$1,900,000**	**$172,727**	**$196.10**	**7.84%**	**8.50**
1.	4176 Somerset Dr	7	$1,250,000	$178,571	$162.49	-	-
2.	4161 Marlton Ave	6	$1,450,000	$241,667	$241.43	-	-
3.	4901 August St	14	$2,710,000	$193,571	$151.63	6.92%	9.22
4.	3849 Stevely Ave	8	$1,485,000	$185,625	$188.64	6.02%	8.95
5.	3790 S Bronson Ave	6	$1,050,000	$175,000	$210.00	-	-
6.	4587 Don Tomaso Dr	10	$1,900,000	$190,000	$190.57	6.07%	9.88
7.	3445 Edgehill Dr	6	$1,286,500	$214,417	$343.89	6.29%	10.82

SALES COMPARABLES



3888 POTOMAC AVE
LOS ANGELES, CA 90008

PRICING INFORMATION	
List Price	$1,900,000
Number of Units	11
Price/Unit	$172,727
Price/SF	$196.10
Cap Rate	7.84%
GRM	8.50
Lot SF	8,963 SF
Year Built	1956

UNIT MIX	
1	Studio / 1 Bath
6	1 Bed / 1 Bath
4	2 Bed / 1 Bath



4176 SOMERSET DR
LOS ANGELES, CA 90008

PRICING INFORMATION	
Sale Price	$1,250,000
COE Date	9/3/2026
Number of Units	7
Price/Unit	$178,571
Price/SF	$162.49
Cap Rate	-
GRM	-
Lot SF	8,846 SF
Year Built	1952

UNIT MIX	
4	1 Bed / 1 Bath
3	2 Bed / 1 Bath



4161 MARLTON AVE
LOS ANGELES, CA 90008

PRICING INFORMATION	
Sale Price	$1,450,000
COE Date	7/21/2026
Number of Units	6
Price/Unit	$241,667
Price/SF	$241.43
Cap Rate	-
GRM	-
Lot SF	7,841 SF
Year Built	1950

UNIT MIX	
6	1 Bed / 1 Bath

SALES COMPARABLES



4901 AUGUST ST
LOS ANGELES, CA 90008

PRICING INFORMATION	
Sale Price	$2,710,000
COE Date	4/15/2026
Number of Units	14
Price/Unit	$193,571
Price/SF	$151.63
Cap Rate	6.92%
GRM	9.22
Lot SF	16,363 SF
Year Built	1959

UNIT MIX	
6	2 Bed / 2 Bath
8	3 Bed / 2 Bath



3849 STEVELY AVE
LOS ANGELES, CA 90008

PRICING INFORMATION	
Sale Price	$1,485,000
COE Date	4/7/2026
Number of Units	8
Price/Unit	$185,625
Price/SF	$188.64
Cap Rate	6.02%
GRM	8.95
Lot SF	8,276 SF
Year Built	1957

UNIT MIX	
3	1 Bed / 1 Bath
4	2 Bed / 1.5 Bath
1	3 Bed / 2 Bath



3790 S BRONSON AVE
LOS ANGELES, CA 90008

PRICING INFORMATION	
Sale Price	$1,050,000
COE Date	3/31/2026
Number of Units	6
Price/Unit	$175,000
Price/SF	$210.00
Cap Rate	-
GRM	-
Lot SF	9,154 SF
Year Built	1960

UNIT MIX	
5	1 Bed / 1 Bath
1	3 Bed / 2 Bath

SALES COMPARABLES

6



4587 DON TOMASO DR

LOS ANGELES, CA 90008

PRICING INFORMATION	
Sale Price	$1,900,000
COE Date	2/27/2026
Number of Units	10
Price/Unit	$190,000
Price/SF	$190.57
Cap Rate	6.07%
GRM	9.88
Lot SF	8,712 SF
Year Built	1957

