

Marcus & Millichap
LAAA TEAM

CONFIDENTIAL BROKER OPINION OF VALUE

4411 N Ensign Ave

North Hollywood, CA 91602

4

UNITS

3,764

SQUARE FEET

1951

YEAR BUILT

0.15

ACRES



Glen Scher

Senior Managing Director Investments



Filip Niculete

Senior Managing Director Investments

Prepared Exclusively for Rachel Jacobs

June 2026

Team Track Record

LA APARTMENT ADVISORS AT MARCUS & MILLICHAP

LAAA Team of Marcus & Millichap
Expertise, Execution, Excellence.

465

CLOSED TRANSACTIONS

\$1.47B

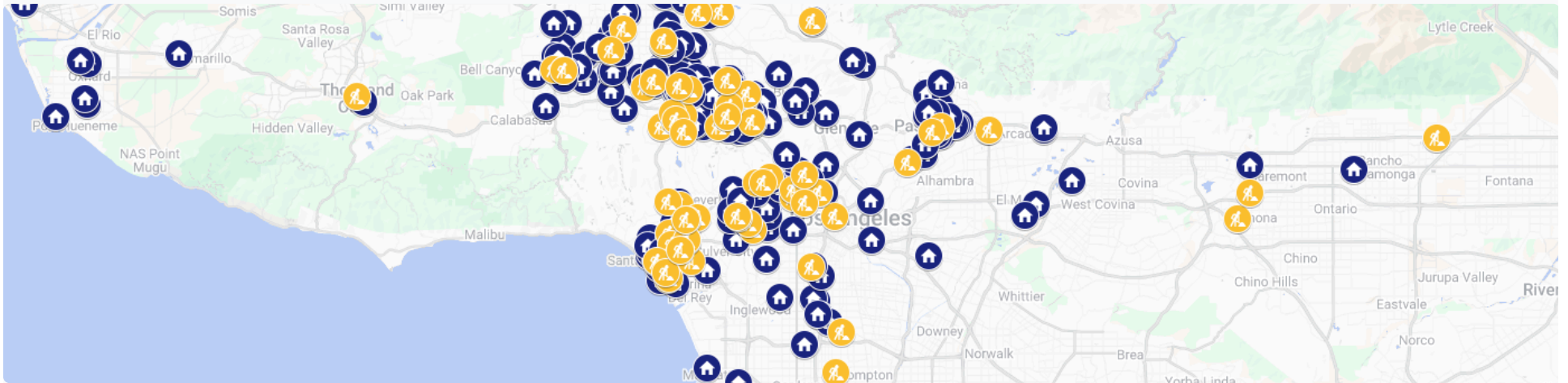
TOTAL SALES VOLUME

5,000+

UNITS SOLD

34

MEDIAN DOM



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

The LAAA Team at Marcus & Millichap is one of the most active multifamily brokerage teams in Los Angeles, with 465 closings and more than \$1.47B in sales volume across the LA metro.

That activity is concentrated in exactly this product and this geography. Two weeks before this opinion of value, the LAAA Team closed 2907 W Riverside Drive - a four-unit Media District property one freeway exit east - after resetting a canceled escrow and running a competitive multiple-offer process. We know the buyers for a Greater Toluca Lake 4-plex by name, because we just finished calling them.

Our Team

#1 Most Active Multifamily Sales Team in LA County

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



Glen Scher

SENIOR MANAGING DIRECTOR INVESTMENTS

Glen Scher is one of the top multifamily brokers in Los Angeles, with over 450 transactions and \$1.4 billion in closed sales across LA, Ventura, and Santa Barbara counties. A UC Santa Barbara Economics graduate and former Division I golfer (Big West Golfer of the Year), he joined Marcus & Millichap in 2014, earned the San Fernando Valley Business Journal's Rookie of the Year award in 2016, and co-founded the LAAA Team with Filip Niculete in 2019.



