

Marcus & Millichap

# THE SUMMIT SHOPPING CENTER

26767 AGOURA ROAD | CALABASAS, CA 91302

**EREWHON ANCHORED MULTI-TENANT RETAIL CENTER**

OFFERING MEMORANDUM



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**ACTIVITY ID: ZAF010XXXX**

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Marcus & Millichap

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01





# **THE PROPERTY**



# PROPERTY OVERVIEW

## ○ PREMIUM LOCATION

- Highly visible and easily accessed from the 101 Freeway at Lost Hills Road and Las Virgenes Road
- Approx. 173,000 VPD on the 101 Freeway and Lost Hills Road
- Traffic Counts: Agoura Rd (17,188 VPD) & Lost Hills Rd (16,692 VPD)
- Located across from Pepperdine University and dense office & housing areas

## ○ TENANTS & LEASES

- The center is anchored by Erewhon, which occupies 22.59% of the center through 2029. All tenants are on NNN leases
- Erewhon is an upscale supermarket chain with ten locations in Los Angeles County. They focus on Certified Organic produce & high quality products

## ○ AFFLUENT DEMOGRAPHICS

- The area benefits from an average household income of \$148,105, \$191,780 & \$201,390 in a 1, 3 & 5 mile radius
- Surrounded by Saratoga Hills & Saratoga Ranch (270 homes) & Deer Creek (300 homes) with average property values of \$1.8M

