Marcus & Millichap
LAAA TEAM

CONFIDENTIAL BROKER OPINION OF VALUE

10840 Bluffside Dr

Studio City, CA 91604

12	7,676	1964	9,612
UNITS	SQUARE FEET	YEAR BUILT	SF LOT

Morgan Wetmore
Associate Investments

Filip Niculete
Senior Managing Director Investments

Glen Scher
Senior Managing Director Investments

Prepared Exclusively for Albert Sharaf

July 2026

Team Track Record

LA APARTMENT ADVISORS AT MARCUS & MILLICHAP

LAAA Team of Marcus & Millichap

Expertise, Execution, Excellence.

484 CLOSED TRANSACTIONS	**$1.5B** TOTAL SALES VOLUME
4,647 UNITS SOLD	**#1** MOST ACTIVE · LA COUNTY

"We Didn't Invent Great Service, We Just Work Relentlessly to Provide It."

Since 2013, the LAAA Team has closed 484 multifamily and investment transactions totaling $1.5B in volume across Los Angeles and Ventura counties, with a particular depth in the southern San Fernando Valley submarkets of Studio City, Toluca Lake, Sherman Oaks, and North Hollywood.

Our practice is built on disciplined underwriting, the deepest comparable-sales dataset in the submarket, and a marketing engine that reaches every active multifamily buyer in Los Angeles. We advise owners on when and how to sell - not just whether - and we price to clear, not to languish.

For 10840 Bluffside Dr, that means an evidence-based opinion of value anchored in recent Studio City closed sales and the active competing inventory, presented with the same rigor we would bring to defending the price against a buyer's due-diligence challenge.

Our Team

#1 Most Active Multifamily Sales Team in LA County

COSTAR • 2019, 2020, 2021 • #4 IN CALIFORNIA

Glen Scher

SENIOR MANAGING DIRECTOR INVESTMENTS

Co-founder of the LAAA Team and one of the most active multifamily brokers in Los Angeles, with 450+ transactions and $1.4B+ in closed sales. A southern San Fernando Valley market specialist since 2014, Glen built his early reputation in Studio City, Toluca Lake, and Valley Village - the exact submarket of 10840 Bluffside Dr.

Filip Niculete

SENIOR MANAGING DIRECTOR INVESTMENTS

Co-founder of the LAAA Team and one of Southern California's top multifamily brokers. Since 2011, Filip has built a reputation for execution, integrity, and relentless work ethic, helping lead the team to $1.4B+ in closed transactions while consistently leading the market in active inventory.

Aida Memary Scher

ASSOCIATE DIRECTOR

Luka Leader

ASSOCIATE INVESTMENTS

Morgan Wetmore

ASSOCIATE INVESTMENTS

Logan Ward

Alexandro Tapia

Blake Lewitt

ASSOCIATE INVESTMENTS

Mike Palade

AGENT ASSISTANT

ASSOCIATE INVESTMENTS

Tony H. Dang

BUSINESS OPERATIONS MANAGER

ASSOCIATE INVESTMENTS

Tirajeh Vossoughi-Horton

INVESTMENT BROKERAGE INTERN

KEY ACHIEVEMENTS

- **Chairman's Club** - Marcus & Millichap's top-tier annual honor
- **National Achievement Award** - multiple years, both partners
- **#1 Most Active Multifamily Team in LA County** - CoStar 2019-2021
- **Sales Recognition Award** - every year since 2016
- **40+ transactions per year** - one of SoCal's most active groups

AS FEATURED IN **BISNOW** **YAHOO FINANCE** **CONNECT CRE** **SFVBJ** **THE PINNACLE LIST**

Our Marketing Approach & Reach

EVERY ACTIVE LA MULTIFAMILY BUYER, WITHIN DAYS OF LAUNCH

23,795+
EMAIL SUBSCRIBERS

26.1%
AVG OPEN RATE

7 Days
TO FULL MARKET REACH

10
LISTING PLATFORMS

> *"We are proactive marketers, not reactive. Your property goes in front of every active buyer in the market - by email, by phone, and on every platform investors use to find deals."*

Direct & Database

- 23,795-subscriber Mailchimp list (26.1% avg open)
- APTO / Salesforce investor database
- Direct outreach to qualified 1031 and active value-add buyers