Filip Niculete

SENIOR MANAGING DIRECTOR INVESTMENTS

Filip Niculete is one of Southern California's top commercial real estate brokers and co-founder of the LAAA Team. Born in Romania and raised in the San Fernando Valley, he studied Finance at San Diego State University and began his career at Marcus & Millichap in 2011. Known for execution, integrity, and relentless work ethic, Filip and the LAAA Team have closed over \$1.4 billion in transactions and consistently lead the market in inventory.



Aida Memary Scher

ASSOCIATE



Morgan Wetmore

ASSOCIATE



Luka Leader

ASSOCIATE



Logan Ward

ASSOCIATE



Alexandro Tapia

ASSOCIATE



Blake Lewitt

ASSOCIATE



Mike Palade

ASSOCIATE



Tony H. Dang

ASSOCIATE

KEY ACHIEVEMENTS

- **Chairman's Club** - a top-tier annual honor at Marcus & Millichap
- **National Achievement Award** - Consistent top national performer
- **CoStar #1 Team** - Most active multifamily sales team in LA County
- **500+ Transactions** - Over \$1.6 billion in career sales volume
- **34-Day Median DOM** - Properties sell faster than market average

AS FEATURED IN [BISNOW](#) [YAHOO FINANCE](#) [CONNECT CRE](#) [SFVBJ](#) [THE PINNACLE LIST](#)

Our Marketing Approach & Results

DATA-DRIVEN MARKETING + PROVEN PERFORMANCE

30K+

TARGETED EMAILS

10K+

LISTING VIEWS

3.7

AVG OFFERS / LISTING

18

AVG DAYS TO ESCROW

"We are PROACTIVE marketers, not reactive. Every listing gets a custom campaign designed to maximize exposure, create urgency, and drive competitive offers."

Direct Phone Outreach

- 500+ targeted calls per listing
- Focus: active buyers in submarket
- Personal follow-up within 48 hours

Email Campaigns

- 30,000+ qualified investor contacts
- Segmented by geography and deal size
- Multi-touch drip campaigns

Online Platforms

- MarcusMillichap.com, CoStar, Crexi
- LoopNet, CREXi, Ten-X
- Custom property websites

Additional Channels

- Office-wide agent blast (100+ agents)
- Industry networking events
- Strategic broker co-marketing

97.6%

AVG SP/LP RATIO

21%

SOLD ABOVE ASK

10

AVG DAY CONTINGENCY

61%

1031 EXCHANGE BUYERS

Pricing Accuracy

- 97.6% average sale-to-list ratio
- 21% of listings sold above asking
- Data-driven comp analysis

Marketing Speed

- 18 average days to accepted offer
- 34-day median days on market
- Strategic pricing drives urgency

Contract Strength

- 10-day average contingency period
- Pre-qualified buyer verification
- Streamlined due diligence process
- 98% close rate on accepted offers

Exchange Expertise

- 61% of buyers are 1031 exchangers
- Dedicated exchange buyer database
- Timeline management expertise
- 85% higher cash flow for exchangers

ADVERTISED ON CREXI COSTAR LOOPNET ZILLOW REALTOR M&M APARTMENTS.COM REDFIN TEN-X

Investment Overview

GREATER TOLUCA LAKE - 4411 N ENSIGN AVE

4

UNITS

3,764

SQUARE FEET

0.15

LOT ACRES

1951

YEAR BUILT

The LAA Team is proud to present 4411 N Ensign Ave, a four-unit multifamily property in the coveted 91602 pocket south of Riverside Drive, where North Hollywood borders Toluca Lake. Built in 1951 as two buildings totaling 3,764 SF on a 6,695 SF R3 lot, the property pairs two 2-bedroom units with two 1-bedroom units and includes two detached 2-car garages at the rear - one parking space for every unit, a rarity for the vintage.

