

6424 VAN NUYS BLVD

VAN NUYS, CALIFORNIA 91401



Marcus & Millichap  
BRANDON MICHAELS  
GROUP

# 6424 VAN NUYS BLVD

VAN NUYS, CALIFORNIA 91401

EXCLUSIVELY LISTED BY

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# EXECUTIVE SUMMARY

The Brandon Michaels Group of Marcus & Millichap, as Exclusive Advisor, is pleased to present 6424 Van Nuys Boulevard, a 9,410 square foot Skechers-anchored multi-tenant retail property situated on 0.32 acres of land (14,004 SF) located on the SE signalized corner of Van Nuys Boulevard and Gilmore Street, one block north of Victory Boulevard, in the densely populated East San Fernando Valley submarket of Van Nuys, CA.

6424 Van Nuys Blvd is a two-tenant retail property currently 100% occupied by Skechers and I Love You Brunch, an authentic Mexican cuisine restaurant. Skechers, a globally recognized footwear and apparel brand founded in 1992 and headquartered in Manhattan Beach, California, is publicly traded on the New York Stock Exchange under the ticker symbol SKX. Originally focused on casual footwear, Skechers has since expanded its offerings to include athletic, performance, and work shoes, along with apparel and accessories. Known for its diverse product range and innovation in comfort technology, Skechers has shown strong investment performance reaching a record annual sales of \$8 billion in 2023 from its combined 5,267 stores worldwide.

Skechers recently exercised their five (5) year option extending their term through January 2030, showing their confidence in the location and surrounding area. The tenant occupies a 7,910 square foot street front unit with an additional 1,200 square foot mezzanine, paying \$15,732.00/month or \$1.99/SF on a modified NNN basis. The lease has a corporate guarantee in place. I Love You Brunch, formerly Grain Café, occupies a freestanding 1,500 square foot restaurant on a lease through October 2031. I Love You Brunch pays \$2,600.00/month or \$1.73/SF on a NNN lease with annual rent increases of 3% or 10% of gross sales, whichever is greater. Together the property yields \$18,332.00/month or \$1.95/SF.

The subject property benefits from outstanding visibility at the SE signalized corner of Van Nuys Boulevard and Gilmore Street with approximately 70 feet and 200 feet of frontage, respectively. Van Nuys Boulevard is the primary north-south commercial corridor with traffic counts in excess of 36,000 vehicles per day. The property benefits from eleven (11) parking spaces, a parking ratio of 1.17 spaces per 1,000 SF, accessible via Gilmore Street.