\*Argus Model Available Upon Request

### PROPERTY ADDRESS

26767 AGOURA RD  
CALABASAS, CA

### # OF TENANTS

20 TENANTS

### SALE PRICE

\$54,000,000

### PROPERTY SIZE

71,935 SF

### YEAR BUILT

2010





# PROPERTY PHOTOS

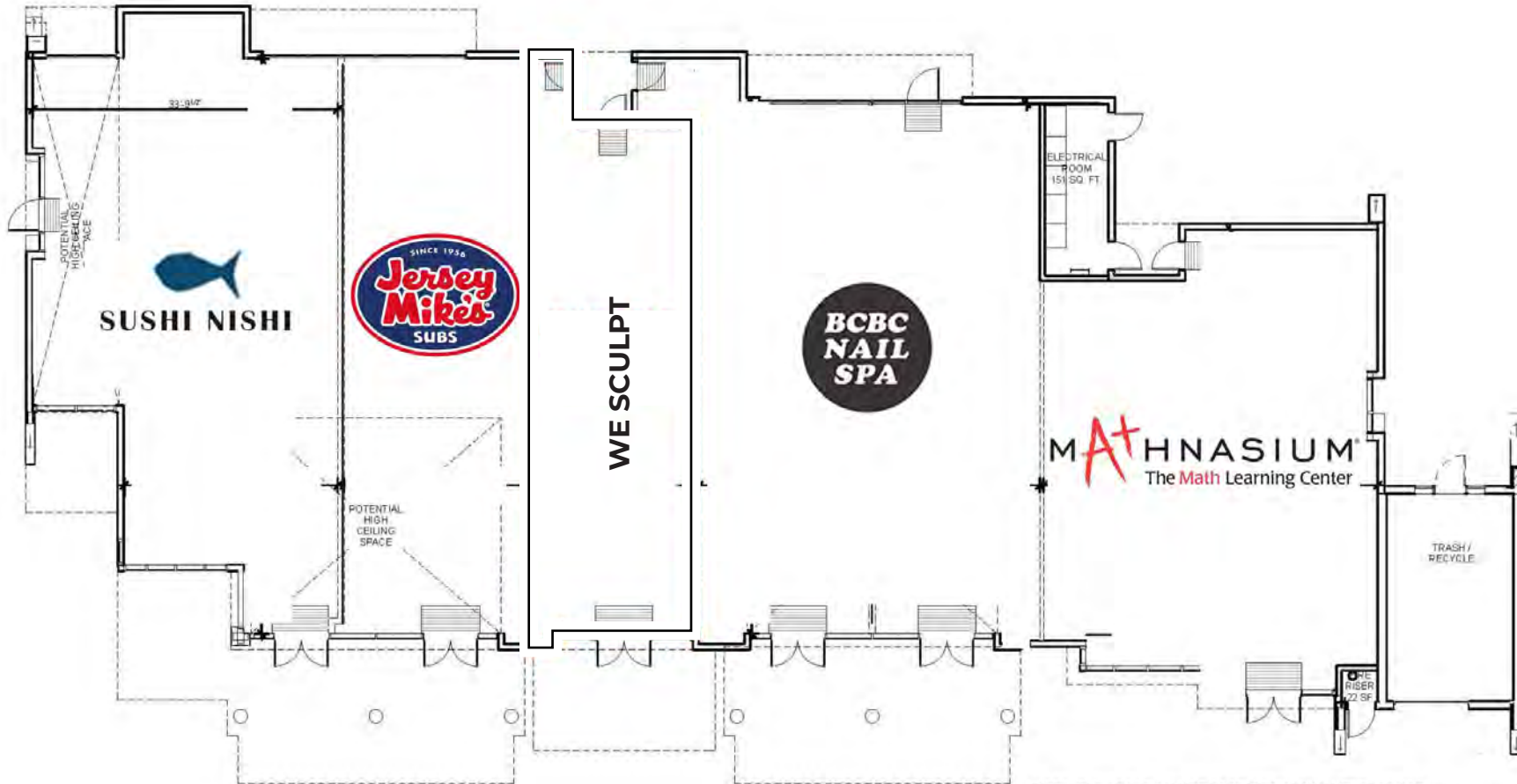








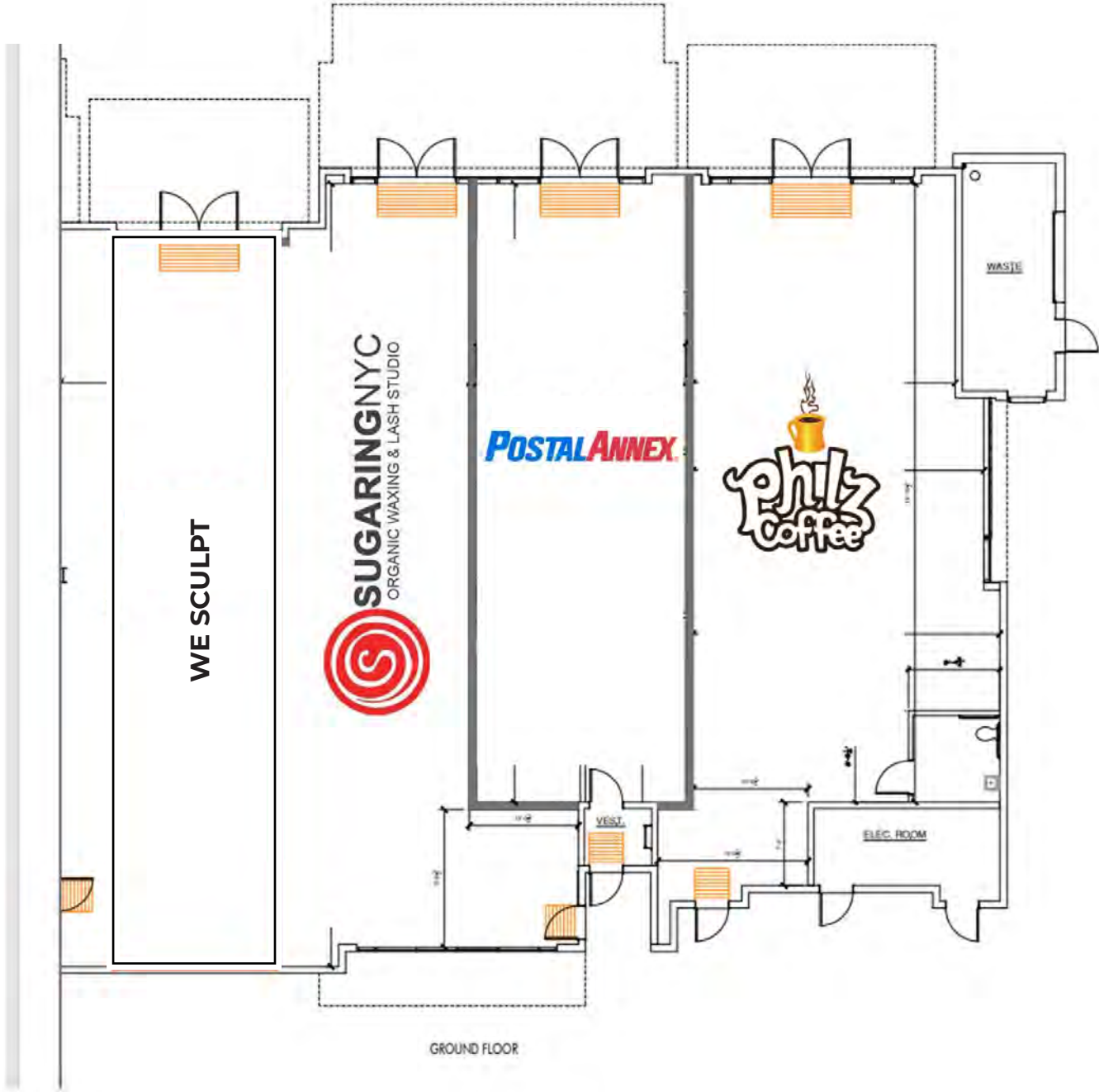
# FLOOR PLAN



NOTE: THE GROSS SQUARE FOOTAGES SHOWN HERE ARE FOR REPRESENTATIONAL PURPOSES ONLY. THESE AREAS WILL VARY SLIGHTLY AS THE BUILDING GETS ENGINEERED, DETAILED AND CONSTRUCTED

