COLDWELL BANKER COMMERCIAL

INVESTMENT SALES · CAPITAL MARKETS

OFFERING MEMORANDUM
CONFIDENTIAL · 2026

Twin Palms Estate

2319–2333 Durfee Avenue · El Monte, California 91732

A rare dual-track investment opportunity positioned within El Monte's rapidly transforming Durfee Avenue revitalization corridor.

OFFERING PRICE	CAP RATE	TOTAL UNITS	RENTABLE SF
$5,100,000	5.74%	18	10,300

SECTION ONE

Executive Summary

Coldwell Banker Commercial Realty is pleased to present **Twin Palms Estate**, a stabilized 18-unit mixed-use property on Durfee Avenue in El Monte, at the heart of the San Gabriel Valley.

Offered at $5,100,000-a 5.74% going-in CAP on in-place income, the asset offers a rare dual-track investment opportunity in the heart of El Monte's high-priority Durfee Avenue revitalization corridor. For yield-oriented buyers, the asset delivers a secure floor of immediate, stable cash flow from an 18-unit mixed-use configuration. For developers and institutional investors, the property serves as a strategic land bank, offering massive future upside through El Monte's Mixed/Multi-Use (MMU) zoning framework—a city-led initiative designed to transform this corridor into a high-density,pedestrian-friendly residential and commercial hub.

The units are fully occupied, and nearly every tenancy is month-to-month — giving an incoming owner immediate flexibility to mark rents to market. In-place rents across both the commercial and residential components trail area comparables, and California rent escalation supports a clear path to a stabilized 6%+ yield.

INVESTMENT SNAPSHOT

Offering Price	$5,100,000
Price / Unit	$283,333
Price / SF	$495
Cap Rate (In-Place)	5.74%
Net Operating Income	$292,494
Building SF	±10,300
Occupancy	100%

±10,300	12 + 6	100%	M-T-M
RENTABLE SF	RESI + COMMERCIAL	OCCUPIED	FLEXIBLE TENANCIES

SECTION TWO

Property Overview

PROPERTY FACTS

Address	2319–2333 Durfee Ave
Submarket	San Gabriel Valley
Year Built	Available on request
Total Units	18 + 2 storage
Rentable SF	±10,300 SF
Occupancy	100%

PROPERTY & TENANCY

Property Type	Mixed-use (retail + resi)
Unit Composition	12 resi · 6 commercial
Tenancy	Primarily month-to-month
Utilities	Separately metered
Parking	On-site surface
Zoning	MMU (Mixed/Multiuse)

SECTION THREE

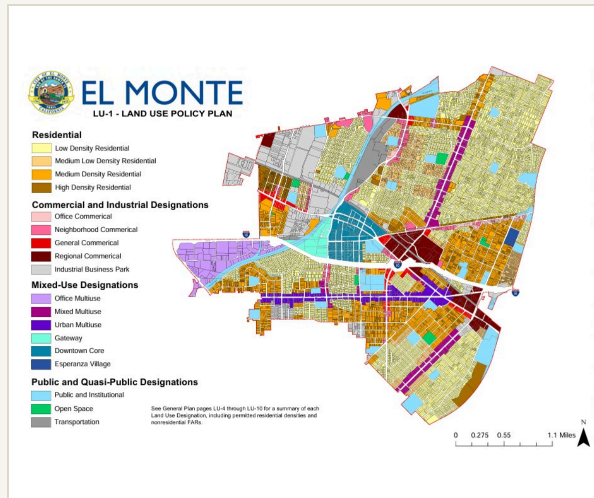
Zoning Description

El Monte Municipal Code, Title 17 — Multiuse Zoning District

The property falls within the **MMU — Mixed/Multiuse** zoning district under the City of El Monte Municipal Code, Title 17 (adopted June 2022, amended May 2025). The MMU district expressly allows a complementary mix of housing and nonresidential uses along designated corridors — delivered either vertically (ground-floor commercial with residential above) or horizontally — which is precisely the program already in place at Twin Palms Estate.

Notably, the **Durfee Avenue & Elliott Avenue** intersection is a designated commercial / mixed-use node within the MMU district. The district provides "by-right" housing along major corridors at densities up to 35 units per acre, positioning the site for long-term reinvestment while the existing mixed-use improvements remain fully consistent with the district's intent.

Max. Height (nonres.)	4 stories / 50 ft
Max. Density	35 units / acre
Front / Street Setback	5–15 ft
GP Land Use	Mixed/Multiuse



A POSSIBLE DEVELOPMENT OPTION

Artist's conceptual rendering for illustrative purposes only; not an approved plan, drawn to scale, or a representation of entitlements.