**\$3,450,000\***  
PRICE

**9,410 SF**  
BUILDING SIZE

**14,004 SF**  
LOT SIZE

**\$367**  
PRICE/SF (BUILDING)

**\$246**  
PRICE/SF (LAND)

**6.16%**  
CAP RATE

**1946**  
YEAR BUILT

**36,445 VPD**  
TRAFFIC COUNTS

**TIER 4**  
TOC

**11 SPACES; 1.17 SPACES PER 1,000**  
PARKING

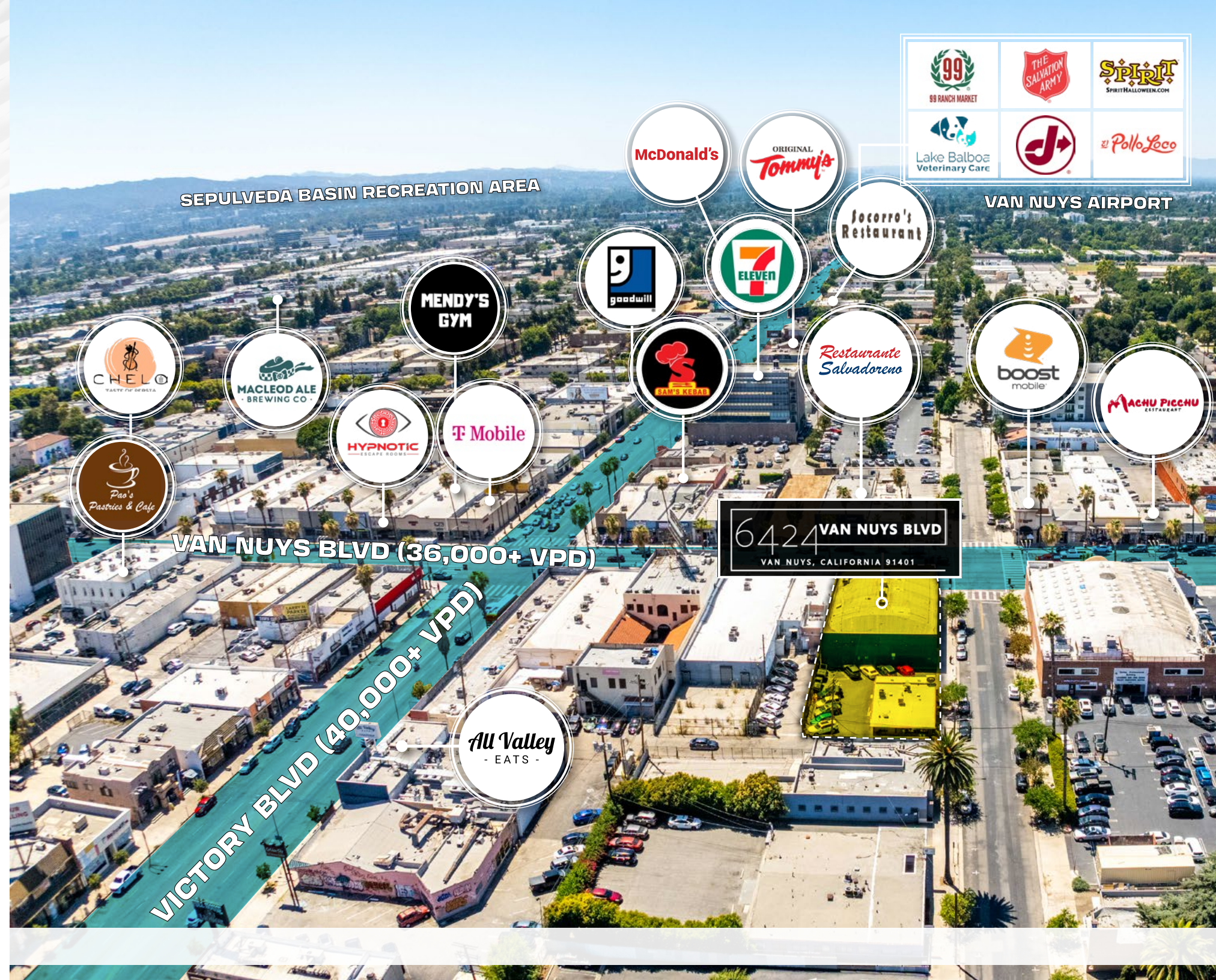
\*Skechers has Prop 13 Protection through 1/31/2030. The Seller will provide a credit at close for the amount of property taxes that will not be reimbursed by Skechers from the close of escrow to 1/31/2030.



# VAN NUYS BOULEVARD NNN MULTI-TENANT

## RETAIL HOME TO SKECHERS

- ☑ **Two-Tenant Retail Location** - 100% occupied by Skechers Outlet and I Love You Brunch, restaurant operator.
- ☑ **Stable Cash Flow** - Skechers pays \$15,732.00/month and I Love You Brunch pays \$2,600.00/month with annual rent increases of 3% or 10% of gross sales, whichever is greater.
- ☑ **Seasoned Skechers Site with Corporate Guarantee** - Skechers has successfully operated at the property since 1998, more than 26 years. The Skechers lease features a corporate guarantee from Skechers USA, Inc.
- ☑ **NNN Leases** - Both tenants are on NNN leases. Per the terms of their lease, Skechers is not responsible for the roof or reimbursement for any administrative or management fees.
- ☑ **Remaining Lease Term** - Skechers recently exercised their five (5) year option, extending their lease term through January 2030. I Love You Brunch has a lease through October 2031. Together they have an average remaining lease term of 6.36 years.