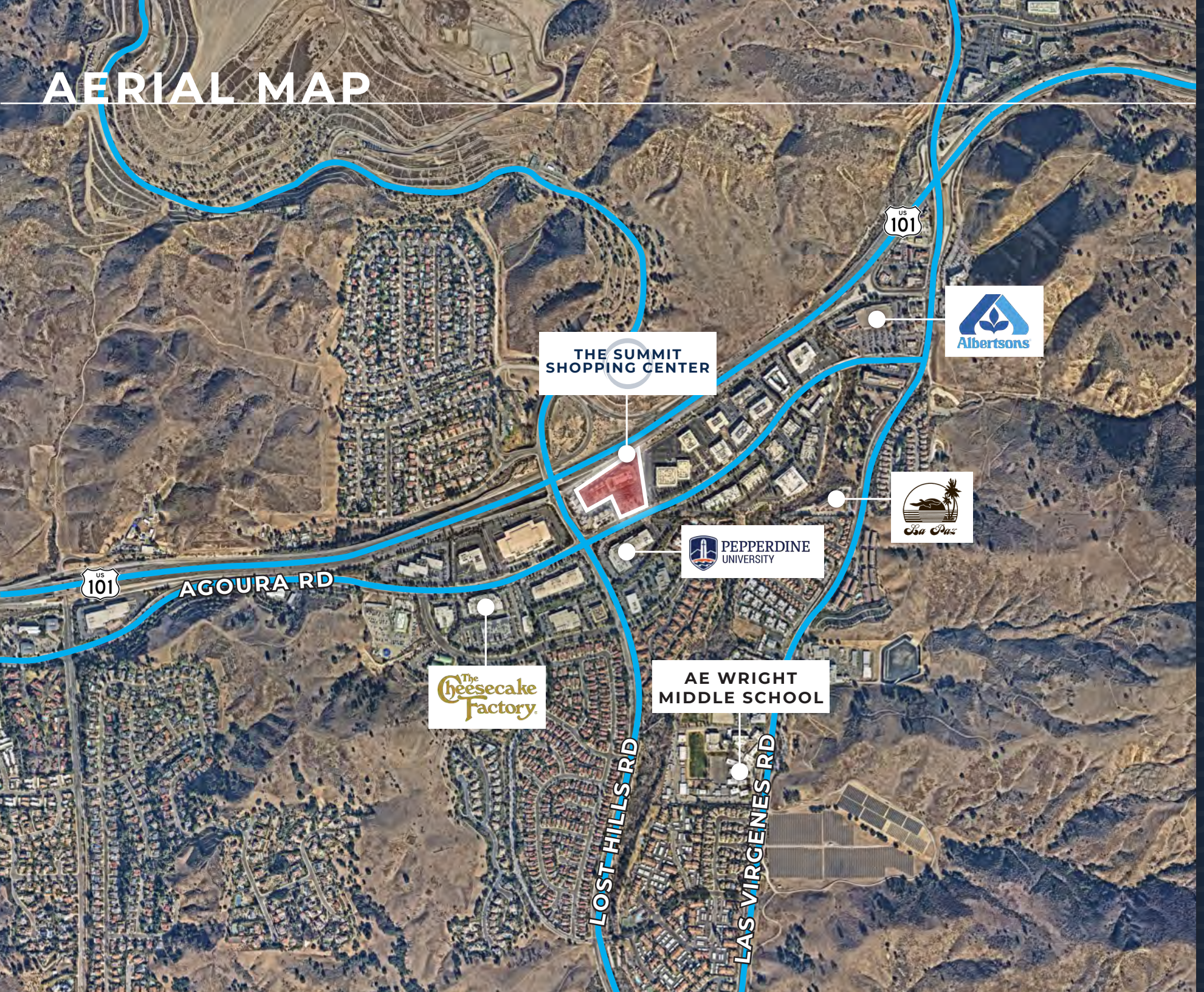


# FLOOR PLAN





# AERIAL MAP



THE SUMMIT  
SHOPPING CENTER



AE WRIGHT  
MIDDLE SCHOOL



AGOURA RD

LOST HILLS RD

LAS VIRGENES RD



# AERIAL MAP



OAK PARK

**COSTCO**  
WHOLESALE

AGOURA  
HILLS

**Ralphs**

AGOURA  
HIGH SCHOOL

THE SUMMIT  
SHOPPING CENTER

MALIBU  
CANYON

**BARNES & NOBLE**

**target**

**TRADER JOE'S**

US  
101

CALABASAS

WESTLAKE  
GOLF COURSE

CALABASAS  
COUNTRY CLUB

PARAMOUNT  
RANCH

MALIBU LAKE



# SITE PLAN





02



# **THE FINANCIALS**



# RENT ROLL

TENANT	SUITE	AREA (SF)	AREA %	LEASE EXPIRATION	RENT PSF	MONTHLY RENT	ANNUAL RENT	LEASE LENGTH
Erehwon Market	26767 A-1	16,250	22.59%	8/31/2029	\$2.51	\$40,788	\$489,456	10
Home Consignment	26767 A-2	11,020	15.32%	9/30/2031	\$2.00	\$22,040	\$264,480	10
Universal Appliance	26767 A-3	8,660	12.04%	12/31/2029	\$2.46	\$21,307	\$255,684	7
Cosmoprof / Sally Beauty	26777 B-1	1,480	2.06%	1/31/2030	\$3.85	\$5,698	\$68,376	10
Cosmoprof / Sally Beauty	26777 B-2	1,878	2.61%	1/31/2030	\$3.85	\$7,230	\$86,764	10
Salon Nuuvo	26777 B-3	1,641	2.28%	7/31/2027	\$3.93	\$6,454	\$77,448	5
Calabasas ExER Management Services, LLC	26777 B-4	4,701	6.54%	5/31/2028	\$4.08	\$19,165	\$229,980	5
The One Solution	26799 C-1	1,990	2.77%	9/8/2027	\$4.67	\$9,302	\$111,624	10
Jersey Mikes	26799 C-2	1,400	1.95%	11/26/2025	\$5.60	\$7,835	\$94,023	10
We Sculpt (Private)	26799 C-3	1,100	1.53%	3/31/2023	\$4.00	\$4,400	\$52,800	5
Imperial Nails & Spa (frmly BCBC Nail Spa)	26799 C-4	1,280	1.78%	8/31/2030	\$5.15	\$6,586	\$79,032	10
Imperial Nails & Spa (frmly BCBC Nail Spa)	26799 C-5	972	1.35%	8/31/2030	\$5.16	\$5,011	\$60,132	10
Mathnasium	26799 C-6	2,038	2.83%	6/30/2026	\$3.29	\$6,703	\$80,431	5
Furn Sai Bakery/ CLS Corp	26791 D-1	2,208	3.07%	2/14/2031	\$4.15	\$9,168	\$110,016	10
Vitality Personal Training / Paragon Fitness	26791 D-2	1,258	1.75%	11/30/2027	\$3.86	\$4,861	\$58,332	10
Spot Dry Cleaners / EAB Brothers	26791 D-3	2,109	2.93%	5/31/2029	\$3.31	\$6,986	\$83,832	5
La Cienaga Med Spa	26787 E-1, 2, 3	4,138	5.75%	1/31/2032	\$3.82	\$15,823	\$189,912	10
Kashani Calabasas Advanced Dental Group	26787 E-5	1,925	2.68%	7/31/2029	\$5.19	\$10,000	\$120,000	10