The units live like small homes: hardwood floors, crown moldings, formal dining rooms, generous bedrooms, and private entrances. An on-site community laundry room serves all four units, and the ownership has handled the unglamorous work that protects a buyer - the water main has been replaced along with the supply plumbing to the laundry building, the property carries original Certificates of Occupancy on file, and the city shows zero code enforcement cases. In-place rents sit meaningfully below the achieved rents in the immediate pocket, giving the next owner a clear path to higher income through natural turnover.

Demand here is anchored by the entertainment economy: Universal Studios is 1.5 miles away, Warner Bros 1.8 miles, and Walt Disney Studios 2.7 miles, and the pocket's \$1.2M median home price keeps that workforce renting. Supply is structurally constrained - quiet streets of single-family homes and small 1950s multifamily with almost nothing new built - and the last two 4-unit sales in the area both closed at or above asking. For a buyer seeking a durable asset with built-in growth, this is the profile that rarely trades.



Investment Highlights

- **We Sold the Featured Comp** - The LAA Team closed 2907 W Riverside Drive, a Burbank Media District 4-plex, in May 2026 - direct, current pricing intelligence and an active buyer list for exactly this product.
- **22% Rent Upside Through Turnover** - In-place rents average well below achieved rents in the immediate pocket; the pro forma is supported by live asking rents at the property itself and comparable buildings nearby.
- **Two Detached 2-Car Garages with ADU Upside** - Detached rear garages offer potential ADU conversion upside, and every unit enjoys dedicated parking in the meantime.
- **R3 Zoning on a 6,695 SF Lot** - Zoned R3-1, supporting up to 8 units by right for a long-horizon owner (subject to the parcel's Housing Element replacement requirements).
- **Toluca Lake Adjacent, Walk Score 81** - Two blocks from the Riverside Drive corridor in the Greater Toluca Lake submarket, with the village, the NoHo Arts District, and three major studios all within roughly 2 miles.
- **Clean Regulatory File** - Certificates of Occupancy on file for both buildings, no code enforcement cases, and no soft-story retrofit orders on record.

Location Overview

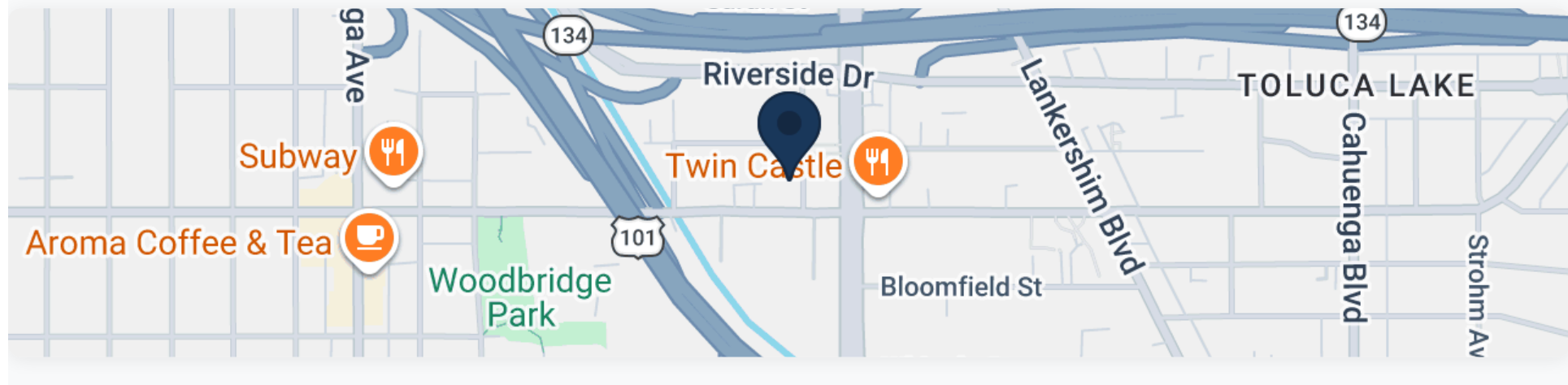
GREATER TOLUCA LAKE - CA 91602

The property sits in the 91602 pocket south of Riverside Drive, a quiet residential enclave of North Hollywood bordering Toluca Lake within the Greater Toluca Lake submarket. The blocks here mix well-kept single-family homes with small mid-century multifamily, and the zip's \$1.2M median sale price reflects a neighborhood premium over NoHo proper. It is the kind of street where tenants stay.