UNIT MIX	
4	1 Bed / 1 Bath
2	2 Bed / 1 Bath
4	2 Bed / 1.5 Bath

7



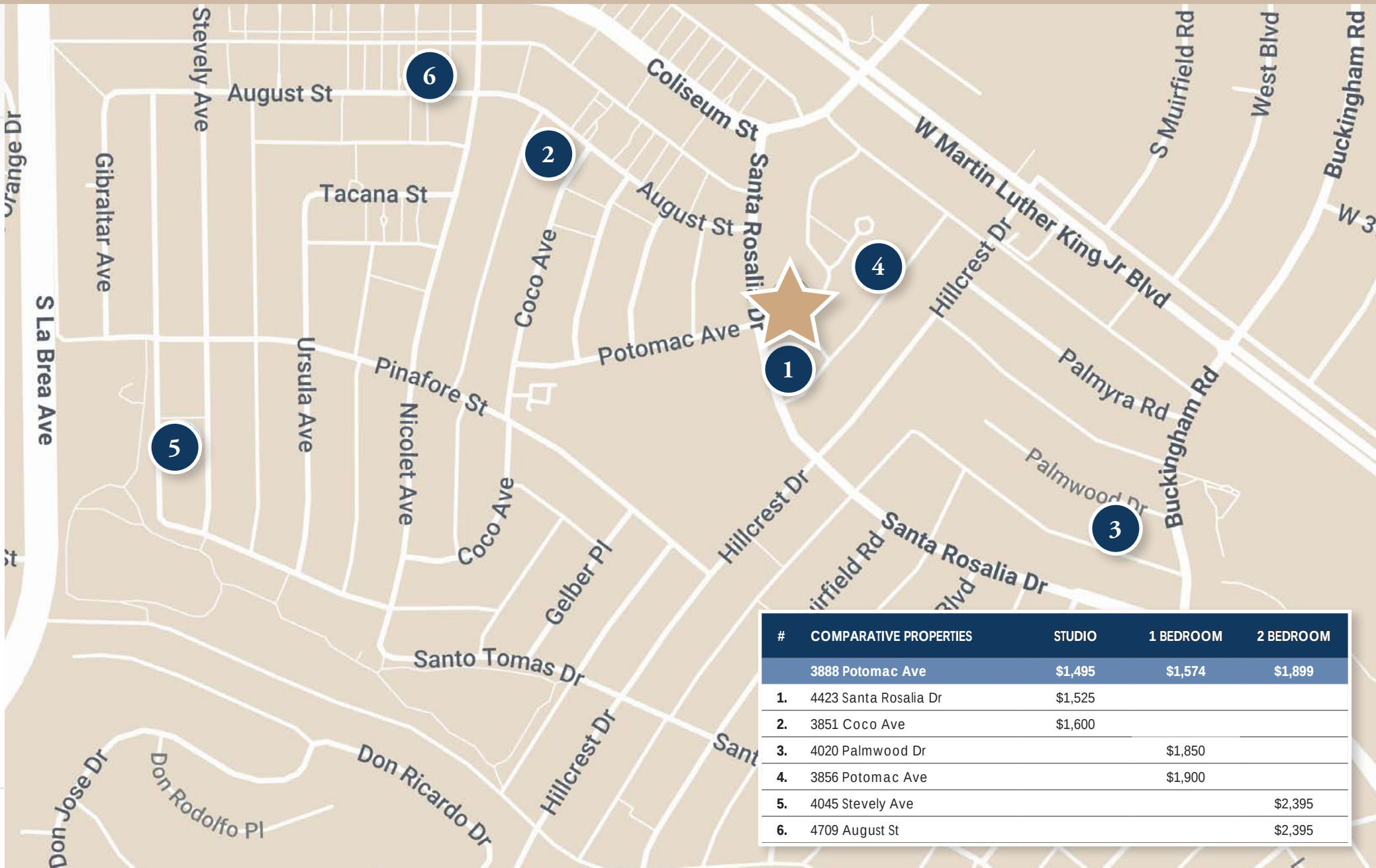
3445 EDGEHILL DR

LOS ANGELES, CA 90018

PRICING INFORMATION	
Sale Price	$1,286,500
COE Date	2/24/2026
Number of Units	6
Price/Unit	$214,417
Price/SF	$343.89
Cap Rate	6.29%
GRM	10.82
Lot SF	6,098 SF
Year Built	1963

UNIT MIX	
1	Studio / 1 Bath
3	1 Bed / 1 Bath
2	2 Bed / 1 Bath

RENT COMPARABLES



#	COMPARATIVE PROPERTIES	STUDIO	1 BEDROOM	2 BEDROOM
	3888 Potomac Ave	**$1,495**	**$1,574**	**$1,899**
1.	4423 Santa Rosalia Dr	$1,525		
2.	3851 Coco Ave	$1,600		
3.	4020 Palmwood Dr		$1,850	
4.	3856 Potomac Ave		$1,900	
5.	4045 Stevely Ave			$2,395
6.	4709 August St			$2,395