Listing Platforms

- TheMLS, Zillow, Redfin - full agent and consumer reach
- CoStar/LoopNet, Crexi, Brevitas, ApartmentBuildings.com, Duxre - the commercial investor stack

- MarcusMillichap.com internal platform + www.laaa.com dedicated listing page

Social & Network

- LinkedIn and Instagram - team and agent amplification
- Broker-to-broker network across LA multifamily
- Targeted block-and-area mail to adjacent owners

Positioning

- Just Listed email blast at launch
- Inclusion in the next All-Inventory send
- Quarterly 1031 Exchange Opportunities newsletter

ADVERTISED ON THEMLS COSTAR / LOOPNET CREXI BREVITAS ZILLOW REDFIN APARTMENTBUILDINGS.COM DUXRE MARCUSMILLICHAP.COM WWW.LAAA.COM

Investment Overview

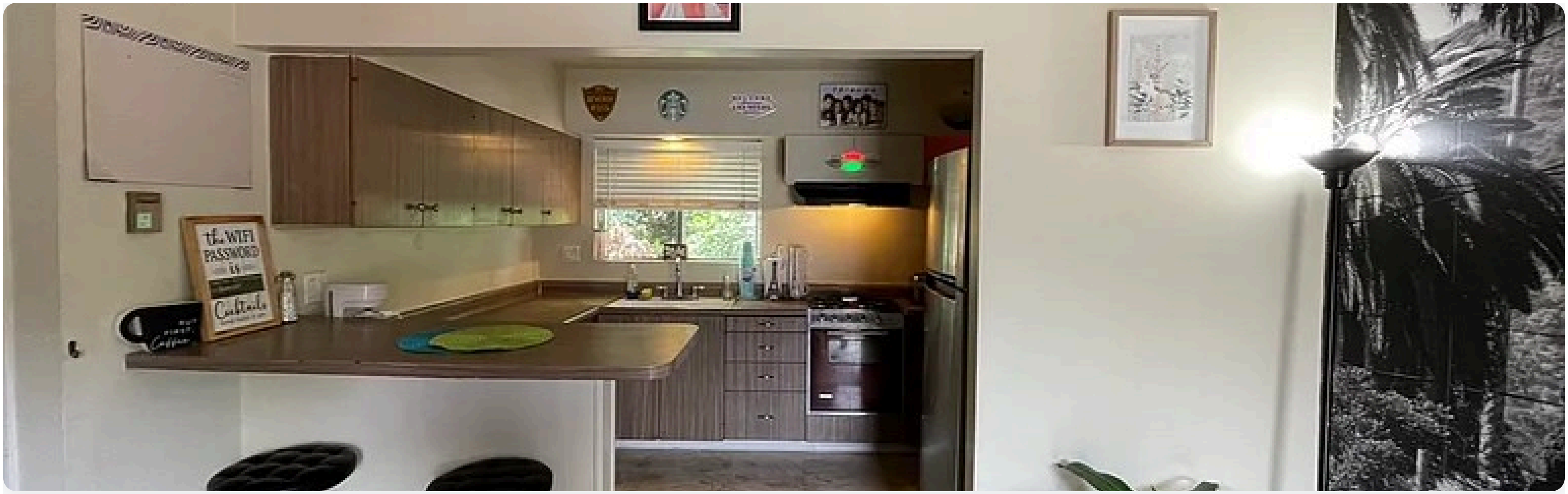
STUDIO CITY - 10840 BLUFFSIDE DR

4.94% CURRENT CAP RATE	**6.59%** PRO FORMA CAP RATE
$229,167 PRICE / UNIT	**$358** PRICE / SF

10840 Bluffside Dr is a 12-unit, fee-simple apartment community in the heart of Studio City, offered free of existing debt. Ten 1BR/1BA units anchor the rent roll alongside one studio and one vacant 2BR/2BA townhome-style unit, in functional 400-1,400 SF floor plans that continue to lease well in this submarket.

In-place rents sit below the surrounding market across nearly every unit: bringing rents to market grows NOI from $135,784 to $181,090 - a $48,816 annual loss-to-lease captured entirely through natural unit turnover, with no renovation program required.

