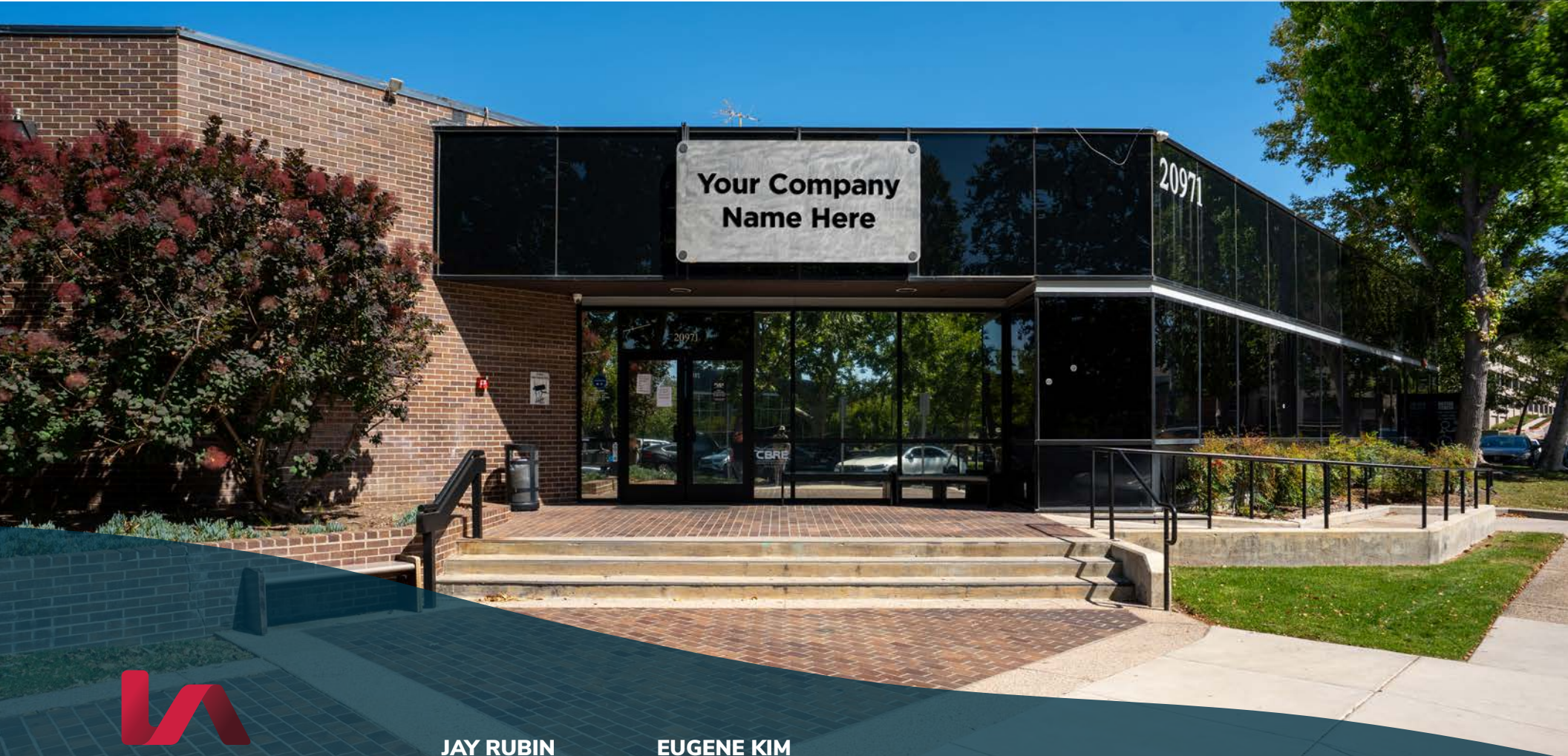


20971 Warner Center Lane Woodland Hills, CA

For Sale | Owner User Opportunity in Warner Center

Office, Medical or Fitness

18,990 SF Single Story Free-Standing Building



LEE & ASSOCIATES
COMMERCIAL REAL ESTATE SERVICES

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JAY RUBIN

Principal

818.223.4385

jrubin@lee-re.com

DRE #01320005

EUGENE KIM

Principal

818.444.4919

ekim@lee-re.com

DRE #01521416

DISCLAIMER

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The materials herein have been obtained from sources believed to be reliable. Nevertheless, the Seller nor Lee & Associates make no warranties or representations, expressed or implied, concerning the accuracy or completeness of this information. This document is submitted subject to errors, omissions, changes in price; rental, market or otherwise and withdrawal without notice.

No broker or agent, other than Lee & Associates Seller's exclusive representative, is authorized to present this investment opportunity.

Interested buyers should be aware that the owner (the "Seller") of the property known as **20971 WARNER CENTER LANE, WOODLAND HILLS, CA 91367** ("Property") is selling the property in "AS IS" CONDITION WITH ALL FAULTS, WITHOUT REPRESENTATIONS OR WARRANTIES OF ANY KIND OR NATURE, EXCEPT WARRANTY OF TITLE. Prior to and/or after contracting to purchase as appropriate, Buyer will be given a reasonable opportunity to inspect and investigate the Property and all improvements thereon, either independently or through agents of Buyer's choosing.