We Sculpt (Group)	26787 E-6	1,394	1.94%	5 Years	\$4.00	\$5,576	\$66,912	5
Sugaring NYC	26787 E-7	1,450	2.02%	8/31/2027	\$3.44	\$4,993	\$59,916	8
Postal Annex	16787 E-8	1,248	1.73%	9/30/2029	\$3.50	\$4,368	\$52,416	5
Philz Coffee	26787 E-9	1,795	2.50%	7/31/2032	\$4.74	\$8,512	\$102,144	10
Tex Green	GOODWILL BOX	-	-	-	-	\$400	\$4,800	-
<b>TOTALS</b>		<b>71,935</b>					<b>\$2,798,510</b>	



# CASH FLOW

2022		%
<b>INCOME</b>		
Rent	2,339,062.86	70.68
Prepaid Rent	67,997.86	2.05
Other Income	64,230.05	1.94
NNN	844,816.04	25.53
Security Deposit	-6,731.80	-0.20
<b>Total Income</b>	<b>3,309,375.01</b>	<b>100.00</b>
<b>EXPENSE</b>		
CAM Maintenance	86,271.81	2.61
CAM Landscape	40,611.85	1.23
CAM Water & Sewer	119,184.42	3.60
CAM Electric & Gas	23,623.96	0.71
CAM Roof	17,450.00	0.53
CAM Trash	559.75	0.02
CAM Fire/Alarm Utilites	1,504.80	0.05
CAM Fire/Alarm	30,594.34	0.92
Taxes & License	370,583.93	11.20
Insurance	124,529.39	3.76
NON CAM Maintenance	142,164.64	4.30
NON CAM/Vacancy Electric	188.86	0.01
Rebillable Other	350.00	0.01
Management	129,655.08	3.92
Legal/Professional Fees	14,018.01	0.42
Supplies	224.32	0.01
Mortgage - Interest	682,173.78	20.61
<b>Total Expense</b>	<b>1,783,688.94</b>	<b>53.90</b>
<b>NET INCOME</b>	<b>1,525,686.07</b>	<b>46.10</b>
<b>CASH FLOW</b>	<b>42,881.07</b>	<b>1.30</b>

2023		%
<b>INCOME</b>		
Rent	2,464,712.38	73.35
Prepaid Rent	-68,903.71	-2.05
Other Income	20,012.42	0.60
NNN	941,983.98	28.03
Security Deposit	2,544.64	0.08
<b>Total Income</b>	<b>3,360,349.71</b>	<b>100.00</b>
<b>EXPENSE</b>		
CAM Maintenance	103,499.29	3.08
CAM Landscape	32,178.22	0.96
CAM Water & Sewer	152,742.47	4.55
CAM Electric & Gas	18,546.69	0.55
CAM Roof	5,275.00	0.16
CAM Trash	6,873.96	0.20
CAM Fire/Alarm Utilites	1,884.41	0.06
CAM Security	1,054.60	0.03
CAM Fire/Alarm	44,390.55	1.32
Taxes & License	376,052.58	11.19
Insurance	162,094.03	4.82
NON CAM Maintenance	125,158.90	3.72
Rebillable Other	1,421.69	0.04
Management	137,170.13	4.08
Legal/Professional Fees	22,696.43	0.68
Supplies	34.53	0.00
Mortgage - Interest	667,663.61	19.87
<b>Total Expense</b>	<b>1,858,737.09</b>	<b>55.31</b>
<b>NET INCOME</b>	<b>1,501,612.62</b>	<b>44.69</b>
<b>CASH FLOW</b>	<b>-51,725.52</b>	<b>-1.54</b>