At $229,167/unit and $358/SF, the entry basis compares favorably to the $289,889/unit average of nearby closed sale comparables - an entry-point discount for a well-located asset, supporting upside on exit as well as entry.



Investment Highlights

- **33% NOI upside** - $135,784 to $181,090 through unit turnover alone; +25% to market on the ten 1BR units
- **Prime Studio City address** - blocks from the Ventura Blvd corridor, 101 Freeway, and the studio employment core
- **Attractive basis** - $229,167/unit vs. the $289,889/unit closed-comp average
- **Free & clear** - no existing debt; buyers underwrite fresh financing at their own terms
- **Netflix catalyst** - Radford Studio Center, one mile away, under contract to Netflix for ~$400M (Q3 2026 close)

Location Overview

STUDIO CITY - 91604

Nestled in the Los Angeles hillside submarket between the 101 Freeway and Mulholland Drive, Studio City combines a walkable commercial core with quiet residential streets - a consistently strong renter draw for well-located, small multifamily assets like 10840 Bluffside.

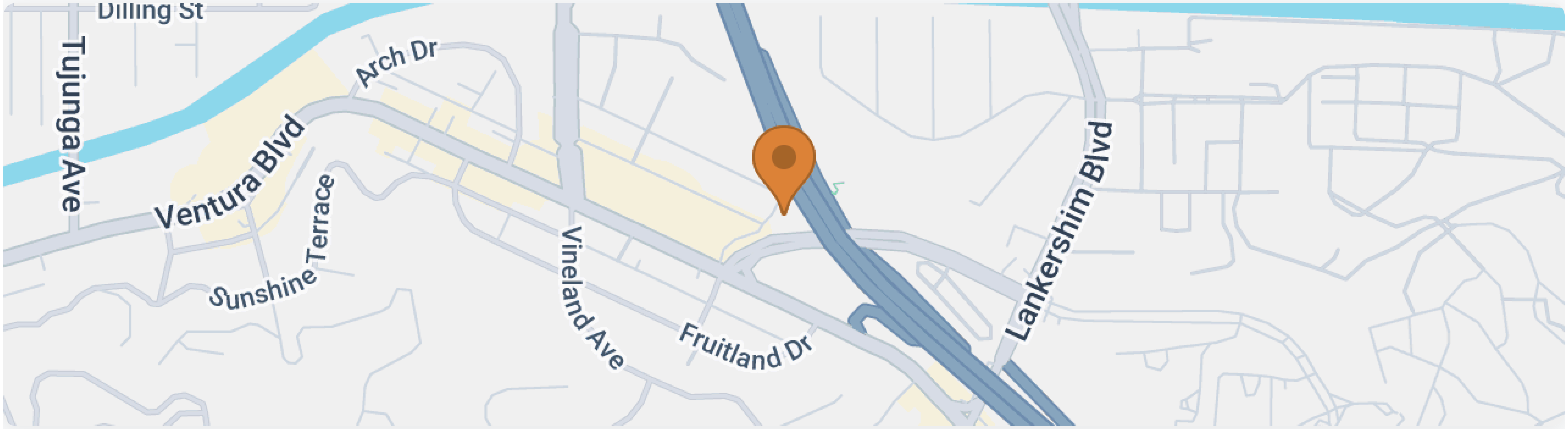
The property sits within walking distance of the Ventura Boulevard corridor's shops, restaurants, and grocery anchors, with convenient access to Radford Studio Center and the broader Los Angeles entertainment-industry employment base - Radford, Universal, Warner Bros., and Disney. The 101 Freeway provides fast connections to the greater San Fernando Valley and Westside, and the Metro B (Red) Line at Universal City reinforces the parcel's Transit Priority Area designation.

Submarket catalyst: Netflix is under contract to acquire the ±55-acre Radford Studio Center - roughly a mile from the subject - for approximately $400 million, with closing expected in Q3 2026. A permanent Netflix production anchor commits the world's largest streamer to Studio City for the long term, deepening the entertainment-employment base that drives the submarket's rental demand. Los Angeles Times · June 19, 2026 ↗

LOCATION DETAILS	
Submarket	Studio City Core
ZIP	91604
Median HH Income	$141,875
ZIP Population	30,947 · Median Age 40.4
Major Employers	Radford (Netflix), Universal, Warner Bros., Disney
Transit	Metro B Line · Universal City

LOCATION DETAILS

Freeway Access	US-101 at Laurel Cyn / Coldwater
Ventura Blvd	±0.5 mi



Demographics: U.S. Census Bureau / ACS 5-year estimates (ZIP 91604); approximate and to be buyer-verified.