Buyer shall not be entitled to, and should not, rely on the Seller, or its agents as the (i) the quality, nature, adequacy and physical condition of the Property including, but not limited to the structural element, foundation, roof, appurtenances, access, landscaping, parking facilities and the electrical, HVAC, plumbing, sewage, and utility systems, facilities and appliances. (ii) the quality, nature adequacy and physical condition of soils and geology and the existence of ground water, (iii) the existence, quality, nature adequacy and physical condition of utilities serving the Property, (iv) the development potential of the Property, its habitability, merchantability, or fitness, suitability or adequacy of the Property for

any particular purpose, (v) the zoning or the legal status of the Property, (vi) the Property's or its operations' compliance with applicable codes, laws, regulations, statutes, ordinances, covenants, conditions and restrictions of any governmental, quasi-governmental entity or any other person or entity, (vi) the quality of any labor and materials, (viii) the compliance of Property with any environmental protection, pollution or land use laws, rules regulations, orders or requirements including but not limited to those pertaining to the handling, generating, storing or disposing of any hazardous materials, and (ix) except as expressly provided otherwise in an executed contract of sale, the condition of title and the nature, status and extent of any right-of-way, lease, right of redemption, possession, lien, encumbrance, license, reservation, covenant, condition restriction and any other matter affecting the title. Although Seller's predecessors may have performed work, or contracted for work performed by third parties in connection with the Property, the Seller, and its agents shall not be responsible to Buyer or any successor on account of any errors or omissions or construction defects of such predecessors and/or third parties.

The Seller reserves the right to withdraw the property being marketed at any time without notice, to reject all offers, and to accept any offer without regard to the relative price and terms of any other offer. Any offer to buy must be: (i) presented in the form of a non-binding letter of intent, (ii) incorporated in a formal written contract of purchase and sale to be prepared by or on behalf of the Seller and executed by both parties; and (iii) approved by Seller, and such other parties who may have an interest in the Property. Neither the prospective Buyer nor Seller shall be bound until execution of the contract of purchase and sale, which contract shall supersede prior discussions and constitute the sole agreement of the parties.

The Seller shall not be responsible for the payment of any commission, finder's fee or other form of compensation to Buyer's broker other than as set forth in Seller's commission agreement with Lee & Associates-LA North/Ventura, Inc.

SELLER AND ITS AGENTS MAKE NO REPRESENTATIONS OR WARRANTIES AS TO THE ACCURACY OR COMPLETENESS OF SUCH INFORMATION.

OFFERING SUMMARY

ADDRESS	20971 Warner Center Lane
BUILDING SIZE	18,990 SF
ASKING PRICE	\$6,600,000
PRICE PSF	\$348/SF
LAND PSF	\$101/SF
OWNERSHIP	Fee Simple

OFFERING HIGHLIGHTS



IDEALLY SUITED FOR CORPORATE OFFICE, FITNESS USE, PRODUCTION STUDIOS, AND MEDICAL OFFICES



PRIME LOCATION IN WARNER CENTER, A REVITALIZED URBAN LIVE-WORK COMMUNITY WITH EXCELLENT EXPOSURE ALONG BURBANK BOULEVARD



FLEXIBILITY TO OCCUPY ENTIRE PROPERTY OR LEASE OUT A PORTION OF THE PROPERTY



EXCELLENT PARKING RATIO AT 3.5/1,000



OPPORTUNITY TO CONVERT TO MIXED USE MULTI-FAMILY



CONVENIENT ACCESS TO 101 FREEWAY



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PROPERTY PROFILE

LOCATION

**20971 Warner Center Lane,
Woodland Hills, CA 91367**

BUILDING

Single-Story 18,990 SF

LAND SIZE

±1.49 Acres (65,270SF)*

APN

2149-017-015

ZONING

WC “Warner Center Specific Plan Zone”