The renter base is anchored by the eastern San Fernando Valley's entertainment employment core: Universal Studios 1.5 miles, Warner Bros 1.8 miles, and Walt Disney Studios 2.7 miles. Commuters reach the 101, 134, and 170 within about a mile at the Hollywood Split, and the Metro B Line at Universal/Studio City Station is under a mile south. The Riverside Drive corridor is two blocks away, with the shops and restaurants of Toluca Lake village and the NoHo Arts District each roughly one mile out, and Walter Reed Middle School - one of LAUSD's strongest draws - nearby.

The area's trajectory is investment-heavy: Universal's multi-decade Evolution Plan, Warner Bros' reopened Ranch Lot stages (March 2026), District NoHo's roughly 1,500 units rising at the North Hollywood Metro station, and NoHo West's retail anchor a short drive north. Against that demand picture, the immediate pocket adds almost no new small-multifamily supply, which is exactly the imbalance that has kept achieved rents climbing and vacancy structurally low.

LOCATION DETAILS	
Walk Score	81 - Very Walkable
Transit Score / Bike Score	46 / 74
Nearest Rail	Metro B Line, Universal/Studio City Station - 0.9 mi
Freeway Access	101 / 134 / 170 at the Hollywood Split - approx. 1 mi
Major Employers	Universal Studios 1.5 mi Warner Bros 1.8 mi Disney 2.7 mi
Toluca Lake Village	1.1 mi - Riverside Dr shops and restaurants
Grocery	Trader Joe's (NoHo West area) - 1.1 mi
Parks	Woodbridge Park, Weddington Park, North Hollywood Park
Schools	Walter Reed Middle, North Hollywood High



Property Details

4411 N ENSIGN AVE, NORTH HOLLYWOOD, CA 91602

PROPERTY OVERVIEW		SITE & ZONING	
Address	4411 N Ensign Ave, North Hollywood, CA 91602	Lot Size	6,695 SF (0.15 acres)
APN	2423-012-021	Zoning	R3-1-RIO
Year Built	1951	General Plan	Medium Residential
Units	4 (2 × 2bd/1ba, 2 × 1bd/1ba)	Community Plan	Sherman Oaks - Studio City - Toluca Lake - Cahuenga Pass
Building SF	3,764 (assessor)	By-Right Density	Up to 8 units (R3, 1 per 800 SF lot area)
Average Unit SF	approx. 941	Parking	4 garage spaces (two detached 2-car garages, auto openers)
Buildings	2, plus two detached 2-car garages		
Construction	Wood frame		
BUILDING SYSTEMS & CAPITAL IMPROVEMENTS		REGULATORY & COMPLIANCE	
Plumbing	Water main replaced; supply line to laundry building replaced (per ownership)	Rent Control	City of LA RSO (ZIMAS verified)
Roof	Original-era; reported serviceable by ownership (buyer to verify in DD)	Just Cause	Governed by RSO provisions
Cooling	Unit A/C (wall/window)	Soft-Story Retrofit	No retrofit orders or permits on record
Laundry	Common laundry room; machines under third-party lease	Code Enforcement	No open or closed cases (verified June 2026)
Garages	Two detached 2-car structures at rear alley	Housing Element	Parcel listed on the Housing Element sites inventory; unit replacement applies to redevelopment
Certificates of Occupancy	On file for both buildings (LADBS, 1951)		

Buyer Profile & Anticipated Objections

TARGET INVESTORS & DATA-BACKED RESPONSES

Target Buyer Profile

1031 Exchange Buyer

Needs a stable, fully occupied asset with clean title and a definable upside story inside a tight identification window - this property checks every box.