Property Details

10840 BLUFFSIDE DR

PROPERTY OVERVIEW	
Units	12
Unit Mix	10× 1BR/1BA, 1x Studio, 1× 2BR/2BA
Year Built	1964
Building SF	7,676
Ownership	Fee simple
Condition	Value-add; no renovation program required

SITE & ZONING	
APN	2366-022-061
Lot Size	9,612 SF (0.22 ac)
Zoning	R4-1-RIO
TOC Tier	Tier 3 · Transit Priority Area
Council District	CD 4

REGULATORY	
Rent Control (RSO)	Subject to LA RSO (1964 build)
Path to Market	Vacancy decontrol - units reset to market at turnover
Existing Debt	None - offered free & clear
Laundry	On-site (income $1,200/yr)

INCOME PROFILE	
Current GSR	$242,784/yr ($20,232/mo)
Market GSR	$291,600/yr ($24,300/mo)
Loss-to-Lease	$48,816/yr (+20.1% to market)
Current NOI	$135,784
Pro Forma NOI	$181,090

Buyer Profile & Anticipated Objections

TARGET INVESTORS & DATA-BACKED RESPONSES

Target Buyer Profile

1031 Exchange Buyers

Investors trading into a prime-submarket asset with a defined, turnover-driven NOI growth path and no capital-intensive repositioning required.

Private Local Investors

Valley and Westside-adjacent owners who understand Studio City's rent depth and want a below-comp-basis entry at $229,167/unit.

Value-Add Operators

Hands-on buyers targeting the $48,816 annual loss-to-lease - a 33% NOI lift captured unit by unit through natural turnover.

A clean, debt-free capitalization and a rent roll that is 20% below market broadens the buyer pool well beyond the typical 1960s twelve-unit.

Anticipated Objections

"It's RSO - how do I ever get to market rents?"

Through vacancy decontrol: each unit resets to market on turnover. The pro forma requires no renovation program and no buyouts - the ten 1BR units average +25% to market, and the market rents are proven by six active comparables within a short radius.

"A 4.94% going-in cap is thin."

The going-in cap sits inside the closed-comp range (4.60%-6.00%), but the basis does the work: $229,167/unit is 20.9% below the comp-set average, and every dollar of the $48,816 loss-to-lease converts to value at exit.

"It's a 1964 building."

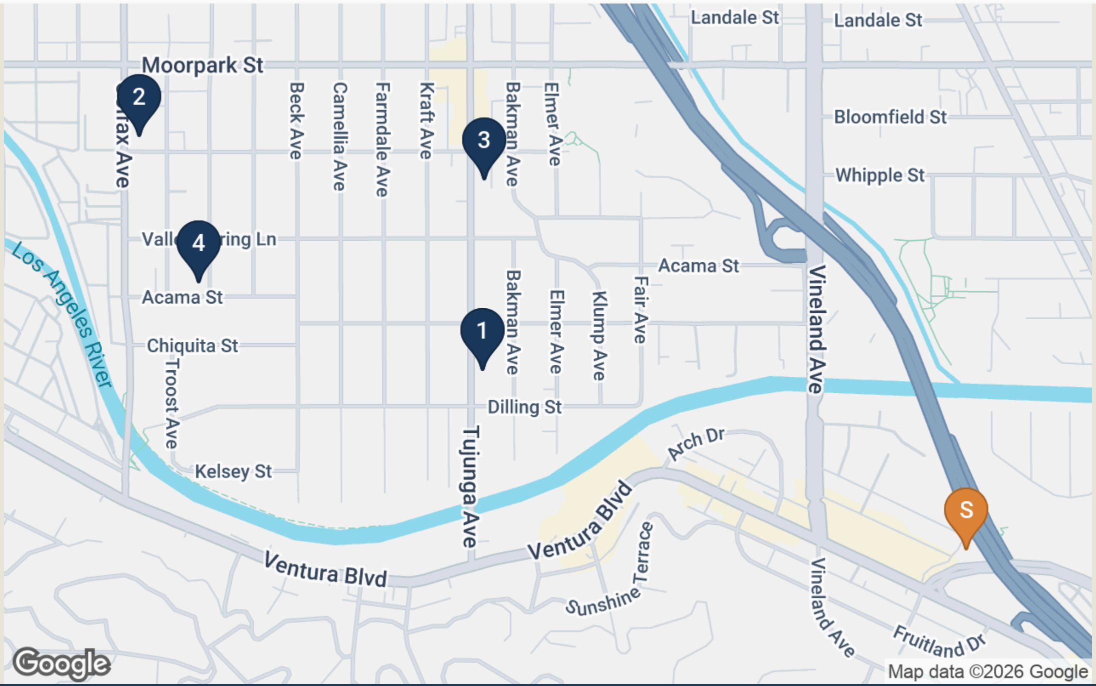
Same-vintage product dominates the comp set (1958-1971 across all four closed sales). The asset is low-density on a 9,612 SF lot with functional 400-1,400 SF floor plans that continue to lease well in this submarket.