# PRIME SIGNALIZED CORNER LOCATION

## REAL ESTATE WITH EXCELLENT RETAIL FUNDAMENTALS

- ☑ **Skechers Credit** - Trading under the ticker SKX, Skechers has had strong investment performance reaching a record annual sales of \$8 billion in 2023 from is combined 5,267 stores worldwide.
- ☑ **Signalized Corner Location** - Ideally positioned at the SE signalized corner of Van Nuys Boulevard and Gilmore Street.
- ☑ **Excellent Traffic Counts** - Van Nuys Boulevard is the primary north-south commercial corridor with traffic counts in excess of 36,000 vehicles per day.
- ☑ **Surface Parking** - The property benefits from eleven (11) parking spaces, a parking ratio of 1.17 spaces per 1,000 SF, accessible via Gilmore Street.
- ☑ **Excellent Visibility and Frontage** - Outstanding visibility along Van Nuys Boulevard and Gilmore Street with approximately 70 feet and 200 feet of frontage, respectively.
- ☑ **Unit Sizes Catering to a Variety of Uses** - Skechers occupies a 7,910 square foot space, with a 1,200 square foot mezzanine, I Love You Brunch occupies a 1,500 square foot restaurant space.

# HIGH GROWTH VAN NUYS, CA SUBMARKET

## PROXIMATE TO NUMEROUS AMENITIES

- ✓ **Growing Nearby Development** - Twenty-eight (28) projects in a 1-mile radius area have delivered over 600 units to the housing stock with an additional 780 units expected to come online as late as 2025.
- ✓ **Proximate to the Metro Station** - Less than 0.5 miles from the Orange Busway station.
- ✓ **Van Nuys Boulevard Corridor** - Thriving commercial activity along Van Nuys Boulevard (just 0.7 miles east) offering numerous shops, restaurants, cafes, and small businesses.
- ✓ **Adjacent to Amenities** - The Sepulveda Basin Recreation Area, a more than 1,500-acre recreation facility, is just 3.1 miles to the west, and Van Nuys airport, just 3.6 miles northwest, averages over 300,000 takeoffs and landings annually.
- ✓ **Light Railway Project** - The highly anticipated Metro Light Rail will connect San Fernando, Pacoima, Arleta, and Panorama City via the north/south corridor of Van Nuys Boulevard by 2030 (nearest station will be 0.6 miles from 14817 Erwin St).



# DENSE IMMEDIATE POPULATION WITH

## STRONG UNDERLYING DEMOGRAPHICS

- ✓ **Dense Nearby Population** - Population of more than 50,200 people within one mile of the subject property, 309,300 people within three miles, and 704,600 people within five miles.
- ✓ **Average Household Incomes** - Immediate submarket boasts a strong average household income within one, three, and five miles is \$71,500, \$90,800, and \$98,300, respectively.
- ✓ **Median Household Incomes** - Median income within one, three, and five miles \$53,700, \$64,000, and \$70,300, respectively.
- ✓ **Household Density** - There are over 15,800 households within one mile of the subject property, and over 106,500 households within three miles.
- ✓ **High Median Home Values** - The median home value in the immediate area is \$699,100.
- ✓ **Businesses and Consumer Spending** - More than 3,400 businesses within a 1-mile radius of the property with a combined annual spending of \$446 million.

# TENANT PROFILES



## SKECHERS

[www.skechers.com](http://www.skechers.com)

Skechers, founded in 1992 and based in Manhattan Beach, California, is a global leader in footwear and apparel. Known for its diverse product range and innovative comfort technology like Memory Foam insoles, Skechers caters to various lifestyles, including casual, athletic, and workwear. The company has a strong international presence, with products available in over 170 countries through retail, online platforms, and distributors. Traded on the New York Stock Exchange under the ticker SKX, Skechers has shown consistent financial growth, making it attractive to investors. The brand's commitment to sustainability further enhances its appeal in the market.

<b>TICKER</b>	SKX
<b>PERFORMANCE</b>	\$1.049M EBITDA, T12
<b>CREDIT</b>	N/a
<b>HEADQUARTERS</b>	Manhattan Beach, CA
<b>LOCATIONS</b>	5,267
<b>EMPLOYEES</b>	17,900
<b>REVENUE</b>	\$8 Billion (2023)
<b>GUARANTOR</b>	Skechers USA, Inc.