First-Time Apartment Investor

The pocket's most recent comparable sale went to a local first-time investor; a 4-plex with garages near the studios is the classic entry asset.

Long-Term Family Capital

Greater Toluca Lake small multifamily almost never trades; durable tenancy and land-banked R3 zoning reward patient ownership.

Value-Add Operator

Turnover-driven rent growth plus garage ADU potential offer two distinct levers without major capital exposure.

Few assets combine Toluca Lake adjacency, dedicated garage parking, verifiable rent upside, and R3 land value in a single 4-unit package - and fewer still come to market at all.

Anticipated Buyer Objections

"The property is under LA RSO. Doesn't that cap the upside?"

The upside here is turnover-based, which RSO permits in full - each unit re-leases at market on vacancy. In-place income is already strong for the vintage, and the pro forma rents are supported by live asking rents at the property itself and at the remodeled building across the street.

"Nearby RSO fourplexes traded around \$300,000 to \$342,500 per unit. Why is this priced higher?"

Those sales carried materially weaker income - between \$51,564 and \$88,344 in annual scheduled income against this property's \$101,067 - and each came with baggage: a vacancy at closing, a trust sale with concessions, or legal-nonconforming R1 zoning. The two most recent area prints, \$397,500 per unit in May 2026 (an LAAA sale) and \$512,500 per unit for a vacant-delivery trophy on Forman Ave, define the current market.

"The price per square foot looks high against 10923 Moorpark at \$386 per SF."

Price per SF is a product of unit size, not value - 10923 Moorpark averages 1,101 SF per unit against this property's 941, and larger units always dilute \$/SF. At \$423.75 per SF the subject sits at the median of the verified comp set, and on the institutional metric, price per unit, it is priced below that same Moorpark sale.

"What should I expect from 1951 systems?"

The water main and the supply plumbing to the laundry building have been replaced, the city file is clean - Certificates of Occupancy on record, zero code enforcement cases, no soft-story orders - and the roof is reported serviceable by ownership. Standard physical due diligence is welcomed.



Comparable Sales

CLOSED MULTIFAMILY TRANSACTIONS



#	ADDRESS	UNITS	YEAR	SF	PRICE	\$/UNIT	\$/SF	CAP	GRM	DATE	DOM
1	2907 W Riverside Dr, Burbank LAAA TEAM	4	1942	3,023	\$1,590,000	\$397,500	\$525.97	4.37%	14.9x	05/2026	--
2	10717 Bloomfield St, North Hollywood	4	1962	3,224	\$1,370,000	\$342,500	\$424.94	3.34%	15.5x	08/2025	43
3	10923 Moorpark St, North Hollywood	4	1981	4,404	\$1,700,000	\$425,000	\$386.01	4.23%	16.3x	09/2025	20
4	10458 Riverside Dr, Toluca Lake	4	1952	3,068	\$1,270,000	\$317,500	\$413.95	3.42%	21.2x	10/2025	113
5	10454 Moorpark St, Toluca Lake	4	1941	2,776	\$1,200,000	\$300,000	\$432.28	--	14.9x	08/2025	31
6	4441 Forman Ave, Toluca Lake	4	1948	4,166	\$2,050,000	\$512,500	\$492.08	--	--	05/2026	5
Average					\$1,530,000	\$382,500	\$446	3.84%	16.6x		42
Median					\$1,480,000	\$370,000	\$429	3.83%	15.5x		31
Tier 1 Average						\$370,000	\$475	3.85%	15.2x		

2907 W Riverside Drive, Burbank (LAAA Team Sale) - Four units, built 1942, closed May 27, 2026 for \$1,590,000 - \$397,500 per unit, a 4.37% cap and 14.88 GRM on 3,023 SF. The LAAA Team ran this listing start to finish: when the first buyer attempted a re-trade we advised the sellers to cancel, relaunched in April, and closed a competitive multiple-offer process. The property carried three 1-bedroom units and one 2-bedroom with rents roughly 17% below market. Adjusting 10% for Burbank's lighter AB 1482 regime versus the subject's RSO implies \$357,750 per unit of support, and the subject's heavier 2-bedroom mix and larger units argue above that floor.