YEAR BUILT

1984

PARKING

3.5/1,000

ELECTRICAL

480/277-Volt, 800 Amps

HVAC

Roof Mounted Package Units

ROOF

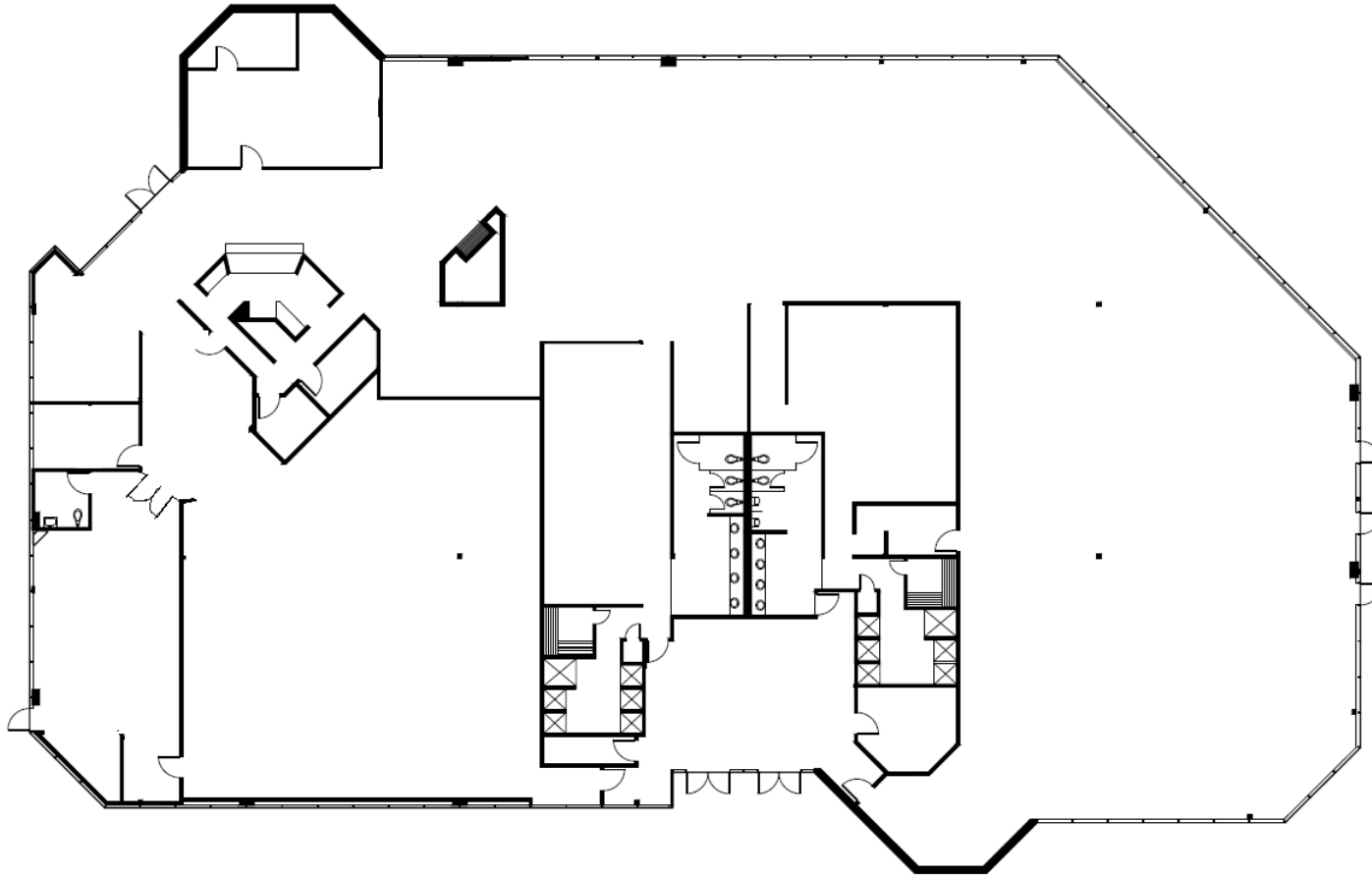
Built-Up Roof System

CC&R

Warner Center Park Association Fee Estimate - \$2,509/Mo.

**Existing Parcel is +/-1.45 acres. Seller is pursuing a lot line adjustment expected to increase the parcel size to approximately ±1.49 acres (±65,270 SF). The adjustment may occur before or after closing.*

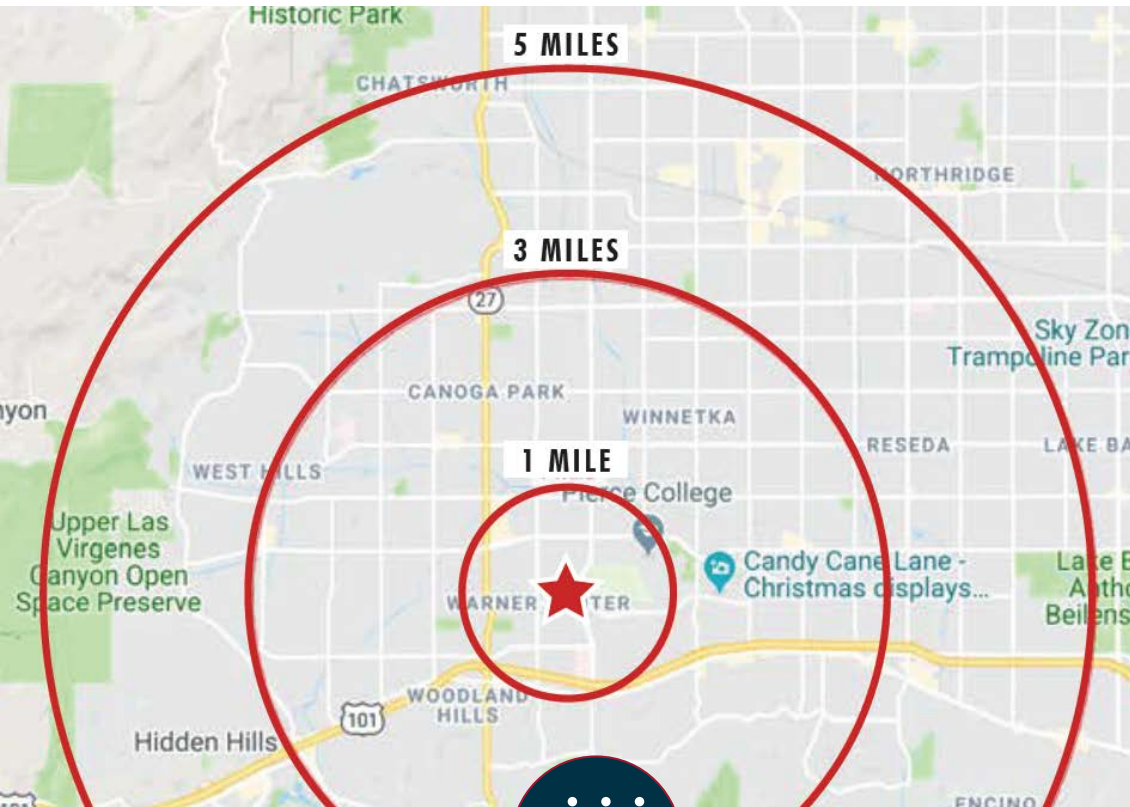
FLOOR PLAN



Floor plan is for illustrative purposes only and may not accurately depict actual dimensions or configurations. Prospective parties should independently verify all information.

.....

DEMOGRAPHICS



WITHIN 1 MILE OF WARNER CENTER LN.