PERMITTED BY RIGHT

- Multi-Unit Residential
- Retail Sales & Service
- Eating / Drinking
- Office
- Personal Services
- Live / Work

MMU
ZONE DISTRICT

Corridor Node
DURFEE & ELLIOTT DESIGNATION

35 du/ac
MAX RESIDENTIAL DENSITY

Zoning summary provided for convenience only; buyer to verify all entitlements, overlays, and standards independently with the City of El Monte Planning Division.

SECTION FOUR

City Vision & Durfee Corridor

El Monte General Plan & MMU District Intent

El Monte's General Plan and Title 17 Zoning Code envision the City's **Mixed/Multiuse** (**MMU**) corridors as walkable, reinvestment-ready districts that blend housing with neighborhood-serving commerce. Twin Palms Estate already embodies that vision — and stands to benefit as the Durfee Avenue corridor continues to evolve.

MMU DISTRICT OBJECTIVES

- Provide **"by-right" housing** along major corridors, reduce auto dependence, and revitalize underutilized sites.
- Expand land capacity and zoning tools to meet the City's projected housing need.
- Concentrate commercial and multiuse development at **key intersections and nodes** along major corridors.
- Create a **pedestrian-oriented mix of uses** linking neighborhoods, employment, and retail services.
- Stimulate economic reinvestment through recognized urban-design principles and flexible response to market forces.

THE DURFEE CORRIDOR PLAN

Designated node. Durfee Avenue & Elliott Avenue is a City-designated commercial / mixed-use node within the MMU district.

Streetscape. The corridor is planned for landscaped, drought-tolerant parkway improvements that buffer sidewalks and enhance the public realm.

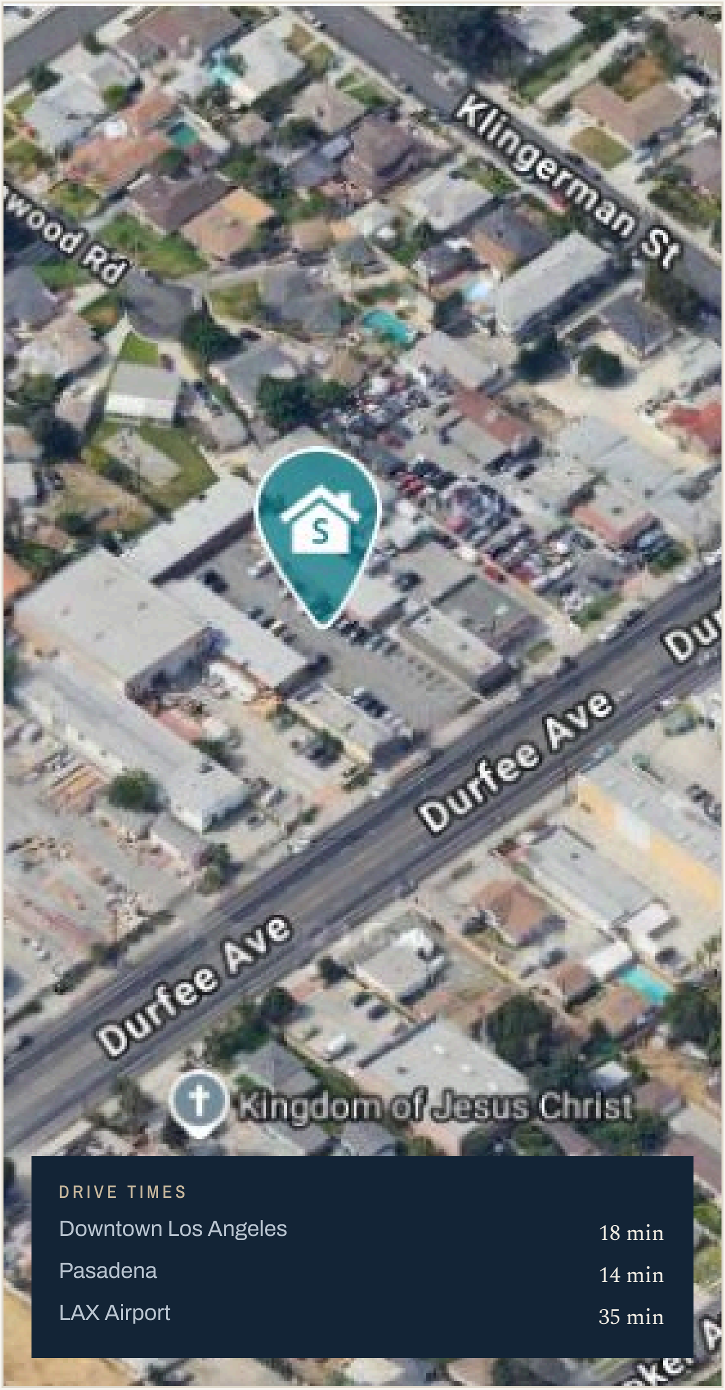
By-right density. Vertical or horizontal mixed-use is permitted by right at up to 35 residential units per acre.