"Are the market rents real?"

The pro forma uses $1,700 (studio), $2,000 (1BR), and $2,600 (2BR) - each set conservatively BELOW the named, currently marketed comparables on Bluffside, Fruitland, Arch, Tujunga, and Vineland, which advertise at $1,895-$2,950 (see Financial Analysis).

Sale Comparables

FOUR RECENT CLOSED MULTIFAMILY SALES · 91604



ADDRESS	SUBMARKET	YR	UNITS	SALE PRICE	$/UNIT	$/SF	CAP	DIST	SOLD
4156 Tujunga Ave · photos ↗	Studio City	1971	6	$1,899,000	$316,500	$412	5.31%	0.74 mi	Feb 2026
4350 Colfax Ave · photos ↗	Studio City	1958	9	$2,000,000	$222,222	$340	5.27%	1.33 mi	Nov 2025
4300 Tujunga Ave · photos ↗	Studio City	1963	10	$2,975,000	$297,500	$335	4.60%	0.88 mi	Jul 2026
11607 Acama St · photos ↗	Studio City	1971	12	$3,880,000	$323,333	$242	6.00%	1.17 mi	Mar 2026
Average (4 sold comps)				**$2,688,500**	**$289,889**	**$332**	**5.30%**	-	-
SUBJECT · 10840 Bluffside Dr	Studio City	1964	12	$2,750,000	$229,167	$358	4.94%*	-	Offered

**Subject cap shown on current income; 6.59% pro forma at market rents. Comp data from the LAAA underwriting model and closed-sale records - not third-party OM marketing materials.*

1. 4156 Tujunga Ave - A six-unit 1971 building 0.74 mi from the subject, closed February 2026 at a 5.31% cap and 12.32x GRM. Its $412/SF print - the highest in the set - shows what smaller Studio City assets command per foot and frames the subject's $358/SF as conservative.