# TENANT PROFILES



## I LOVE U BRUNCH, CA

[www.iloveubrunch.com](http://www.iloveubrunch.com)

At I Love You Brunch, indulge in a delectable fusion of flavors at Van Nuy's new favorite brunch spot, where vibrant tastes of Mexican cuisine are celebrated. From savory chilaquiles to sweet Oreo and banana smoothies, I Love You Brunch offers a variety of authentic Mexican cuisine inspired options, blending traditional Mexican dishes with a modern twist. I Love U Brunch has only 1 location, but the operator of the business has 4 other restaurants in LA, Culver City, Long Beach, and Redondo Beach.



<b>TICKER</b>	Private
<b>CREDIT</b>	N/A
<b>HEADQUARTERS</b>	Van Nuys, CA
<b>LOCATIONS</b>	1
<b>GUARANTOR</b>	Personal; 5 Unit Operator

# EXTERIOR RENOVATIONS



# EXTERIOR RENOVATIONS





# VAN NUYS, CALIFORNIA

Van Nuys is a diverse and vibrant neighborhood located in the San Fernando Valley of Los Angeles, offering a mix of cultural influences, convenient amenities, and a range of housing options.

Van Nuys is a neighborhood located in the San Fernando Valley region of Los Angeles, California. It is one of the most populous areas in the valley, a roughly 110,000 population, and offers a diverse and vibrant urban atmosphere. Van Nuys is situated in the central part of the San Fernando Valley, bordered by Panorama City to the north, North Hollywood to the east, Sherman Oaks and Studio City to the south, and Lake Balboa to the west.

Van Nuys enjoys access to good transportation connectivity with major thoroughfares, including the 405 and 101 freeways, making it relatively easy to access other parts of Los Angeles. Beside major highways, the area is also serviced by public transit, most notably, the Orange Busway, with several stops throughout Van Nuys. Passengers can enjoy access as far west as Chatsworth and east to the Metro Red line. 6424 Van Nuys Boulevard sits just 0.5 miles away from the nearest busway station. By 2030, Van Nuys and the subject property will enjoy easy access to the East San Fernando Valley Light Rail, a new segment of high-speed rail that will connect the communities of San Fernando, Pacoima, Arleta, and Panorama City to the Metro Orange Line and the rest of the Los Angeles metro transit.

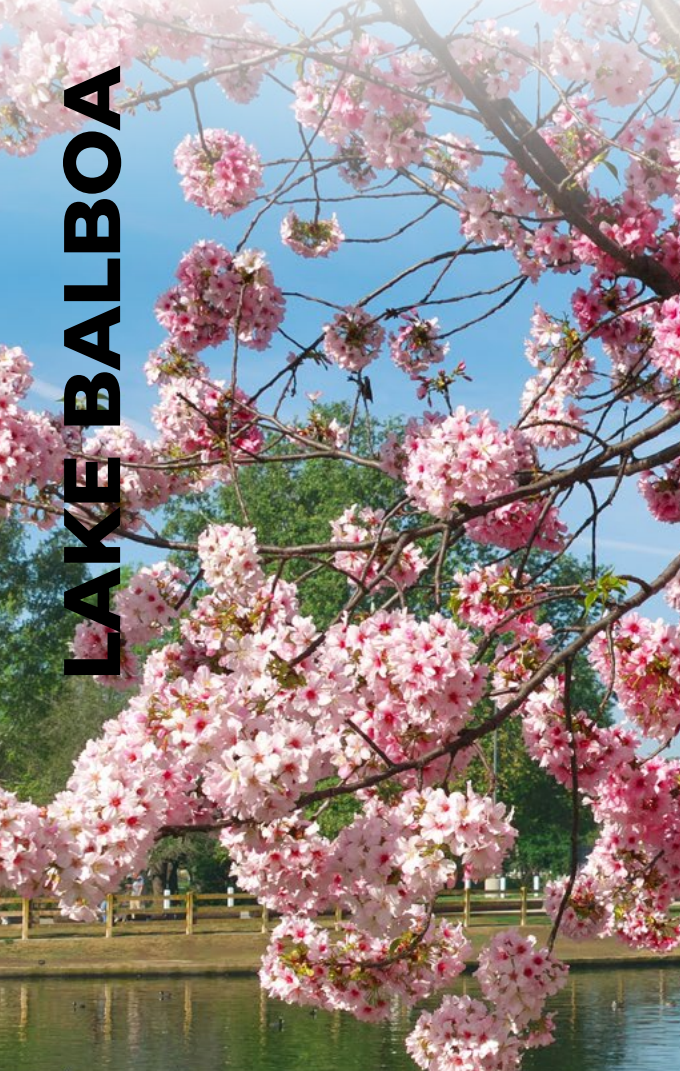
Van Nuys is known for its thriving commercial activity. Van Nuys Boulevard, in particular, serves as the main commercial corridor, offering numerous shops, restaurants, cafes, and small businesses. The Van Nuys airport, 3.6 miles northwest of the subject property, averages over 300,000 takeoffs and landings annually, and it's one of the world's busiest general aviation airports dedicated to non-commercial travel. Just 3.1 miles to the west, the Sepulveda Basin Recreation Area is a more than 1,500-acre recreation facility including several golf courses, dog park, a multi-sport athletic complexes, and Japanese garden. Because of its nearby access to amenities, Van Nuys has seen considerable growth and is now the subject of substantial private development. In the last five (5) years, twenty-eight (28) projects in a 1-mile radius area have delivered over 600 units to the housing stock with an additional 780 units expected to come online as late as 2025.