- 2024 AVERAGE HOUSEHOLD INCOME: **\$121,826**
- 2029 PROJECTED AVERAGE HOUSEHOLD INCOME: **\$138,370**
- PERCENT OF HOUSEHOLDS WITH INCOME \$100,000+: **45.11%**
- POPULATION OVER AGE 25 WITH BACHELOR'S, MASTER'S, PROFESSIONAL OR DOCTORAL DEGREES: **61.2%**



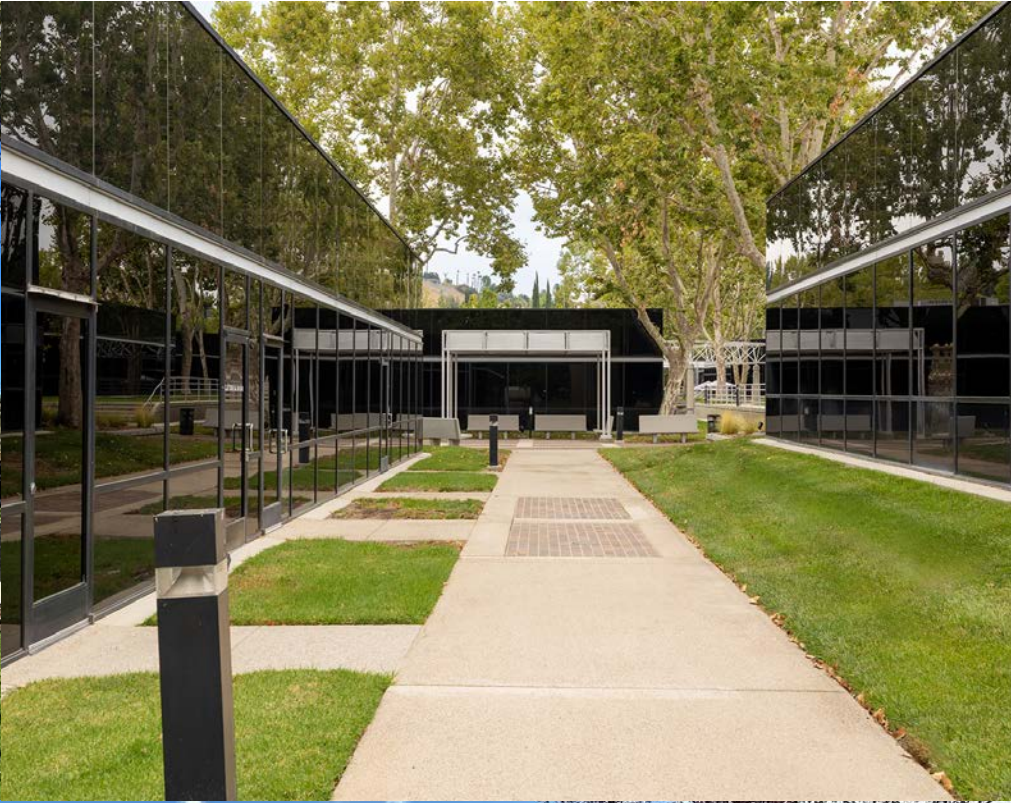
2024 POPULATION

23,767	188,471	395,754
1-MILE	3-MILE	5-MILE



2024 AVERAGE HOUSEHOLD INCOME

\$121,826	\$127,992	\$127,496
1-MILE	3-MILE	5-MILE





20971 WARNER CENTER LANE, WOODLAND HILLS, CALIFORNIA







20971 WARNER CENTER LANE, WOODLAND HILLS, CALIFORNIA



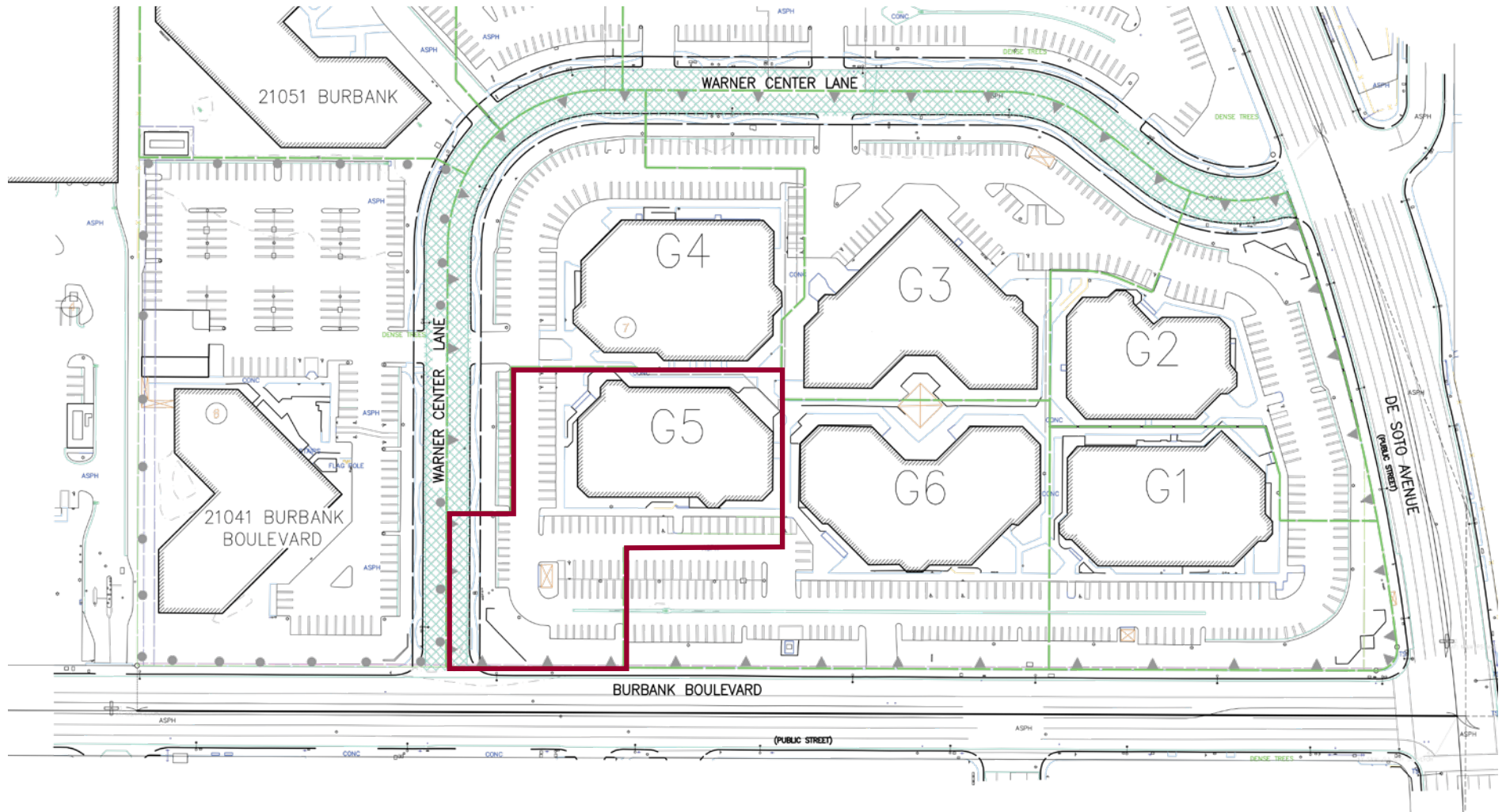
AERIAL OVERVIEW



20971 Warner Center Lane is situated in the heart of Warner Center and within the prestigious Warner Center Corporate Park and adjacent to Kaiser Permanente. The property is a single story, freestanding, single or multi-tenant office building ready for an investor's or user's vision. This is a rare opportunity to acquire a freestanding building in a private and quiet environment located in the heart of the Warner Center. The generous window line provides ample natural light and parklike environment. An owner/user who occupies up to 51% of the building can take advantage of attractive SBA financing programs. Monument signage is available to provide building identity.