2024		%
<b>INCOME</b>		
Rent	2,440,167.97	0.00
Prepaid Rent	-22,202.88	0.00
Other Income	43,244.90	0.00
Electric Pass Thru	33,289.46	0.00
NNN	1,011,466.58	0.00
Security Deposit	29,736.00	0.00
<b>Total Income</b>	<b>3,535,702.03</b>	<b>0.00</b>
<b>EXPENSE</b>		
CAM Maintenance	144,782.27	0.00
CAM Landscape	58,335.20	0.00
CAM Water and Sewer	124,636.80	0.00
CAM Electric and Gas	21,491.82	0.00
CAM Roof	17,175.00	0.00
CAM Trash	8,991.27	0.00
CAM Fire/Alarm Utilites	3,640.83	0.00
CAM Fire/Alarm	15,815.76	0.00
Taxes and License	386,288.65	0.00
Insurance	163,982.21	0.00
NON CAM Maintenance	1,965.37	0.00
Management	142,316.19	0.00
Legal/Professional Fees	14,593.81	0.00
Supplies	30.58	0.00
Mortgage- Interest	654,461.29	0.00
<b>Total Expense</b>	<b>1,758,507.05</b>	<b>0.00</b>
<b>NET INCOME</b>	<b>1,777,194.98</b>	<b>0.00</b>
<b>CASH FLOW</b>	<b>3,701.11</b>	<b>0.00</b>