DEMOGRAPHICS	1 MILE	3 MILE	5 MILE
 <b>Population</b>	<b>50,200</b>	<b>309,300</b>	<b>704,600</b>
 <b>Households</b>	<b>15,800</b>	<b>106,500</b>	<b>235,500</b>
 <b>Average Household Income</b>	<b>\$71,500</b>	<b>\$90,800</b>	<b>\$98,300</b>
 <b>Median Household Income</b>	<b>\$53,700</b>	<b>\$64,000</b>	<b>\$70,300</b>

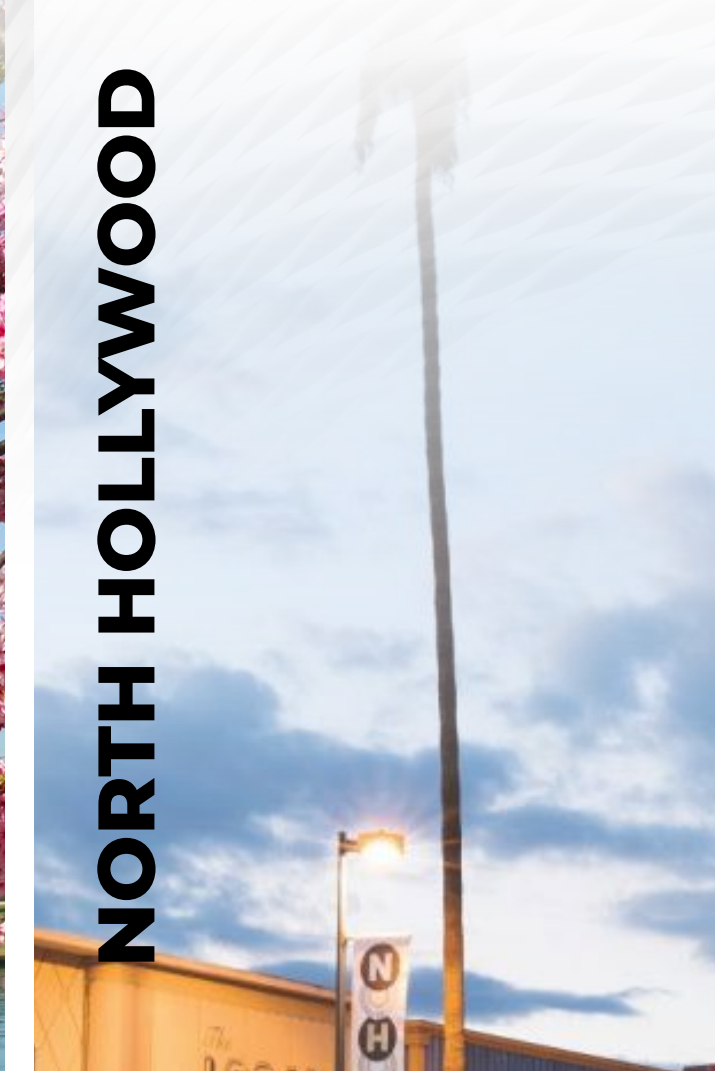
# DEMOGRAPHICS BY RADIUS

DEMOGRAPHICS	1 MILE	3 MILE	5 MILE
Population	50,200	309,300	704,600
Households	15,800	106,500	235,500
Average Household Size	3.1	2.8	2.9
Annual Growth 2010-2022	0.5%	0.4%	0.4%
Median Age	37.1	38.4	38.6
Owner Occupied Households	3,600	34,500	93,400
Renter Occupied Households	11,900	69,700	136,800
Average Household Income	\$71,500	\$90,800	\$98,300
Median Household Income	\$53,700	\$64,000	\$70,300
Businesses	3,400	20,000	37,900