PARCEL MAP

*The proposed property boundary lines are approximate and subject to final survey. Exact lot dimensions and legal parcel configuration to be determined.



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LOCATION OVERVIEW

INVEST IN WARNER CENTER

WARNER CENTER 2035 SPECIFIC PLAN

The Warner Center is a thriving hub for leading corporations across media and entertainment, insurance, healthcare, technology, and finance, making it a premier destination for business.

LA City has adopted the Warner Center 2035 Specific Plan, a visionary blueprint for high-density, transit-oriented development. This plan positions Warner Center as a vibrant, pedestrian-friendly district designed to foster a dynamic “Live/ Work/Play” lifestyle.

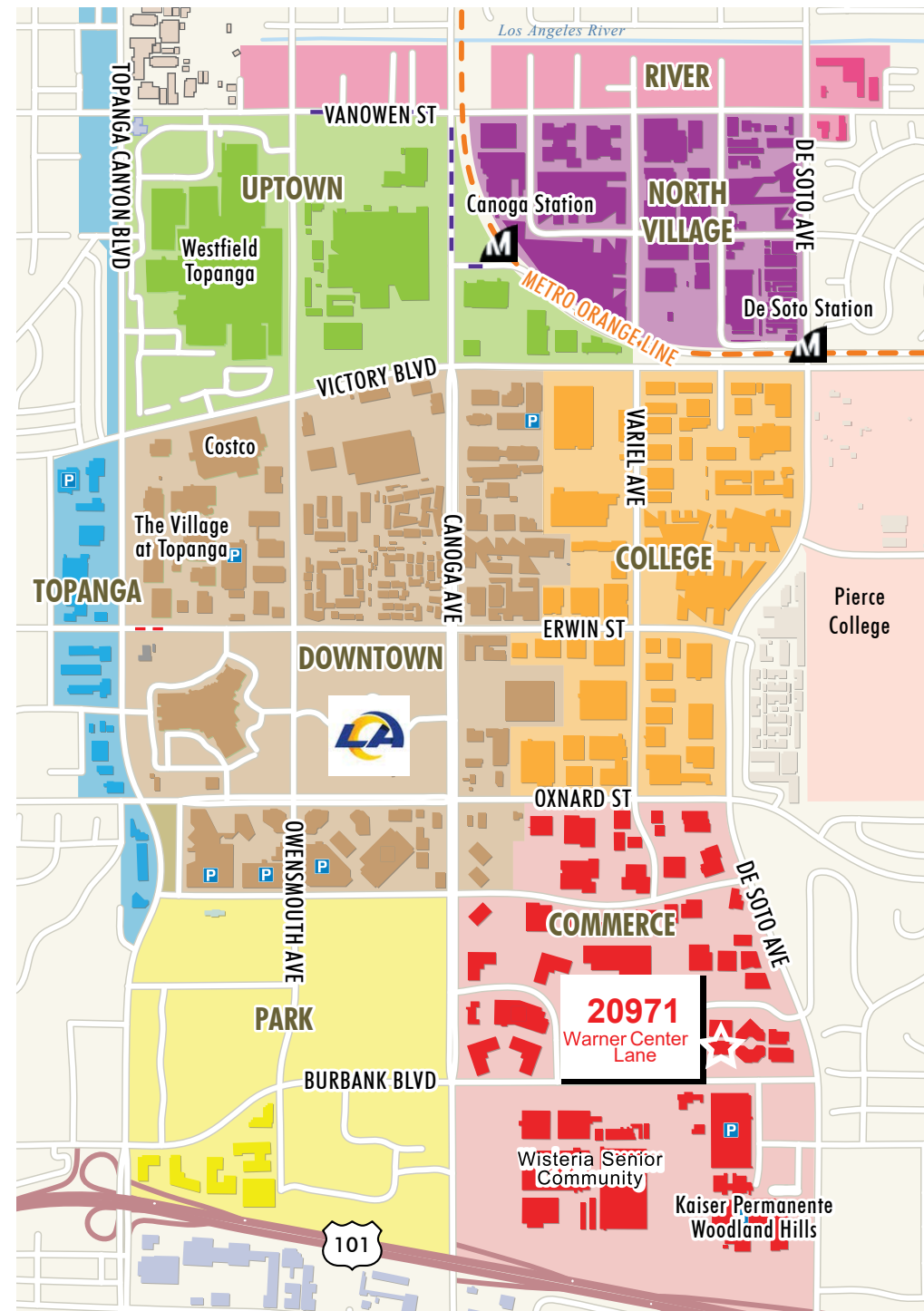
Spanning approximately 1,100 acres and bounded by the Los Angeles River, Ventura Freeway, De Soto Avenue, and Topanga Canyon Boulevard, the Warner Center is poised for sustained success and is an ideal location for commercial property investors.