10717 Bloomfield St, North Hollywood - Four 2-bedroom units, built 1962, sold August 2025 for \$1,370,000 - \$342,500 per unit, \$424.94 per SF, a verified 3.34% cap and 15.51 GRM. This is the cleanest direct match: same zip, same RSO status, similar scale. Its scheduled income of \$88,344 ran 13% below the subject's \$101,067, which is precisely why its unadjusted per-unit print reads as a floor rather than a target; on income-normalized measures (GRM and \$/SF) it supports the subject's pricing directly.

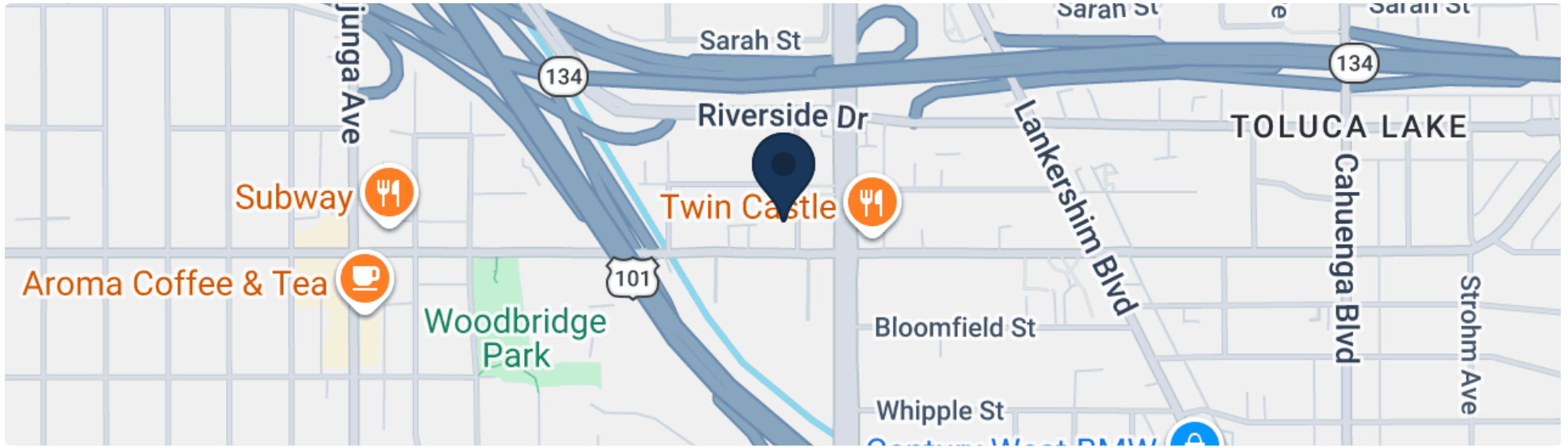
10923 Moorpark St, North Hollywood - Four units, built 1981, sold September 2025 for \$1,700,000 - \$425,000 per unit. A remodeled townhouse-style building outside RSO (AB 1482 applies), it establishes the pocket's premium tier. Adjusting 10% for rent control status and 5% for vintage implies roughly \$363,000 per unit for the subject - above the subject's RSO comp floor and consistent with its positioning.

10458 Riverside Dr, Toluca Lake - Four units, built 1952, sold October 2025 for \$1,270,000 - \$317,500 per unit. A trust sale with seller concessions and rents averaging just \$1,245 per unit, 41% below the subject's in-place income. It marks the deep value-add floor of the market, not a pricing ceiling for stabilized product.