RENT COMPARABLES

		SUBJECT PROPERTY	STUDIO	1 BEDROOM	2 BEDROOM
		3888 Potomac Ave Los Angeles, CA 90008	$1,495	$1,574	$1,899
#		RENT COMPARABLES			
1		4423 Santa Rosalia Dr Los Angeles, CA 90008	$1,525		
2		3851 Coco Ave Los Angeles, CA 90008	$1,600		
3		4020 Palmwood Dr Los Angeles, CA 90008		$1,850	
4		3856 Potomac Ave Los Angeles, CA 90008		$1,900	
5		4045 Stevely Ave Los Angeles, CA 90008			$2,395
6		4709 August St Los Angeles, CA 90008			$2,395
		AVERAGE	$1,563	$1,875	$2,395

BALDWIN VILLAGE

The Affordable Westside Community

LOCATION HIGHLIGHTS

Baldwin Village is currently a hotspot for developers. The ongoing construction of the $2 billion Crenshaw Line holds immense potential for the neighborhood's gentrification. As this urban mass transit project progresses, it is poised to drive long-term investment in properties along its route, fostering economic growth and revitalization.

Exciting developments are underway in the vicinity, including Crenshaw Crossing, strategically located at the corner of Crenshaw Blvd and W Exposition Blvd. This project, a collaboration between Watt Companies, West Angeles Community Development Corp., and Richman Group, features two eight-story buildings with 401 residential units, retail space, parking, and pedestrian amenities.

Other notable projects include 3600 Stocker St, a five-story mixed-use development with 69 apartments and ground-floor commercial space, currently under construction. Additionally, 4242 Crenshaw Blvd is set to become a 124-unit mixed-use project, expected to break ground in 2024 and complement the ongoing redevelopment of Baldwin Hills Crenshaw Plaza.



Baldwin Hills Crenshaw Plaza

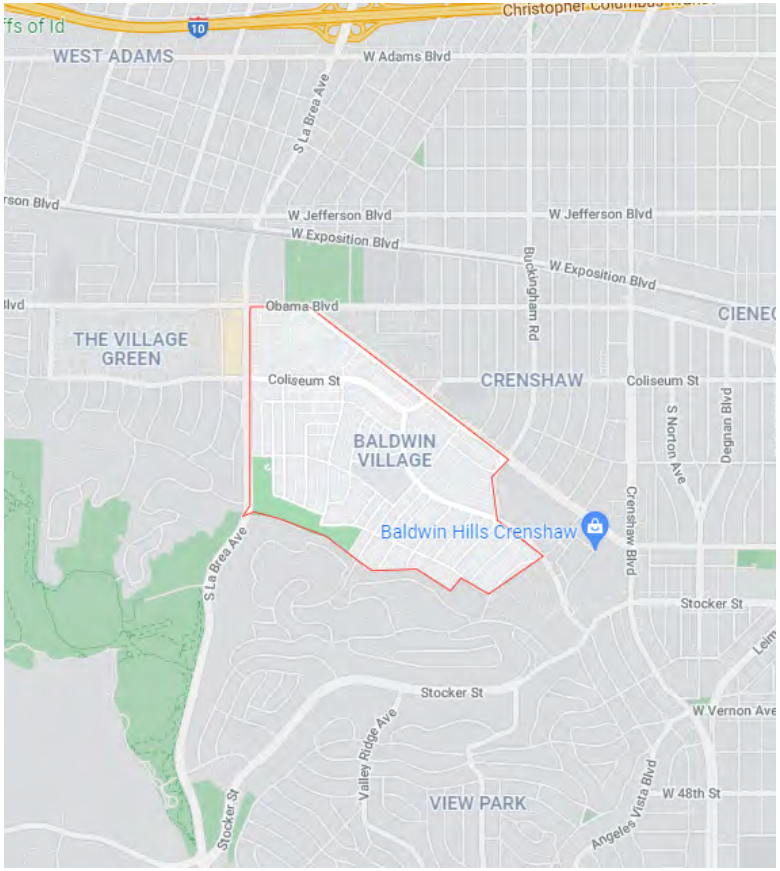
Average Household Income of $96,003

Strong Re-Development and Gentrification Trends Across All Sectors

Population of 338,849 Within a Three (3) Mile Radius

BALDWIN VILLAGE OVERVIEW

55	56	56
WALK SCORE	TRANSIT SCORE	BIKE SCORE
SOMEWHAT WALKABLE Some errands can be accomplished on foot.	GOOD TRANSIT Many nearby public transportation options	BIKEABLE Flat as a pancake, good bike lanes



Located between Santa Monica and Downtown Los Angeles, Baldwin Village is known for its rich cultural diversity and rapid gentrification. Baldwin Village is a largely residential neighborhood of single-story houses, bungalows, low-rise condominiums, and apartments. Surrounded by up-and-coming markets such as Crenshaw, Inglewood, Baldwin Hills, and Ladera Heights, this market is poised for continued growth and appreciating rents.