COMMERCE DISTRICT

20971 Warner Center Lane is located in the Commerce District.

The Commerce District is intended to be the most “jobs-rich” district, providing flexible-employment uses such as hybrid industrial, hospital, healthcare related uses, media production and research and development and associated retail. New pathways and new streets are expected to improve pedestrian circulation within the District. The Commerce District will serve multiple modes of transit to provide complete modal networks within the plan area.

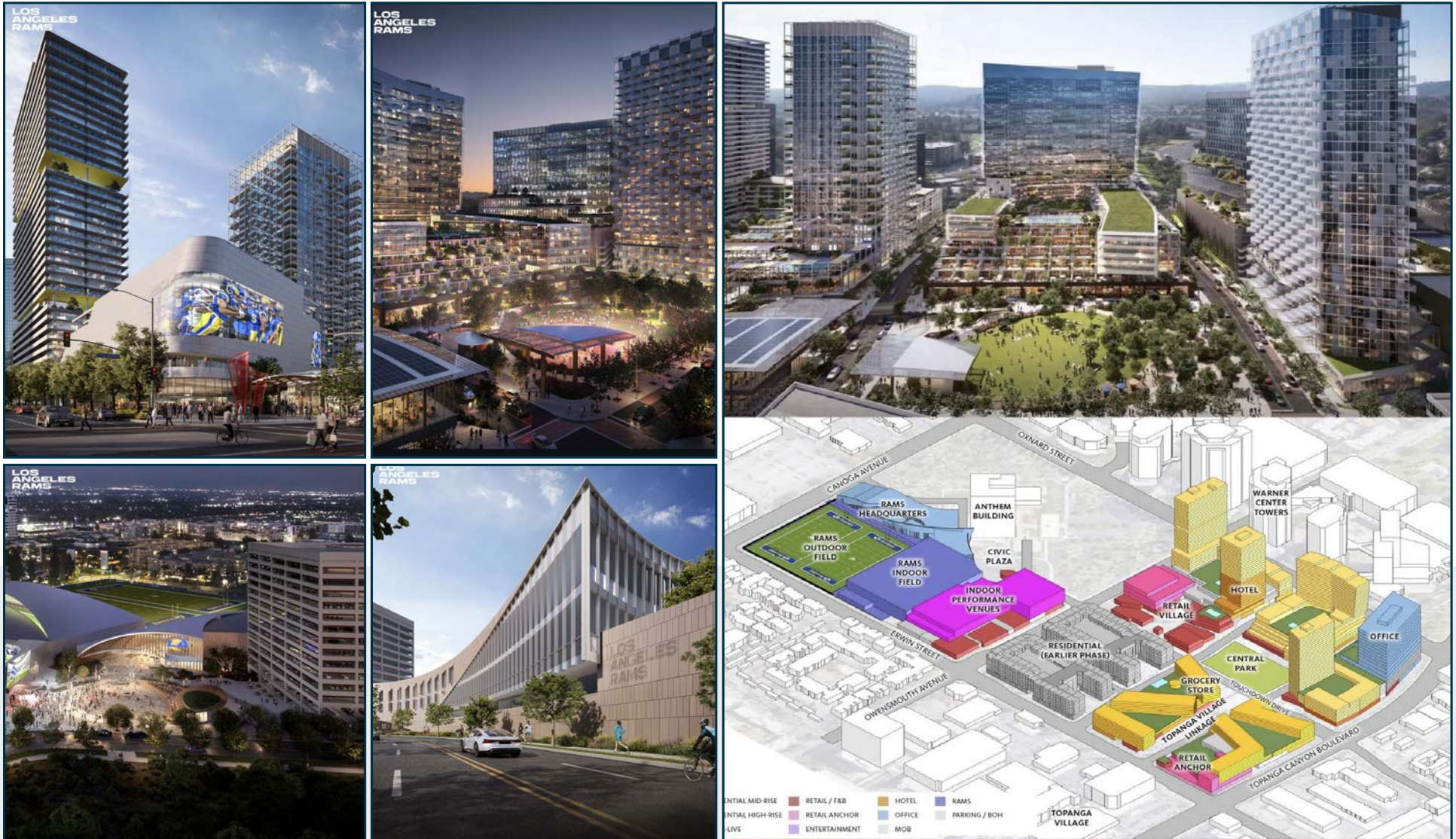
The Commerce District permits future developments to build 50/50 split of residential and commercial uses with a base maximum FAR of 4.5:1.



RAMS DEVELOPMENT



- The Kroenke Organization has unveiled ambitious plans for a 52-acre mixed-use development in Warner Center known as Rams Village at Warner Center, part of nearly 100 acres of property the organization acquired starting in 2022, including the Promenade mall and the former Anthem office building.
- Beyond the Rams' facilities, Rams Village is envisioned as a dynamic live-work-play neighborhood, offering a rich blend of residential units (including high-rise, mid-rise, and live-work styles), nearly 2 million sq ft of retail and office space, a hotel, and two performance venues (one 5,000-seat, one 2,500-seat) for concerts, awards shows, and events



HEALTHCARE EXPANSION IN THE WEST VALLEY.....