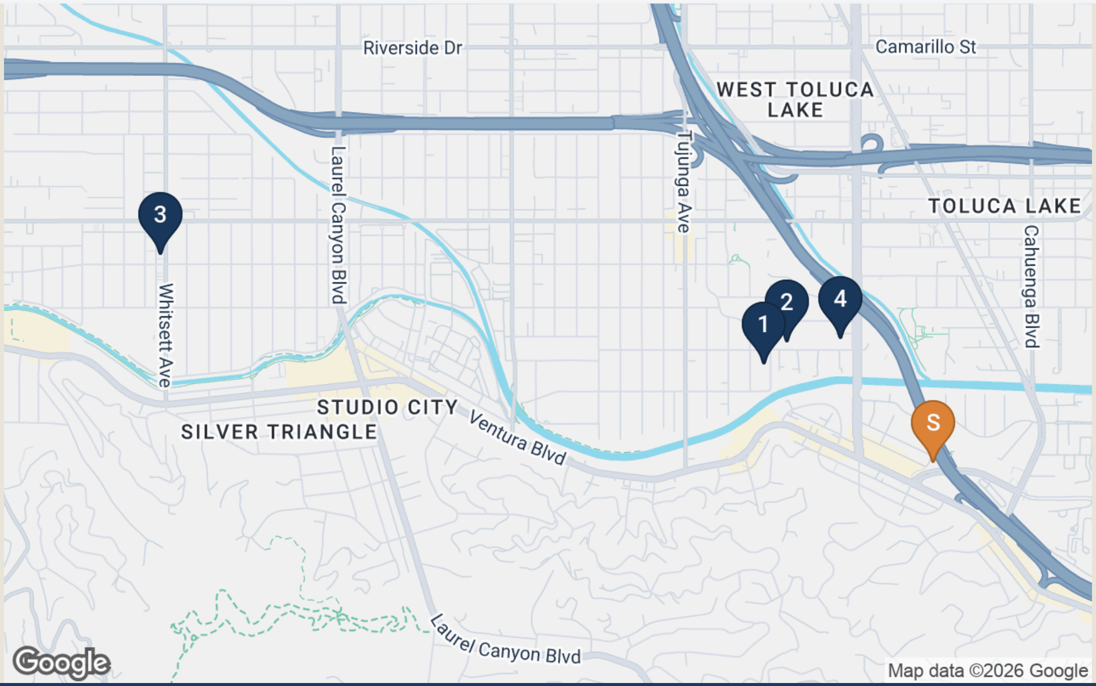
2. 4350 Colfax Ave - Nine units, 1958 vintage, closed November 2025 at $222,222/unit and a 5.27% cap. The closest per-unit print to the subject's basis - and the subject delivers a materially deeper rent-upside story at effectively the same entry price per unit.

3. 4300 Tujunga Ave - Ten units, 1963, closed July 2026 at $297,500/unit and a 4.60% cap - the compressed-yield end of the range, three buildings from Tujunga Village. Buyers accepted 4.60% going-in for a well-located Studio City walk-up; the subject offers 4.94% going-in with far more rent upside.

4. 11607 Acama St - The only twelve-unit comp, 1971 townhome-style product on an oversized corner lot, closed March 2026 at $323,333/unit and a 6.00% cap. It anchors the top of the cap range and shows the exit math: at stabilized income, the subject's pro forma 6.59% cap at list would command a substantial premium in resale.

On-Market Comparables

ACTIVE DEMAND & THE PRICING CEILING



ADDRESS	SUBMARKET	YR	UNITS	LIST PRICE	$/UNIT	$/SF	STATUS
4173 Fair Ave	Studio City	1975	5	$1,825,000	$365,000	$340	Active · M&M
11155 Aqua Vista St	Studio City	1988	14	$4,999,999	$357,143	$413	Active
4307 Whitsett Ave	Studio City	1985	16	$6,700,000	$418,750	$401	Active · LAAA Listing
4215 Vineland Ave	Studio City	1962	32	$7,975,000	$249,219	$280	Active · Reduced
Average (4 active comps)				**$5,375,000**	**$347,528**	**$358**	-

The active inventory frames the subject's pricing from above. Every competing listing in the submarket asks more per unit than the subject's $229,167 - from $249,219/unit on the 1962-vintage Vineland value-add up to $418,750/unit on the 1985-built Whitsett walk-up - and the active set's average asking $/SF ($358) lands exactly at the subject's $358/SF. The cautionary tale is 4215 Vineland: the closest vintage-and-strategy comparable began at $8,450,000 and has already been reduced to $7,975,000 while it sits. The subject at $2,750,000 is deliberately positioned below the active per-unit field - and below the closed-comp average - to clear, not to sit.