# RECONCILIATION

TENANT	UNIT	SF	PRO-RATA	TRASH PRO-RATA	RENT PAID	TAXES	INSUR.	GARDEN.	UTILITIES	MAINT.	TRASH	ADMIN FEE	SUBTOTAL DUE	MGMT FEE	AMOUNT DUE	AMOUNT PAID	TOTAL DUE/(REFUND)	CAPS & PRO-RATIONS	NOTES
Erewhon	26767 A-1	16,250	22.59%		\$454,352.00	\$87,261.98	\$38,228.15	\$13,177.83	\$33,832.68	\$40,158.64			\$212,659.28	\$25,629.92	\$238,289.19	\$206,472.00	\$31,817.19	\$31,817.19	Capped - 4% of Gross
Home Consignment	A-2	11,020	15.32%		\$264,480.00	\$59,177.05	\$25,924.57	\$8,936.59	\$22,943.76	\$27,233.74			\$144,215.71	\$12,943.76	\$157,159.47	\$150,516.00	\$6,643.47		Commercially Reasonable Mgmt Fee/Dave agreed 4% of Gross not incl Tax & Ins
Universal Appliance	A-3	8,660	12.04%		\$250,680.00	\$46,503.92	\$20,372.66	\$7,022.77	\$18,030.21	\$21,401.47			\$113,331.04	\$14,241.01	\$127,572.05	\$122,252.00	\$5,320.05		4% of Base Rent/ Capped at .65/sf thru March 2016. Effective April 2016 5% increase (see lease)
Sally Beauty	26777 B-1-2	3,358	4.67%		\$141,036.00	\$18,032.35	\$7,899.70	\$2,723.15	\$6,991.39	\$8,298.63			\$43,945.22	\$7,399.25	\$51,344.47	\$47,506.00	\$3,838.47	\$(585.05)	4% of Gross, 9.84/sf ESTIMATE first calendar year, 5% increase after first FULL calendar year
Salon Nuuvo	B-3	1,641	2.28%		\$77,448.00	\$8,812.12	\$3,860.46	\$1,330.76	\$3,416.58	\$4,055.40			\$21,475.32	\$3,956.93	\$25,432.25	\$24,434.00	\$998.25		4% of Gross
Calabasas ExER	B-4	4,701	6.54%		\$229,980.00	\$25,244.22	\$11,059.11	\$3,812.24	\$9,787.53	\$11,617.59			\$61,520.69	\$11,660.03	\$73,180.72	\$69,808.00	\$3,372.72		4% of Gross
Mathnasium	C-6	2,038	2.83%		\$79,259.28	\$10,943.99	\$4,794.40	\$1,652.70	\$4,243.14	\$5,036.51			\$26,670.74	\$4,237.20	\$30,907.95	\$29,714.00	\$1,193.95	\$(80.39)	4% of Gross + 10% admin \$9.96 estimate + 5% annual cap on controllable (doesn't mention util)
Nail Salon	C-5 & C-4	2,252	3.13%		\$139,164.00	\$12,093.17	\$5,297.83	\$1,826.24	\$4,688.69	\$5,565.37			\$29,471.30	\$6,745.41	\$36,216.72	\$34,792.00	\$1,424.72		4% of Gross; Charged for \$785/mo - did not pay
We Sculpt	C-3	1,100	1.53%			\$5,906.96	\$2,587.75	\$892.04	\$2,290.21	\$2,718.43			\$14,395.40	\$575.82	\$14,971.21				4% of Gross + 10% admin \$9.96 estimate + 5% annual cap on controllable (doesn't mention util)
Jersey Mikes	C-2	1,400	1.95%		\$91,542.76	\$7,517.96	\$3,293.50	\$1,135.32	\$2,914.82	\$3,459.82			\$18,321.41	\$4,394.57	\$22,715.98	\$21,738.00	\$977.98		4% of gross
SNS Restaurant, Inc.	C-1	1,990	2.77%		\$111,624.00	\$10,686.24	\$4,681.48	\$1,613.78	\$4,143.20	\$4,917.89			\$26,042.58	\$5,506.66	\$31,549.25	\$30,358.00	\$1,191.25		4% of Gross
Furn Saj Bakery	26791 D1	2,208	3.07%		\$109,090.40	\$11,856.89	\$5,194.32	\$1,790.56	\$4,597.08	\$5,456.63			\$28,895.49	\$5,519.44	\$34,414.92	\$32,628.00	\$1,786.92		4% of Gross
Vitality Personal Training	D2	1,258	1.75%		\$57,276.00	\$6,755.42	\$2,959.45	\$1,020.17	\$2,619.17	\$3,108.90			\$16,463.10	\$2,949.56	\$19,412.66	\$18,158.00	\$1,254.66	\$78.24	4% of Gross; 9.72 ESTIMATE then 5% cap on cont cumulative
Press Dry Cleaners	D3	2,109	2.93%		\$82,053.00	\$11,325.26	\$4,961.43	\$1,710.28	\$4,390.96	\$5,211.97			\$27,599.90	\$4,386.12	\$31,986.02	\$30,386.00	\$1,600.02	\$(372.23)	4% of Gross; 9.72 ESTIMATE then 5% cap on cont cumulative
Cienega MedSpa	26787 E-1-3	4,138	5.75%	34.63%	\$183,932.00	\$22,220.93	\$9,734.65	\$3,355.68	\$8,615.36	\$10,226.24	\$3,113.46		\$57,266.33	\$12,059.92	\$69,326.25	\$63,520.00	\$5,806.25	\$3,423.02	5% of Gross; \$9.84 ESTIMATE 1st year then 5% cap on controllable (does not mention utilities though)
Kashani Dental	E-5	1,925	2.68%	16.11%	\$120,000.00	\$10,337.19	\$4,528.57	\$1,561.07	\$4,007.87	\$4,757.25	\$1,448.38	\$2,664.03	\$29,304.36	\$5,972.17	\$35,276.54	\$29,292.00	\$5,984.54		4% of Gross + 10% admin, 15.24 ESTIMATE 1st lease year, 5% increase annually
We Sculpt	E-6	1,394	1.94%	11.67%	\$66,912.00	\$7,485.74	\$3,279.39	\$1,130.45	\$2,902.32	\$3,444.99	\$1,048.86	\$1,929.18	\$21,220.93	\$3,525.32	\$24,746.24	\$16,728.00	\$8,018.24		4% of gross, 12.00 first year ESTIMATE, 5% cap controllable
Sugaring NYC	E-7	1,450	2.02%	12.13%	\$58,204.00	\$7,786.45	\$3,411.13	\$1,175.87	\$3,018.92	\$3,583.39	\$1,090.99		\$20,066.74	\$3,130.83	\$23,197.57	\$24,154.00	\$(956.43)	\$(1,863.10)	4% of Gross + 10% admin \$9.96 estimate + 5% annual cap on controllable (doesn't mention util)
Postal Annex	E-8	1,248	1.73%	10.44%	\$52,416.00	\$6,701.72	\$2,935.92	\$1,012.06	\$2,598.35	\$3,084.18	\$939.00		\$17,271.24	\$2,787.49	\$20,058.73	\$14,227.20	\$5,831.53	\$1,457.88	4% of gross, \$11.40 estimate + 5% cap (excl tax/ins does not mention util)
Philz Coffee	E-9	1,795	2.50%	15.02%	\$102,315.00	\$9,639.09	\$4,222.74	\$1,455.64	\$3,737.21	\$4,435.99	\$1,350.57		\$24,841.24	\$5,086.25	\$29,927.49	\$27,562.00	\$2,365.49	\$1,059.69	4% of Gross; \$9.96 estimate + 5% annual cap on controllable (doesn't mention util)
<b>FULL BLDG</b>		<b>71,935</b>	<b>100%</b>	<b>100%</b>		<b>\$386,288.65</b>	<b>\$169,227.21</b>	<b>\$58,335.20</b>	<b>\$149,769.45</b>	<b>\$177,773.03</b>									