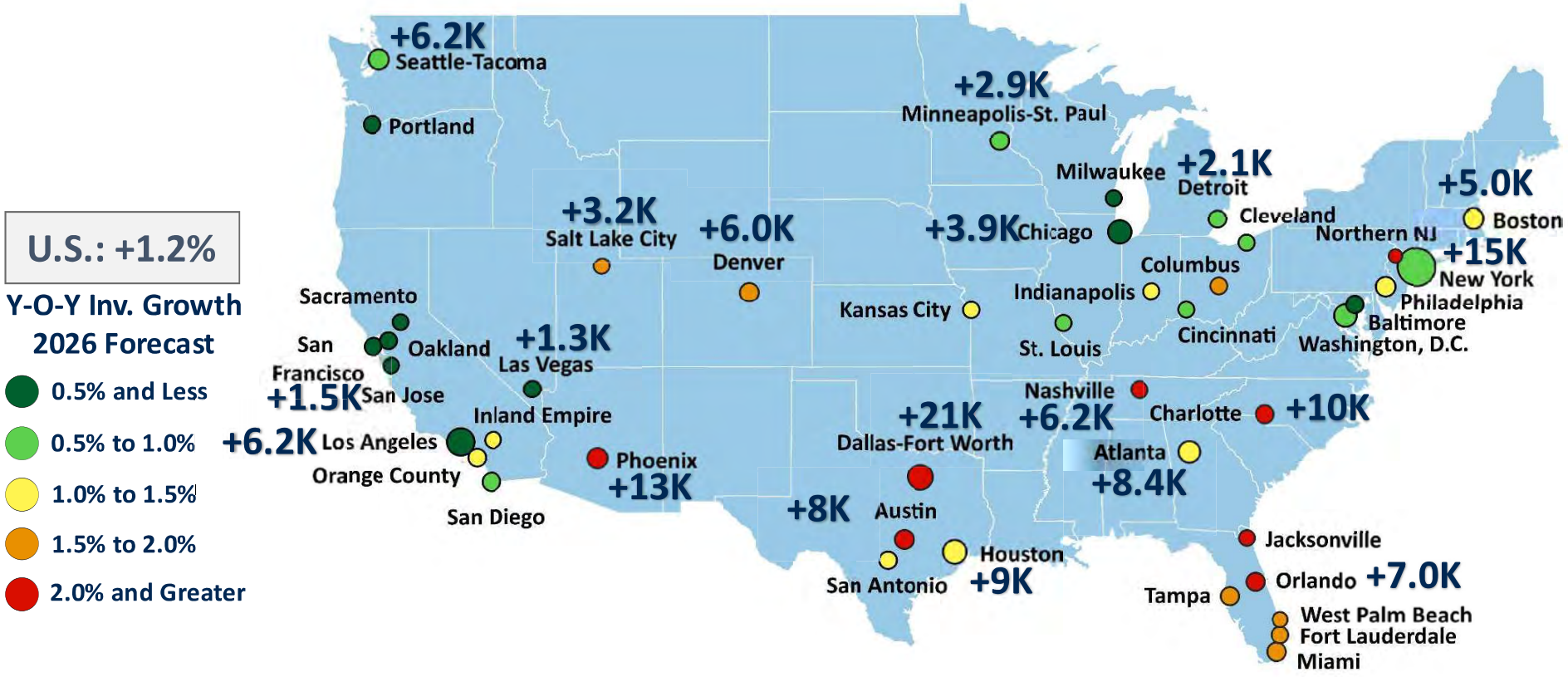
Anchored by the Baldwin Hills Crenshaw Plaza, this area is undergoing massive revitalization efforts to provide more commercial space adjacent to residential corridors. Retail destinations have helped develop a main street and growth within the neighborhood. In 2010, the Baldwin Hills Crenshaw Plaza owners added new interior embellishment and a larger, more modern food court on the first level. The 40-acre property received city approval for an additional net 2 million square feet of new development in 2018. Capri Capital Brothers' planned to transform the shopping mall into a sprawling mixed-use complex with 961 condominiums and apartments, a 400-room hotel, and new retail and restaurant space. This would directly benefit the community with affordable housing and revitalize the surrounding area. Following a $35 million upgrade, Capri Capital Brothers sold the project to New York developers, LIVWRK and DFH Partners in early October 2020. The new owners believe neighborhoods thrive when they are home to commercial and residential uses that engage people day and night, so many are anticipating a massive mixed-use project are underway.