UCLA Health acquired the 260-bed West Hills Hospital in 2024, rebranding it as UCLA West Valley Medical Center. Located in West Hills, the hospital sits on a 14-acre campus and significantly expands UCLA's inpatient capacity in the San Fernando Valley. The facility features a 24/7 emergency department, ICU, surgical suites, a dedicated burn center, and advanced cardiac services—all now integrated into UCLA's broader healthcare system.

This acquisition reflects the continued growth of the healthcare sector in the West Valley, driven by rising demand for regional medical services and access to specialty care. Properties in Warner Center—especially those suitable for medical conversion—are well-positioned to meet this demand. The growth of the healthcare services in the West Valley makes 20971 Warner Center Lane a compelling opportunity for medical office users seeking alignment with the expanding healthcare corridor.

Located just south of 20971 Warner Center Lane, **Kaiser Permanente** has significantly expanded its presence in the West San Fernando Valley, reinforcing Woodland Hills as a key regional healthcare hub. The Woodland Hills Medical Center recently underwent a major modernization, adding a five-story, 276,000-square-foot expansion that includes a larger emergency department, additional operating rooms, and upgraded patient facilities.



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WARNER CENTER CORPORATE PARK



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AMENITIES AERIAL



THE VILLAGE

- COSTCO WHOLESALE**
- Il Fornaio* CUCINA ITALIANA
- LARSEN'S RESTAURANTS**
- Crate&Barrel
- JOEY RESTAURANTS**
- SAINT & SECOND
- Katsu-ya*

WESTFIELD TOPANGA MALL

- TARGET**
- macy's**
- NORDSTROM**
- AMC THEATRES**
- EB** BALenciAGA
- HERMÈS PARIS**
- STK**
- VERSACE**
- LV** LOUIS VUITTON
- BURBERRY**
- Topanga Social*
- Cartier**
- PRADA**
- Neiman Marcus*
- BVLGARI**
- FERRAGAMO**
- GUCCI**
- Apple Store**