Financial Analysis

INVESTMENT UNDERWRITING

Unit Mix & Rent Roll

UNIT	TYPE	SF	RENT/MO	RENT/SF	STATUS	NOTES
1	2BR / 2BA	1,400	$2,600	$1.86	Vacant	Underwritten at $2,600 market
2	1BR / 1BA	575	$1,269	$2.21	Occupied	Market $2,000 · +57.6%
3	1BR / 1BA	575	$1,219	$2.12	Occupied	Market $2,000 · +64.1%
4	1BR / 1BA	575	$1,750	$3.04	Occupied	Market $2,000 · +14.3%
5	1BR / 1BA	575	$1,010	$1.76	Occupied	Market $2,000 · +98.0%
6	1BR / 1BA	575	$1,663	$2.89	Occupied	Market $2,000 · +20.3%
7	Studio	400	$1,595	$3.99	Occupied	Market $1,700 · +6.6%
8	1BR / 1BA	575	$1,900	$3.30	Occupied	Market $2,000 · +5.3%
9	1BR / 1BA	575	$1,695	$2.95	Occupied	Market $2,000 · +18.0%
10	1BR / 1BA	575	$1,868	$3.25	Occupied	Market $2,000 · +7.1%
11	1BR / 1BA	575	$1,895	$3.30	Occupied	Market $2,000 · +5.5%
12	1BR / 1BA	575	$1,768	$3.07	Occupied	Market $2,000 · +13.1%
Total	**12 units**	**7,676**	**$20,232/mo**	**$2.64**	**11 of 12 occ.**	**Market $24,300/mo · +20.1%**

Rent roll as of July 2026, per owner-provided rent roll. Eleven of twelve units are occupied; the vacant 2BR/2BA is carried at its $2,600 market rent in scheduled income.

Market Rent Survey

ADDRESS	UNIT TYPE	SF	RENT	RENT/SF
10979 Bluffside Dr	Studio	426	$1,895	$4.45
4176 Arch Dr	Studio	485	$1,895	$3.91

ADDRESS	UNIT TYPE	SF	RENT	RENT/SF
10913 Fruitland Dr	1BR / 1BA	800	$2,295	$2.87
10900 Bluffside Dr	1BR / 1BA	618	$2,295	$3.71
4215 Tujunga Ave	2BR / 2BA	1,020	$2,895	$2.84
4335 Vineland Ave	2BR / 2BA	1,235	$2,950	$2.39

Recently marketed comparable units within a short radius, compiled from company research and LAAA Comps. The pro forma applies $1,700 (studio), $2,000 (1BR), and $2,600 (2BR) - set conservatively below every advertised comp above.

Operating Statement (Reassessed)

OPERATING STATEMENT	CURRENT	PER UNIT	PRO FORMA	PER UNIT
Gross Potential Rent [1]	$291,600	$24,300	$291,600	$24,300
Loss / Gain to Lease	($48,816)	($4,068)	$0	$0
Gross Scheduled Rent	$242,784	$20,232	$291,600	$24,300
Less: Vacancy (3.0%)	($7,284)	($607)	($8,748)	($729)
Other Income (Laundry)	$1,200	$100	$1,200	$100
Effective Gross Income	**$236,700**	**$19,725**	**$284,052**	**$23,671**
Real Estate Taxes [2]	$34,375	$2,865	$34,375	$2,865
Insurance	$16,000	$1,333	$16,480	$1,373
Utilities	$17,586	$1,466	$13,596	$1,133
Trash Removal	$4,200	$350	$4,326	$361
Repairs & Maintenance	$10,240	$853	$11,742	$979
Landscaping	$2,400	$200	$3,090	$258
General & Administrative	$1,280	$107	$2,060	$172
Misc. Expenses	$3,000	$250	$3,090	$258
Management Fee (5.0%) [3]	$11,835	$986	$14,203	$1,184
Total Operating Expenses	**$100,916**	**$8,410**	**$102,962**	**$8,580**
Net Operating Income	**$135,784**	**$11,315**	**$181,090**	**$15,091**

Notes to Operating Statement

[1] Gross Potential Rent: All 12 units at market rents of $1,700 (studio), $2,000 (1BR), and $2,600 (2BR) - $291,600/yr. Current column deducts the $48,816 loss-to-lease between in-place rents and market; the vacant 2BR/2BA is carried at its $2,600 market rent. Pro forma assumes in-place units are brought to market upon natural turnover.

[2] Real Estate Taxes: LA County reassesses to the purchase price at close. Shown at 1.25% of the $2,750,000 list price in both scenarios.

[3] Management Fee: Held at 5.0% of Effective Gross Income in both scenarios.

Expense pro forma: Reflects a stabilized management fee and modest inflationary growth on controllable lines; utilities normalize downward with tenant turnover. Expenses run 42.6% of EGI current, 36.2% pro forma.

Source: broker underwriting model, owner-provided rent roll and expense detail. Buyer to verify actuals in due diligence.