# RECONCILIATION

	2024	2023	2022	2021	2020	2019	2018	2017	2016	2015	2014	2013	2012	2011
Taxes	\$386,288.65	\$376,852.58	\$370,583.93	\$368,282.67	\$361,769.60	\$353,679.23	\$349,672.57	\$330,807.70	\$321,059.68	\$316,558.61	\$313,728.88	\$309,878.67	\$287,403.47	\$145,352.98
Insurance	\$169,227.21	\$147,425.73	\$124,529.39	\$116,429.27	\$119,462.41	\$87,137.00	\$69,694.00	\$62,967.00	\$70,092.00	\$75,905.68	\$75,058.11	\$68,117.00	\$67,649.00	\$14,186.92
CAM - Utilities	\$149,769.45	\$180,047.53	\$144,872.93	\$114,798.92	\$96,492.65	\$84,181.36	\$97,824.78	\$82,476.26	\$81,101.64	\$59,133.78	\$83,798.54	\$67,198.32	\$58,032.74	\$62,423.02
CAM - Gardening	\$58,335.20	\$32,178.22	\$40,611.85	\$21,794.53	\$41,457.51	\$42,030.41	\$26,744.00	\$34,251.00	\$26,681.00	\$40,380.00	\$25,923.00	\$26,440.00	\$36,745.00	\$17,071.00
CAM - Maintenance	\$177,773.03	\$154,219.44	\$134,316.15	\$228,455.21	\$99,574.33	\$148,557.76	\$134,351.01	\$111,484.49	\$135,823.37	\$121,024.27	\$125,271.61	\$78,794.19	\$77,599.56	\$45,515.86
CAM - Trash	8991.27													
<b>Total:</b>	<b>\$950,384.81</b>	<b>\$890,723.50</b>	<b>\$814,914.25</b>	<b>\$849,760.60</b>	<b>\$718,756.50</b>	<b>\$715,585.76</b>	<b>\$678,286.36</b>	<b>\$621,986.45</b>	<b>\$634,757.69</b>	<b>\$613,002.34</b>	<b>\$623,780.14</b>	<b>\$550,428.18</b>	<b>\$527,429.77</b>	<b>\$284,549.78</b>
	71,935	71,935	71,935	71,935	71808	71808	71808	71808	71808	71770	71770	71770	71,935	71,900
	\$1.10	\$1.03	\$0.94	\$0.98	\$0.83	\$0.83	\$0.79	\$0.72	\$0.74	\$0.71	\$0.72	\$0.64	\$0.61	\$0.33

<b>Sign:</b>	<b>2025 Insur- ance</b>	<b>2024 Insur- ance</b>	<b>2023 Insur- ance</b>	<b>2020 Insur- ance</b>										
	\$159,689.13	\$169,227.21	\$147,246.00	\$119,462.41						Adjusted	Adjusted		Adjusted	Adjusted

<b>Taxes</b>						<b>2014-2015</b>	<b>2013-2014</b>	<b>2012-2013</b>	<b>2011-2012</b>	<b>2011-2012</b>	<b>2011-2012</b>	<b>2010-2011</b>	<b>2010-2011</b>	<b>2010-2011</b>
Parcel #				19-2064-021-009			\$135,629.16	\$135,623.53	\$38,436.87	\$177,309.82	\$63,329.93	\$67,250.35	55660.93	\$69,764.10
				19-2064-021-010			\$19,843.82	\$18,782.16			\$12,677.87	\$13,794.72		\$17,933.56

Audited Invoices Removed \$5,173.70

	2024	2023	2022	2021	2020	2019	2018	2017	2016	2015	2014
Water 340104	105,250.88	127,134.54	102,179.98	67,667.23	59994.47	\$54,483.42		\$50,543.69	\$52,864.02	\$35,765.51	\$37,930.93
Water 372484	11,011.08	20,230.21	4,984.60	4,380.59	6977.69	\$7,584.82		\$4,353.40	\$4,469.19	\$5,087.51	5183.11
	116261.96	147364.75	107164.58	72047.82	66972.16	\$62,068.24	\$70,313.27	\$54,897.09	\$57,333.21	\$40,853.02	\$43,114.04





03





# THE MARKET

# THE SAN FERNANDO VALLEY

Approximately 2.5 million people reside in the San Fernando Valley, which includes the submarkets of Northridge-Northwest San Fernando Valley, Van Nuys-Northeast San Fernando Valley, Woodland Hills, Burbank-Glendale-Pasadena and Sherman Oaks-North Hollywood-Encino. The area's population is expected to increase by at least 50,000 residents from 2023-2028, as more households are attracted to the market's regionally lower cost home prices and multifamily rents.

## METRO HIGHLIGHTS

### ○ DIVERSE ECONOMY

While the entertainment industry underpins the economy, other economic drivers include aerospace, insurance and health care.

### ○ EDUCATED WORKFORCE

Roughly 25 percent of San Fernando Valley residents who are age 25 and older hold a bachelor's degree, and 13 percent also obtained a graduate or professional degree.

### ○ GROWTH

The local rates of population and household growth will outpace other large metros in Southern California, generating demand for housing, as well as goods and services.



## THE ECONOMY

1

As one of the epicenters of the global entertainment industry, the Valley boasts more than 100 soundstages. Entertainment giants calling the Valley home include Walt Disney Co., Universal Studios, Warner Bros. and DreamWorks.

2

Aerospace firms Boeing and Northrop Grumman, as well as 21st Century Insurance, generate numerous well-compensated positions. Health care is also a major source of employment, and providers here include Kaiser Permanente and Providence Health & Services.

3

As a result of the Valley's large concentration of high salaries and successful companies, household incomes are above the national average.



