Marcus & Millichap
TUVIA GROUP
LOS ANGELES MULTIFAMILY

CLOSING CASE STUDY

The Tuvia Group Uses Creative Financing to Overcome Valuation Challenges and Generate Multiple Offers

The Tuvia Group successfully closed on the sale of 229 S Westlake Ave, a 12-unit all studio property with no on-site parking. Although the building was well maintained and benefited from major capital improvements—including a new sewer line, upgraded electrical systems, copper lateral plumbing, separately metered utilities, and potential ADU opportunities—buyers initially valued the asset closer to $100,000 per unit, significantly below the $145,833-per-unit asking price. Rather than substantially reducing the price to meet conventional underwriting, we identified financing as the primary obstacle and helped structure seller financing at 80% LTV and 4.5% interest for three years. The high leverage and below-market rate reduced the buyer's upfront equity requirement while strengthening projected returns. This creative structure immediately increased interest, generated multiple offers, preserved the property's value, and ultimately resulted in a successful closing in just 17 days.

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BUYER PROFILE:

Local Private Investor