RAMS VILLAGE

Ram's HQ & Training Facility, Residential, Office, Retail & Entertainment Venue

20971 Warner Center Lane
Woodland Hills, CA

WISTERIA SENIOR LIVING

KAISER PERMANENTE

PIERCE COLLEGE

TOPANGA CANYON BLVD

OWENS MOUTH AVE

CANOGA AVE

BURBANK BLVD

DE SOTO AVE

US 101 VENTURA FWY/US-101

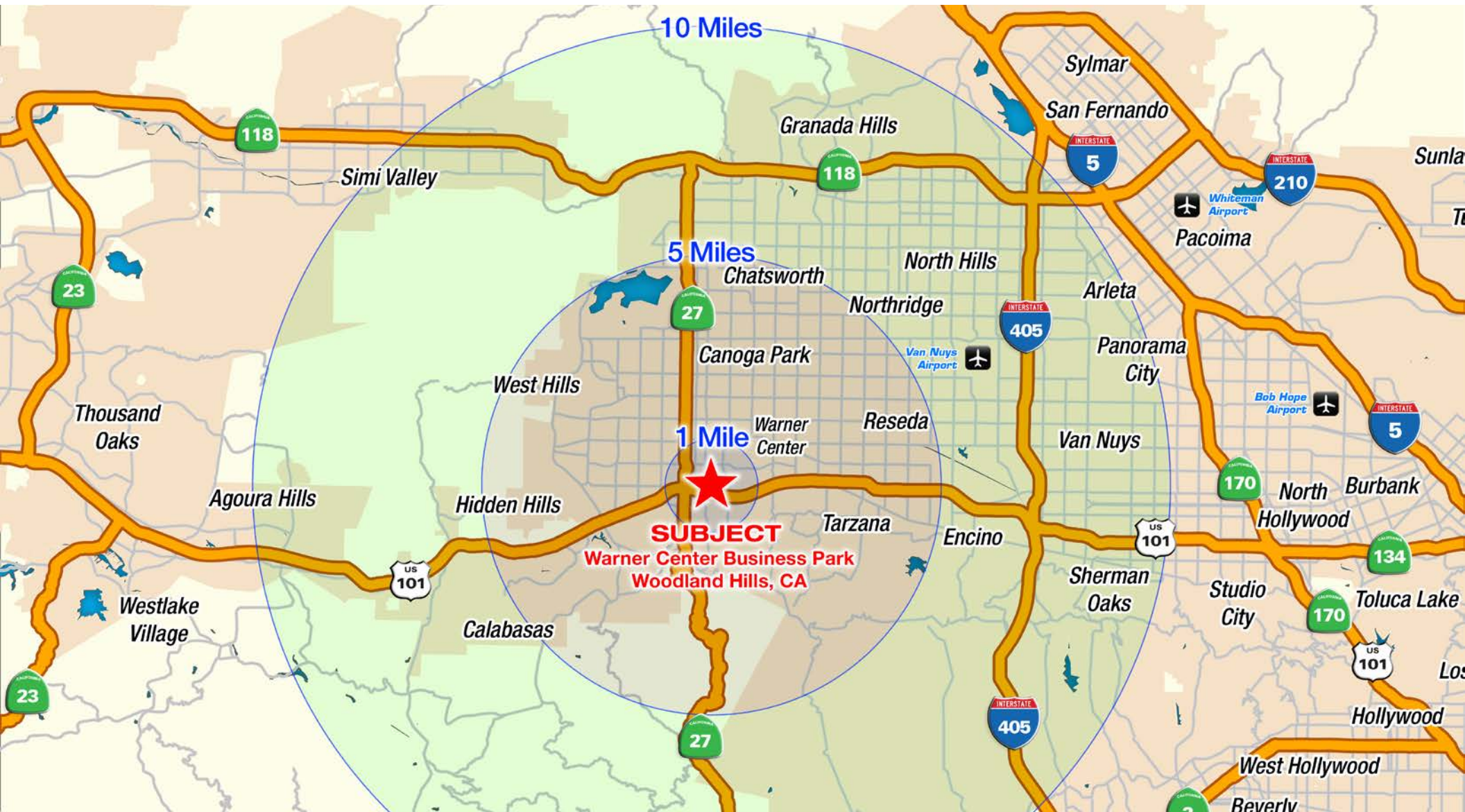
VENTURA BLVD

ERWIN ST

OXNARD ST

VICTORY BLVD

LOCATOR MAP



OWN VS LEASE ANALYSIS

OWN

PURCHASE ASSUMPTIONS		PER SF
SIZE		18,990 SF
PURCHASE PRICE	\$347.55	\$6,600,000
TOTAL PURCHASE COSTS		\$6,600,000

START-UP COSTS	
10% DOWN PAYMENT	\$660,000
ESTIMATED FEES & REPORTS	\$39,000
TOTAL OUT-OF-POCKET COSTS	\$699,000

MONTHLY COSTS		PER SF
MORTGAGE PAYMENT	\$1.95	\$36,972
OPEX/PROPERTY TAX/ASSOCIATION COST	\$1.00	\$18,990
TOTAL MONTHLY COSTS		\$55,962

MONTHLY OWNERSHIP BENEFITS		
DEPRECIATION DEDUCTION	\$2,962	
PRINCIPAL PAYDOWN (EQUITY)	\$10,914	
MORTGAGE INTEREST DEDUCTION	\$5,461	
OPEX DEDUCTION	\$1,121	
INTEREST ON START-UP COST	-\$1,193	
TOTAL OWNERSHIP BENEFITS	\$19,264	
EFFECTIVE MONTHLY COST	\$1.21	\$22,991
APPRECIATION BENEFIT (1.5%)	0.43	\$8,250
NET COST (AFTER OWN BENEFITS)	\$0.78	\$14,741

LEASE

LEASE ASSUMPTIONS	
SIZE	18,990 SF
LEASE RATE (MG)	\$2.50
STARTING MONTHLY RENT	\$47,475
ENDING RENT (3% ANNUAL INCREASES)	\$56,688

START-UP COSTS	
PREPAID RENT/SECURITY DEPOSIT	\$104,163
TOTAL OUT-OF-POCKET COSTS	\$104,163

MONTHLY COSTS		PER SF
LEASE PAYMENT	\$2.50	\$47,475
UTILITIES AND JANITORIAL	\$0.40	\$7,596
TOTAL MONTHLY COSTS		\$55,071

MONTHLY OWNERSHIP BENEFITS		
DEPRECIATION DEDUCTION	N/A	
PRINCIPAL PAYDOWN (EQUITY)	N/A	
RENT DEDUCTION	\$9,970	
OPEX DEDUCTION	\$1,595	
RENTAL INCOME	N/A	
TOTAL LEASE BENEFITS	\$11,565	
EFFECTIVE MONTHLY COST	\$2.29	\$43,506
APPRECIATION BENEFIT (1.5%)	N/A	
NET COST (AFTER LEASE BENEFITS)	\$2.29	\$43,506



OWNER USER FINANCING OVERVIEW

SBA 504

PURCHASE PRICE	\$6,600,000
IMPROVEMENTS	\$0
TOTAL PROJECT COSTS	<u>\$6,600,000</u>

504 LOAN

BANK LOAN	50%	\$3,300,000
SBA 504 LOAN*	40%	\$2,712,660
CASH INJECTION	10%	\$660,000
TOTAL FINANCING		<u>\$6,672,660</u>

*Includes financed SBA fee of \$69,960 & \$2,700 legal fee.

MONTHLY COSTS 504

	Amount	Rate	Payment
1ST MORTGAGE	25 yrs	5.25%	\$19,775
2ND MORTGAGE (SBA)	25 yrs	5.83%	\$17,197
TOTAL FINANCING		5.54%	<u>\$36,972</u>

COLLATERAL REQUIREMENTS 504

- 1ST MORTGAGE ON SUBJECT PROPERTY
- 2ND MORTGAGE ON SUBJECT PROPERTY

Additional collateral may be required if appraised value is lower than purchase price.

FEES & OUT OF POCKET EXPENSES 504*

SBA GUARANTEED LOAN AMOUNT	100.00%	\$2,640,000
SBA FEE 504 LOAN (FINANCED)	2.65%	\$72,660
BANK FEE 1ST LOAN	1.00%	\$33,000
CASH DOWN PAYMENT	10.00%	\$660,000
TOTAL OUT OF POCKET EXPENSES		<u>\$693,000</u>

DEBT & FINANCE CONTACT

DIANA HALLAL
 DIANA@DHFINANCING.COM
 949.300.5555
 BRE #02013225



**FOR MORE INFORMATION
PLEASE CONTACT:**

JAY RUBIN

Principal

818.223.4385

jrubin@lee-re.com

DRE #01320005

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Principal

818.444.4919

ekim@lee-re.com

DRE #01521416



COMMERCIAL REAL ESTATE SERVICES

Lee & Associates®-LA North/Ventura, Inc.

Corporate ID #01191898

A Member of the Lee & Associates Group of Companies

5707 Corsa Avenue, Suite 200, Westlake Village, CA 91362

818.223.4388 Main | 818.591.1450 Fax

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