An even more anticipated project in the area, the Crenshaw/LAX Line, is projected to boom the neighborhood. The new light rail route will add a key corridor to the agency's growing transit network and, eventually a long-sought rail connection to LAX. Since the Metropolitan Transportation Authority began construction on the Crenshaw Line in January 2014, the highest rate of increase in home values citywide has occurred in South LA, with Baldwin Village/Crenshaw being ranked number one. The light rail is set to open in 2023.

Baldwin Village continues to position itself as a strong, up-and-coming area of Los Angeles due to its centralized location to the best of Downtown LA. The unique business mix of the area is reflective of its deep cultural history and formation as a strong rental market in Los Angeles.

MARKET OVERVIEW

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



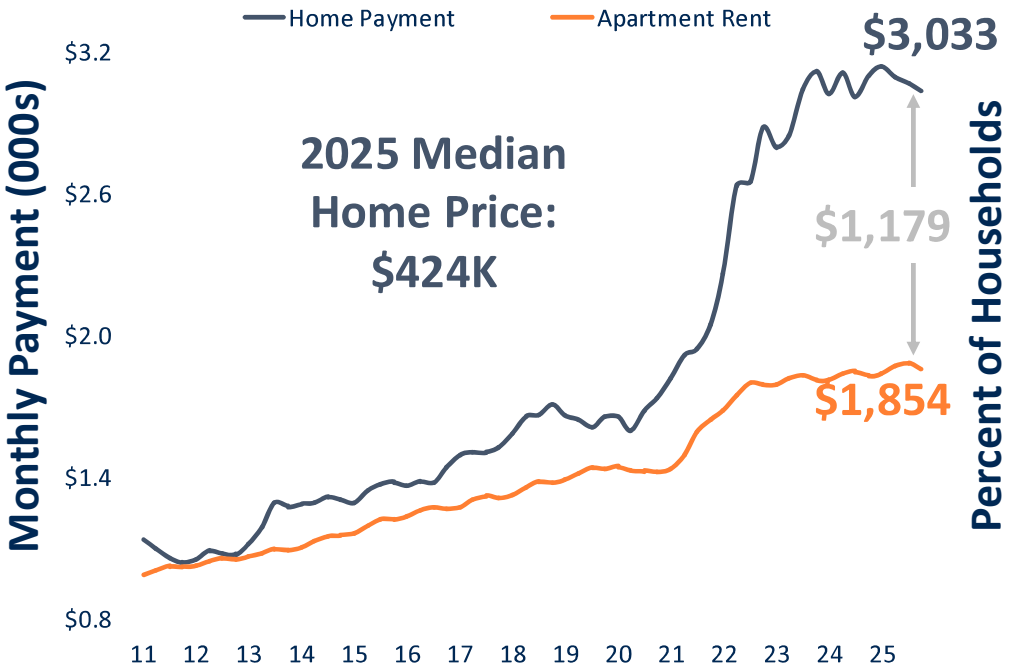
Bubble size correlated to total inventory amount
Sources: Marcus & Millichap Research Services, RealPage, Inc.