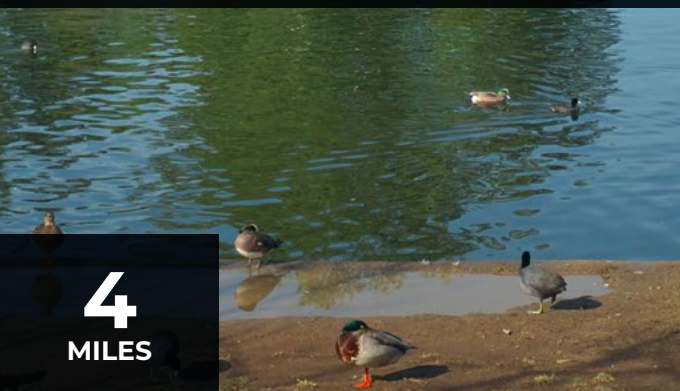




LAKE BALBOA



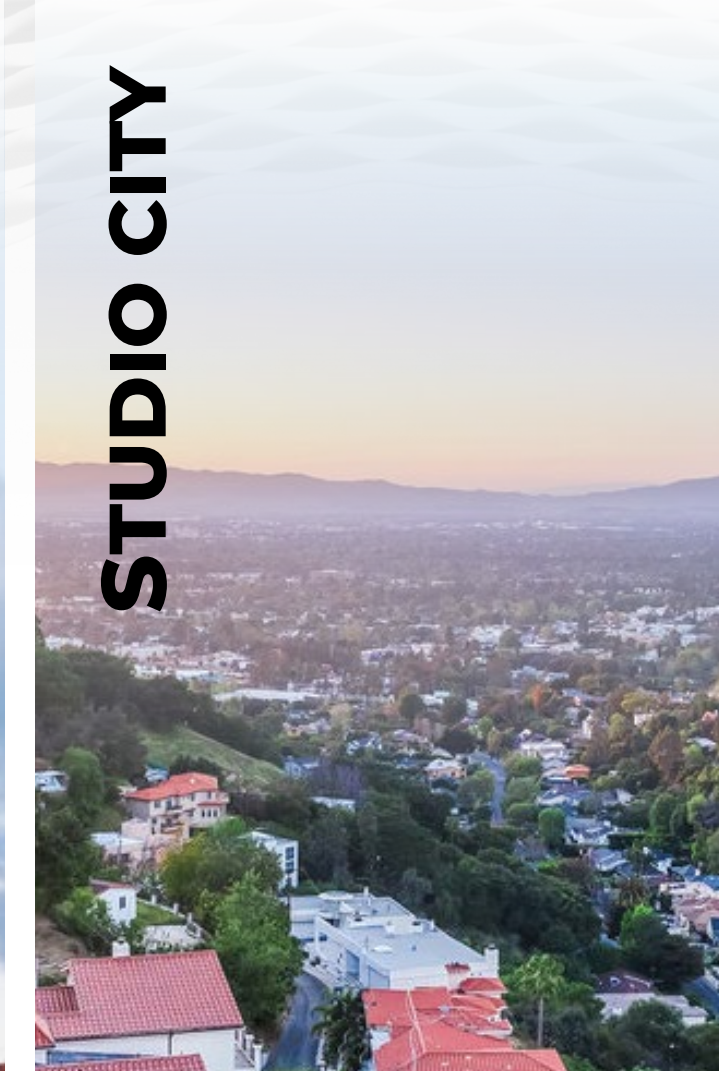
NORTH HOLLYWOOD



4 MILES



3.5 MILES



STUDIO CITY



6.1 MILES



### EAST SAN FERNANDO VALLEY LIGHT RAIL TRANSIT PROJECT

By 2030, Van Nuys and the subject property will enjoy easy access to the East San Fernando Valley Light Rail, a new segment of high-speed rail that will connect the communities of San Fernando, Pacoima, Arleta, and Panorama City to the Metro Orange Line and the rest of the Los Angeles metro transit.



SAN FERNANDO



PACOIMA



ARLETA



PANORAMA CITY

# FINANCIAL ANALYSIS

## RENT ROLL

UNIT	TENANT	SF	FLOOR	%	LEASE START	LEASE EXPIRATION	INCREASES	OPTIONS	RENT	RENT/ SF	TIME AT CENTER	TERM REMAINING	LEASE TYPE
6424-6426	Skechers Outlet*	7,910	1	84.06%	6/26/1998	1/31/2030	-	1 x 5yr, Greater of 10% or CPI	\$15,732.00	\$1.99	26.14 Year(s)	5.48 Year(s)	Modified NNN**
14440	I Love You Brunch	1,500	1	15.94%	3/1/2021	10/31/2031	3% Annually (March) or Percentage Rent (10% of Gross Sales), whichever is higher	-	\$2,600.00	\$1.73	3.44 Year(s)	7.23 Year(s)	NNN
		<b>9,410</b>		<b>100%</b>					<b>\$18,332.00</b>	<b>\$1.95</b>	<b>14.79 Year(s)</b>	<b>6.36 Year(s)</b>	

\*Skechers rent is as of 2/1/2025.

\*\*Per the terms of their lease, Skechers is not responsible to reimburse for any administrative or management expenses. Landlord is responsible for the roof. Skechers has Prop 13 Protection through 1/31/2030. The Seller will provide a credit at close for the amount of property taxes that will not be reimbursed by Skechers from the close of escrow to 1/31/2030.