10454 Moorpark St, Toluca Lake - Four units, built 1941, sold August 2025 for \$1,200,000 - \$300,000 per unit on legal-nonconforming R1 zoning, with a garage-conversion studio renting at \$532 and a vacancy at closing. The lowest print in the set, and the most heavily encumbered.

Rent Comparables

ACTIVE RENTAL LISTINGS IN SUBMARKET



#	ADDRESS	TYPE	SF	RENT	\$/SF	SOURCE
1	4411 Ensign Ave (subject unit)	1bd/1ba	700	\$2,000	\$2.86	Apartments.com (live)
2	4444 Ensign Ave	1bd/1ba	--	\$2,098	--	Westside Habitats
3	11495 Riverside Dr	1bd	--	\$2,150	--	RentCafe
4	4411 Ensign Ave (subject unit)	2bd/1ba	900	\$2,750	\$3.06	Zillow
5	10711 Woodbridge St	2bd	--	\$2,975	--	Apartments.com
6	10620 Whipple St	2bd	--	\$3,295	--	Apartments.com
7	11321 Moorpark St	2bd	--	\$3,145	--	RentCafe

Financial Analysis

INVESTMENT UNDERWRITING

Unit Mix & Rent Roll

UNIT	TYPE	SF	CURRENT RENT	RENT/SF	MARKET RENT	MARKET/SF
1	2 Bed / 1 Bath	950	\$2,600	\$2.74	\$2,850	\$3.00
2	2 Bed / 1 Bath	950	\$1,626	\$1.71	\$2,850	\$3.00
3	1 Bed / 1 Bath	700	\$1,990	\$2.84	\$2,295	\$3.28
4	1 Bed / 1 Bath	700	\$2,206	\$3.15	\$2,295	\$3.28
Total	4 Units	3,300	\$8,422	\$2.55	\$10,290	\$3.12

Operating Statement

INCOME	ANNUAL	PER UNIT	\$/SF	% EGI
Gross Scheduled Rent	\$101,067	\$25,267	\$26.85	-
Less: Vacancy (0%)	\$(0)	\$(0)	\$(0.00)	-
Effective Gross Income	\$101,067	\$25,267	\$26.85	100.0%

EXPENSES	ANNUAL	PER UNIT	\$/SF	% EGI
Real Estate Taxes ^[1]	\$19,938	\$4,984	\$5.30	19.7%
Insurance	\$4,050	\$1,012	\$1.08	4.0%
Utilities - Electric ^[2]	\$240	\$60	\$0.06	0.2%
Utilities - Water & Sewer ^[3]	\$6,000	\$1,500	\$1.59	5.9%
Repairs & Maintenance	\$3,500	\$875	\$0.93	3.5%
Contract Services	\$2,500	\$625	\$0.66	2.5%
Total Expenses	\$36,228	\$9,057	\$9.62	35.8%
Net Operating Income	\$64,839	\$16,210	\$17.23	64.2%

Notes to Operating Statement

[1] Real Estate Taxes: Buyer Year 1 tax at the recommended list price (\$1,595,000 × 1.25%).

[2] Utilities - Electric: common areas only; units separately metered.

[3] Tenants pay their own trash service; owner pays water and minimal common-area utilities.

SUMMARY

OPERATING DATA	
Price	\$1,595,000
Down Payment (30%)	\$478,500
Number of Units	4
Price / Unit	\$398,750
Price / SF	\$424
Gross SF	3,764
Lot Size	6,695 SF (0.15 ac)
Year Built	1951

RETURNS	CURRENT	PRO FORMA
Cap Rate	4.07%	5.47%
GRM	15.78x	12.92x
Cash-on-Cash	-3.69%	0.99%
DSCR	0.79x	1.06x

FINANCING	
Loan Amount	\$1,116,500
Loan Type	Fixed
Interest Rate	6.25%
Amortization	30 Years
Loan Constant	7.39%
LTV (LTV)	70.0%
DSCR	0.79x