Marcus & Millichap

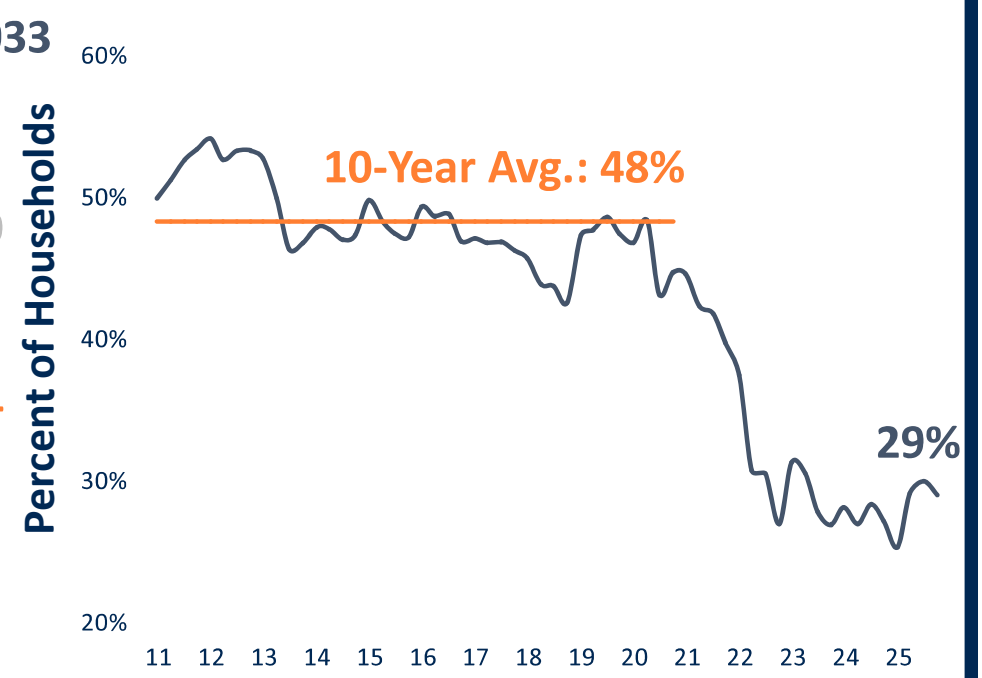
MARKET OVERVIEW

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

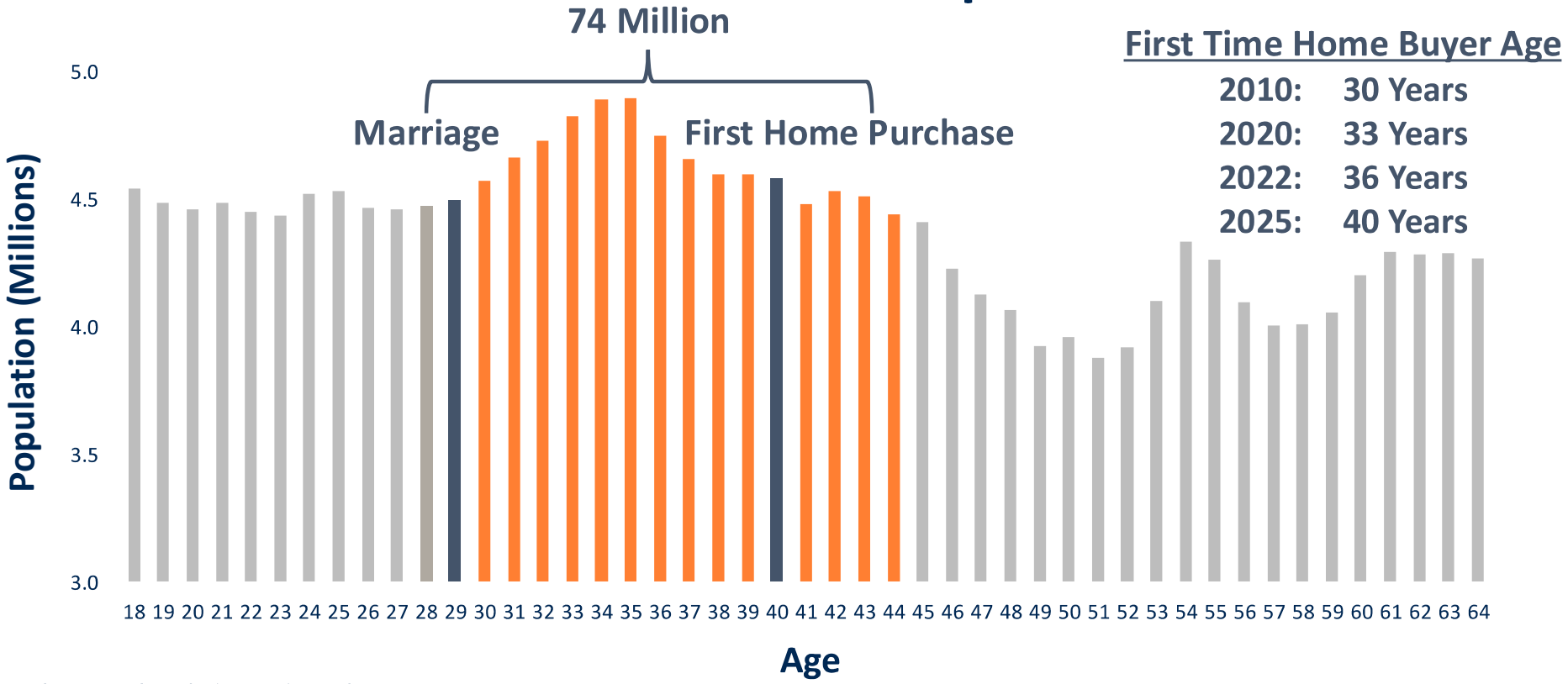


Mortgage payments based on median home price for a 30-year fixed rate mortgage, 90% LTV, taxes, insurance, and PMI; 27% mortgage payment coverage ratio
Sources: Marcus & Millichap Research Services, RealPage, Inc., Freddie Mac, National Association of Realtors, U.S. Census Bureau