By-Right	35 du/ac	Corridor Node	Walkable
HOUSING PROVISION	MAX DENSITY	DURFEE & ELLIOTT	PEDESTRIAN-ORIENTED

Summarized from City of El Monte Municipal Code, Title 17 (MMU district purpose & development standards). For reference only; buyer to verify with the City of El Monte Planning Division.

SECTION FIVE

Location & Market



DRIVE TIMES

Downtown Los Angeles	18 min
Pasadena	14 min
LAX Airport	35 min

The San Gabriel Valley is one of Southern California's most densely populated and supply-constrained infill markets, drawing steady renter demand and destination retail. Twin Palms Estate sits along the Durfee Avenue corridor, minutes from the I-10 and I-605 interchange and within walking distance of neighborhood retail, dining, and transit.

DEMOGRAPHICS — 1 MILE

Population	105,000
Median HH Income	70,000
Renter Households	60%
Daytime Population	High

Demographic and market figures are illustrative estimates; buyer to verify.

3.6%	$3	3.5%	79
SUBMARKET VACANCY	AVG RESI RENT / SF	YoY RENT GROWTH	WALK SCORE

SECTION SIX

Tenancy & Rent Roll

GROUND-FLOOR COMMERCIAL — 6 SUITES

UNIT	USE / TYPE	SF	MONTHLY	ANNUAL	TERM
2319A	Barbershop	550	$1,600	$19,200	M-T-M
2319B	Tattoo Shop	500	$1,292	$15,504	M-T-M
2319C	Office	500	$1,468	$17,616	M-T-M
2321A	Restaurant	500	$1,600	$19,200	M-T-M
2321B	Herbal Life	500	$1,400	$16,800	M-T-M
2321C	Therapist Office	550	$1,350	$16,200	M-T-M
COMMERCIAL SUBTOTAL		**3,100**	**$8,710**	**$104,520**	

RESIDENTIAL — 12 UNITS

UNIT	USE / TYPE	SF	MONTHLY	ANNUAL	TERM
2323	2 BR / 1 BA	600	$2,200	$26,400	M-T-M
2323½	2 BR / 1 BA	600	$1,700	$20,400	M-T-M
2325	3 BR / 1 BA	700	$1,795	$21,540	M-T-M
2325½	1 BR / 1 BA	500	$1,175	$14,100	M-T-M
2327	2 BR / 1 BA	600	$2,300	$27,600	M-T-M
2327½	2 BR / 1 BA	600	$1,645	$19,740	M-T-M
2329	2 BR / 1 BA	600	$1,762	$21,144	Mar 2027
2329½	2 BR / 1 BA	600	$2,097	$25,164	M-T-M
2331	2 BR / 1 BA	600	$2,200	$26,400	M-T-M
2331½	2 BR / 1 BA	600	$1,762	$21,144	M-T-M
2333	2 BR / 1 BA	600	$1,849	$22,188	M-T-M
2333½	2 BR / 1 BA	600	$1,762	$21,144	M-T-M
RESIDENTIAL SUBTOTAL		**7,200**	**$22,247**	**$266,964**	
TOTAL	+ 2 storage units ($6,000/yr)	**10,300**	**$31,457**	**$377,484**	

100% occupied at survey. Rents reflect current in-place (2026) monthly amounts; storage income $6,000/yr (one unit vacant). Nearly all tenancies are month-to-month, providing flexibility to mark rents to market.

SECTION SEVEN

Financial Analysis

IN-PLACE OPERATING STATEMENT

Gross Potential Rent (incl. storage)	$377,484
Less: Vacancy & Credit Loss (3.0%)	($11,145)
Effective Gross Income	**$366,339**
Less: Operating Expenses (20.2%)	($73,845)
NET OPERATING INCOME	**$292,494**

RETURN METRICS

Cap Rate	5.74%
GRM	13.9x
Price / Unit	$283.3K
Price / SF	$495

OPERATING EXPENSE DETAIL

Property Taxes*	$19,560	Insurance	$11,774
Management	$15,600	Water	$8,216
Trash	$8,902	Cleaning & Maint.	$4,800
Electricity	$2,099	Pest Control	$1,800
Internet (Spectrum)	$1,095		

STABILIZED UPSIDE

Applying the contractual **8%** annual rent escalation lifts pro forma NOI to **$314,171** — a **6.16%** yield — even after property-tax reassessment at the purchase price.