INCOME	CURRENT	PRO FORMA
GSR	\$101,067	\$123,480
Vacancy (0%)	\$(0)	\$(0)
Other Income	\$0	\$0
EGI	\$101,067	\$123,480

CASH FLOW	CURRENT	PRO FORMA
NOI	\$64,839	\$87,252
Debt Service	\$(82,494)	\$(82,494)
Net Cash Flow	\$-17,655	\$4,758
CoC Return	-3.69%	0.99%
Principal Reduction	\$13,083	\$13,083
Total Return	-0.96%	3.73%

EXPENSES	
Real Estate Taxes	\$19,938
Insurance	\$4,050
Utilities - Electric	\$240
Utilities - Water & Sewer	\$6,000
Repairs & Maintenance	\$3,500
Contract Services	\$2,500
Total Expenses	\$36,228

SUGGESTED LIST PRICE

\$1,595,000

\$398,750

PRICE / UNIT

\$424

PRICE / SF

4.07%

CURRENT CAP RATE

15.78x

CURRENT GRM

Pricing Matrix

PURCHASE PRICE	CURRENT CAP	PRO FORMA CAP	CASH-ON-CASH	\$/SF	\$/UNIT	PF GRM
\$1,695,000	3.75%	5.07%	-4.73%	\$450	\$423,750	13.73x
\$1,675,000	3.81%	5.15%	-4.54%	\$445	\$418,750	13.56x
\$1,655,000	3.87%	5.23%	-4.33%	\$440	\$413,750	13.40x
\$1,635,000	3.94%	5.31%	-4.12%	\$434	\$408,750	13.24x
\$1,615,000	4.00%	5.39%	-3.91%	\$429	\$403,750	13.08x
\$1,595,000	4.07%	5.47%	-3.69%	\$424	\$398,750	12.92x
\$1,575,000	4.13%	5.56%	-3.46%	\$418	\$393,750	12.76x
\$1,555,000	4.20%	5.64%	-3.23%	\$413	\$388,750	12.59x
\$1,535,000	4.27%	5.73%	-3.00%	\$408	\$383,750	12.43x
\$1,515,000	4.35%	5.83%	-2.75%	\$402	\$378,750	12.27x
\$1,495,000	4.42%	5.92%	-2.50%	\$397	\$373,750	12.11x

A TRADE PRICE IN THE CURRENT INVESTMENT ENVIRONMENT OF

\$1,495,000 to \$1,695,000

Pricing Rationale

Our recommended list price of \$1,595,000 - \$398,750 per unit and \$423.75 per SF - is anchored by the two primary comparables: the LAAA Team's own closing at 2907 W Riverside Drive (\$397,500 per unit, May 27, 2026) and 10717 Bloomfield St (\$342,500 per unit, the direct RSO match whose scheduled income ran 13% below the subject's). Across the six verified sales, the subject's \$423.75 per SF sits at the median of the set, and its 15.78 GRM at list falls inside the verified 14.88 to 16.26 band. The property's \$101,067 of in-place scheduled income exceeds every sub-\$345,000-per-unit comparable by 13% to 41%, which is the analytical reason straight per-unit averages understate this asset.

The two most recent transactions in the pocket frame the opportunity: 2907 W Riverside at \$397,500 per unit and 4441 Forman Ave at \$512,500 per unit, a vacant-delivery trophy sale that closed over asking in five days in May 2026. Against six comparable sales spanning August 2025 to May 2026, we expect 4411 Ensign to trade between \$1,495,000 and \$1,695,000, with the list price positioned to capture the demand those two prints just demonstrated.

Assumptions & Conditions: This analysis is provided for the exclusive use of the property owner. Income, expense, and pricing figures reflect broker opinion based on sources deemed reliable but not guaranteed; buyers and sellers should verify all information independently.

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