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MARKET OVERVIEW

Demographics Are Shaping Multifamily Needs; Millennial Generation Drives Apartment Demand

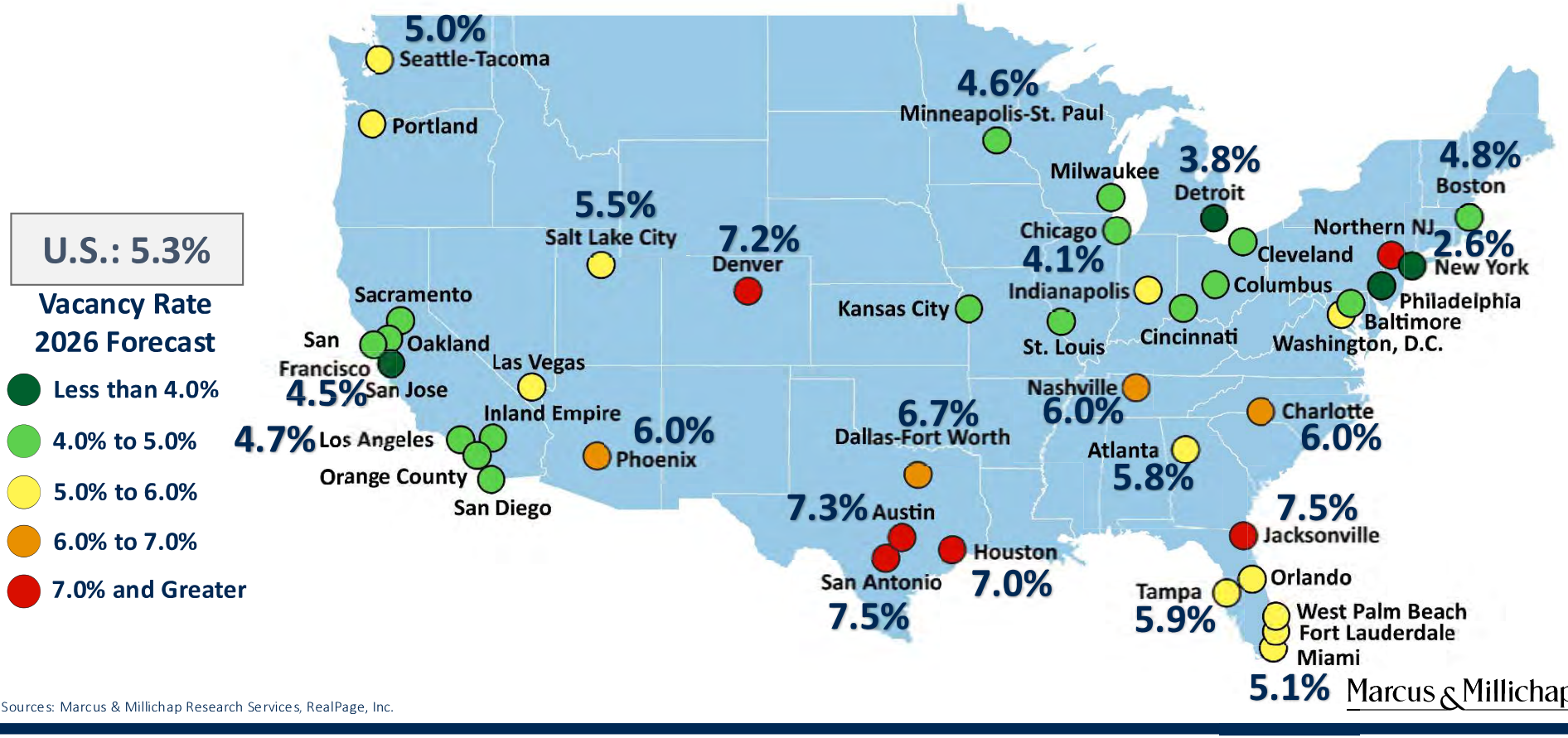


Age of marriage as of 2024; first home purchase as of 2025
Population by single year of age estimated for 2025 year-end
Sources: Marcus & Millichap Research Services, U.S. Census Bureau, National Association of Realtors