Pro Forma NOI	$314,171
Pro Forma Cap	6.16%

*Property taxes shown reflect the seller's current assessed basis and will reset to approximately 1.25% of the purchase price (≈$63,750/yr) upon sale. Figures are derived from ownership-provided operating data; buyer to independently verify. Not a guarantee of future performance.

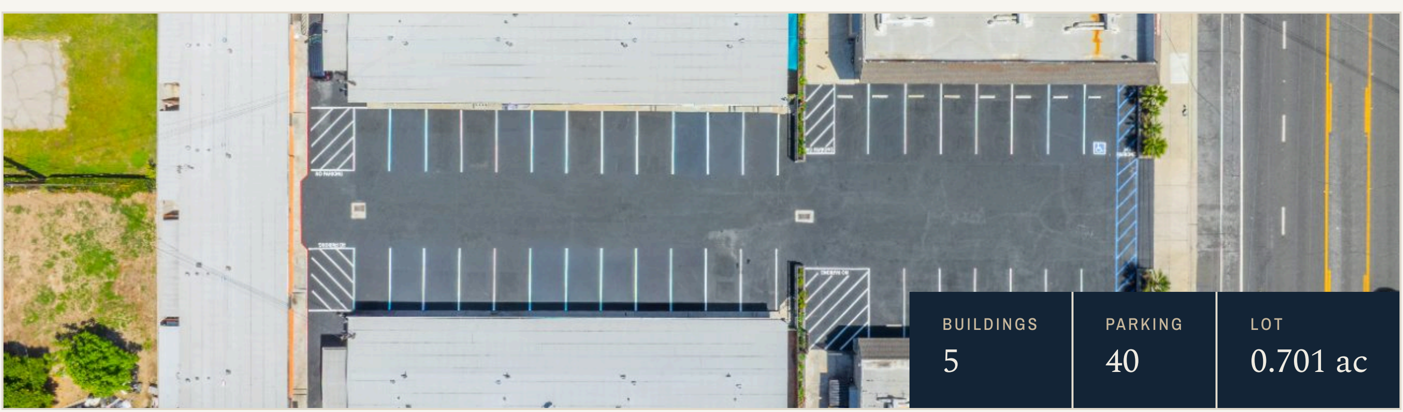
SECTION EIGHT

Building & Site

COMMERCIAL BUILDING — REAR ELEVATION

RETAIL FRONTAGE & SIGNAGE

SITE PLAN & PARKING



BUILDINGS	PARKING	LOT
5	40	0.701 ac

SECTION NINE

Investment Summary

Twin Palms Estate stands as a cornerstone opportunity on the Durfee corridor. The City is actively transitioning underutilized parcels into vibrant mixed-use projects — with MMU townhome developments already approved or built along Durfee, Garvey Avenue, and Peck Road — giving buyers a well-timed entry into a high-density, by-right development play.

Backed by the corridor's planned streetscape enhancements and the City's certified Housing Element programs, the site is a prime candidate for a signature project pairing quality residential units with high-visibility ground-floor retail.

> *For the forward-looking buyer, 2319–2333 Durfee Avenue delivers immediate cash flow today and a by-right development pipeline tomorrow — a rare combination on a corridor the City is committed to growing.*

IN-PLACE CAP RATE	PRO FORMA CAP RATE	BY-RIGHT DENSITY
5.74%	6.16%	35 du/ac

SECTION TEN

Investment Highlights

01 **Prime El Monte Durfee Corridor**

Durfee Avenue frontage at a designated MMU mixed-use node in supply-constrained El Monte.

02 **Diversified Income Streams**

Six commercial suites plus twelve residential units insulate against single-sector risk.

03 **Mark-to-Market Upside**

Month-to-month tenancies and below-market rents support a path to a 6.16% pro forma yield.

04 **100% Occupied, In-Place Cash Flow**

Fully leased rent roll delivering $292,494 of in-place NOI from day one.

05 **Flexible Tenancy Structure**

Predominantly month-to-month leases give an owner immediate operational control.

06 **Private-Scale Mixed-Use**

An $5.1M check size well-suited to private investors and property developers.

EXCLUSIVELY LISTED BY

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