SUMMARY

OPERATING DATA	
Price	$2,750,000
Down Payment (40%)	$1,100,000
Number of Units	12
Price / Unit	$229,167
Price / SF	$358.26
Gross SF	7,676
Year Built	1964

RETURNS (CURRENT / PRO FORMA)	
Cap Rate	4.94% / 6.59%
GRM	11.33x / 9.43x
Cash-on-Cash	1.55% / 5.67%
DSCR	1.14x / 1.53x

FINANCING (ILLUSTRATIVE)	
Loan Amount	$1,650,000
Rate / Amort	6.00% / 30yr
Loan Constant	7.19%
LTV	60.0%
Loan Maturity	2029

INCOME (CURRENT)	
Gross Scheduled Rent	$242,784
Less Vacancy (3%)	($7,284)
Other Income (Laundry)	$1,200
Effective Gross Income	$236,700
Operating Expenses	($100,916)
Net Operating Income	**$135,784**

CASH FLOW (CURRENT / PRO FORMA)	
Net Operating Income	$135,784 / $181,090
Debt Service	($118,711)
Net Cash Flow	$17,073 / $62,379
+ Principal Reduction	$20,262
Total Return	**3.39% / 7.51%**

EXPENSE RATIO (CURRENT)	
OpEx / EGI	42.6%
OpEx / Unit	$8,410
OpEx / SF	$13.15

SUGGESTED LIST PRICE

$2,750,000

4.94%
CURRENT CAP

6.59%
PRO FORMA CAP

$229,167
PRICE / UNIT

11.33x
GRM (CURRENT)

Pricing Matrix

PURCHASE PRICE	CURRENT CAP	PRO FORMA CAP	CASH-ON-CASH	$/UNIT	$/SF	GRM	DSCR
$2,750,000	4.94%	6.59%	1.55%	$229,167	$358	11.33x	1.14x
$2,700,000	5.05%	6.73%	1.84%	$225,000	$352	11.12x	1.17x
$2,650,000	5.17%	6.88%	2.14%	$220,833	$345	10.92x	1.20x
$2,600,000	5.29%	7.04%	2.44%	$216,667	$339	10.71x	1.23x
$2,550,000	5.42%	7.20%	2.77%	$212,500	$332	10.50x	1.26x
$2,500,000	5.56%	7.37%	3.10%	$208,333	$326	10.30x	1.29x

Matrix holds the operating structure constant and re-scales only real estate taxes (1.25% of price) and financing (60% LTV, 6.00%/30yr). Cash-on-Cash, GRM, and DSCR shown on current income; GRM on current Gross Scheduled Rent of $242,784.

A TRADE PRICE IN THE CURRENT INVESTMENT ENVIRONMENT OF

$2,500,000 — $2,750,000

Pricing Rationale

The list price of $2,750,000 reconciles three independent pricing lenses. On a per-unit basis ($229,167) it sits 20.9% below the sold-comp average of $289,889 - a genuine entry discount despite comparable or superior in-place quality. On cap rate, the 4.94% going-in yield lands inside the closed-comp range of 4.60%-6.00%, while the 6.59% pro forma cap at market rents exceeds every closed sale in the set. On price-per-SF ($358), the subject carries a modest premium to the sold-comp average ($332) that the 20% rent upside more than accounts for - and matches the active inventory's average ask ($358/SF) exactly. The trade range shown above runs from the $2,750,000 list down to $2,500,000, where the current-income cap reaches 5.56% and the pro forma cap 7.37%.

The active competing inventory reinforces the positioning: every on-market listing asks more per unit than the subject, and the closest vintage comparable (4215 Vineland) has already taken a price reduction while it sits. The subject is priced to clear within an industry-standard 60-90 day marketing window, with room for competitive bidding to press the price upward.

Assumptions & Conditions: This opinion of value is based on the owner-provided rent roll and expense detail, the LAAA comparable-sales dataset, and a market rent survey of currently advertised units. Financing shown is illustrative (6.00%, 30-year amortization, 60% LTV, 2029 maturity). Real estate taxes are underwritten at reassessment (1.25% of price). Final terms, prorations, and net proceeds depend on the executed contract and close date. Buyer to verify all figures in due diligence.

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