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MARKET OVERVIEW

Multifamily Vacancy Rate 2026 Forecast



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

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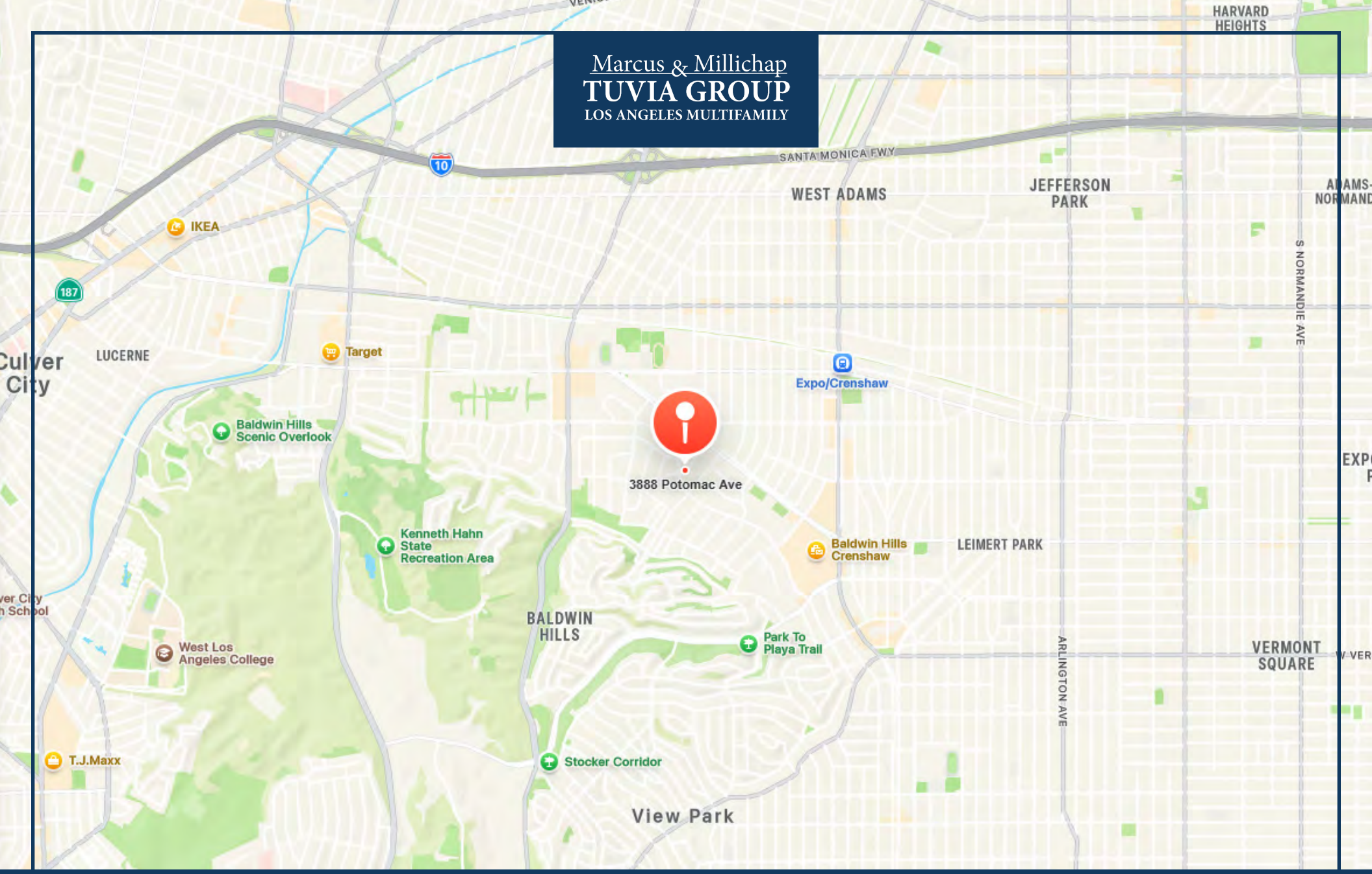
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