PROP 13 PROTECTION CREDIT	
Expiration of Prop 13 Protection	1/31/2030
Proposed Closing Date	11/15/2024
Days of Property Tax Protection	1,903
Current Property Taxes	\$12,297.00
Projected Property Taxes @ 1.38%	\$47,645.81
Property Tax Increase	\$35,348.81
Skechers Share (per year)	84.06% \$29,714.04
Skechers Share (per day)	\$81.41
<b>CREDIT FOR PROP 13 PROTECTION</b>	<b>\$154,920.04</b>

\*\*\*Skechers' unit also includes a 1,200 SF mezzanine bringing their unit's total size to 9,110 SF.

## OPERATING EXPENSES

	PER YEAR	PER SF
Property Taxes @ 1.38%	\$47,646	\$5.06/SF
Management	\$8,799	\$0.94/SF
Insurance	\$8,333	\$0.89/SF
Repairs & Maintenance	\$8,670	\$0.92/SF
<b>TOTAL EXPENSES</b>	<b>\$73,448</b>	<b>\$7.81</b>
<b>EXPENSES/SF/MONTH</b>		<b>\$0.65</b>

## OPERATING DATA

	CURRENT	PRO-FORMA
Scheduled Lease Income:	\$219,984	\$270,258
CAM Reimbursement:	\$66,051	\$66,051
Effective Gross Income:	\$286,035	\$336,310
Expenses:	\$73,448	\$73,448
<b>NET OPERATING INCOME:</b>	<b>\$212,587</b>	<b>\$262,862</b>

## PRICING SUMMARY

Price	\$3,450,000
Building SF	9,410 SF
Lot Size	14,004 SF
CAP Rate	6.16%
Price/SF (Bldg)	\$367
Price/SF (Land)	\$246
Year Built	1946



# 6424 VAN NUYS BLVD

VAN NUYS, CALIFORNIA 91401

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BRANDON MICHAELS  
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