# DEMOGRAPHICS

POPULATION	1 MILE	3 MILES	5 MILES
2028 Projection			
Total Population	5,260	24,262	81,803
2023 Estimate			
Total Population	4,936	23,570	80,381
2020 Census			
Total Population	4,564	79,207	139,569
2010 Census			
Total Population	4,536	22,571	79,749
Daytime Population			
2023 Estimate	4,350	25,016	90,018

HOUSEHOLDS	1 MILES	3 MILES	5 MILES
2028 Projection			
Total Households	2,128	9,135	30,024
2023 Estimate			
Total Households	2,003	8,840	29,421
Average (Mean) Household Size	2.5	2.6	2.7
2020 Census			
Total Households	1,922	8,657	29,051
2010 Census			
Total Households	1,811	8,376	28,825

HOUSEHOLDS BY INCOME	1 MILE	3 MILES	5 MILES
2023 Estimate			
\$150,000 or More	29.9%	41.0%	46.2%
\$100,000-\$149,999	20.1%	18.8%	20.1%
\$75,000-\$99,999	12.1%	10.7%	9.8%
\$50,000-\$74,999	16.9%	11.9%	9.7%
\$35,000-\$49,999	4.3%	4.5%	4.0%
Under \$35,000	16.8%	13.0%	10.2%
Average Household Income	\$148,105	\$191,780	\$201,390
Median Household Income	\$99,940	\$121,452	\$138,101
Per Capita Income	\$60,091	\$72,034	\$73,782

HOUSEHOLDS BY EXPENDITURE	1 MILE	3 MILES	5 MILES
Total Avg Household Retail Expenditure	\$88,141	\$92,539	\$94,771
Consumer Expenditure Top 10 Categories			
Housing	\$33,063	\$34,452	\$35,221
Transportation	\$14,552	\$14,889	\$14,822
Food	\$10,841	\$11,133	\$11,208
Personal Insurance & Pensions	\$10,505	\$11,038	\$11,229
Healthcare	\$5,654	\$6,340	\$6,950
Entertainment	\$4,034	\$4,431	\$4,575
Cash Contributions	\$2,436	\$2,759	\$3,021
Apparel	\$2,076	\$2,147	\$2,154
Gifts	\$1,890	\$2,001	\$2,082
Education	\$1,598	\$1,758	\$1,871

POPULATION PROFILE	1 MILE	3 MILES	5 MILES
Population By Age			
2023 Est. Total Population	4,936	23,570	80,381
Under 20	21.3%	20.8%	20.2%
20 to 34 Years	20.0%	18.1%	14.6%
35 to 39 Years	7.0%	5.6%	4.4%
40 to 49 Years	14.5%	13.5%	12.3%
50 to 64 Years	25.4%	25.4%	26.9%
Age 65+	11.8%	16.5%	21.5%
Median Age	41.2	44.4	48.9

POPULATION 25+ BY EDUCATION LEVEL	1 MILE	3 MILES	5 MILES
Population 25+ by Education Level			
2023 Est. Total Population 25+	3,612	17,335	59,831
Elementary (0-8)	0.5%	1.1%	1.1%
Some High School (9-11)	0.9%	1.2%	1.6%
High School Graduate (12)	10.5%	11.1%	11.2%
Some College (13-15)	20.2%	19.3%	18.6%
Associates Degree Only	6.3%	6.4%	7.4%
Bachelors Degree Only	35.1%	34.9%	33.8%
Graduate Degree	26.4%	26.0%	26.3%

# DEMOGRAPHICS



## POPULATION

In 2023, the population in your selected geography is 80,381. The population has changed by 0.79 since 2010. It is estimated that the population in your area will be 81,803 five years from now, which represents a change of 1.8 percent from the current year. The current population is 49.3 percent male and 50.7 percent female. The median age of the population in your area is 48.9, compared with the U.S. average, which is 38.7. The population density in your area is 1,023 people per square mile.



## EMPLOYMENT

In 2023, 42,355 people in your selected area were employed. The 2010 Census revealed that 86.9 percent of employees are in white-collar occupations in this geography, and 5.6 percent are in blue-collar occupations. In 2023, unemployment in this area was 4.0 percent. In 2010, the average time traveled to work was 32.00 minutes.



## HOUSEHOLDS

There are currently 29,421 households in your selected geography. The number of households has changed by 2.07 since 2010. It is estimated that the number of households in your area will be 30,024 five years from now, which represents a change of 2.0 percent from the current year. The average household size in your area is 2.7 people.



## HOUSING

The median housing value in your area was \$959,658 in 2023, compared with the U.S. median of \$268,796. In 2010, there were 23,051.00 owner-occupied housing units and 5,773.00 renter-occupied housing units in your area.



## INCOME

In 2023, the median household income for your selected geography is \$138,101, compared with the U.S. average, which is currently \$68,480. The median household income for your area has changed by 24.87 since 2010. It is estimated that the median household income in your area will be \$155,725 five years from now, which represents a change of 12.8 percent from the current year. The current year per capita income in your area is \$73,782, compared with the U.S. average which is \$39,249. The current year's average household income in your area is \$201,390, compared with the U.S. average, which is \$100,106.



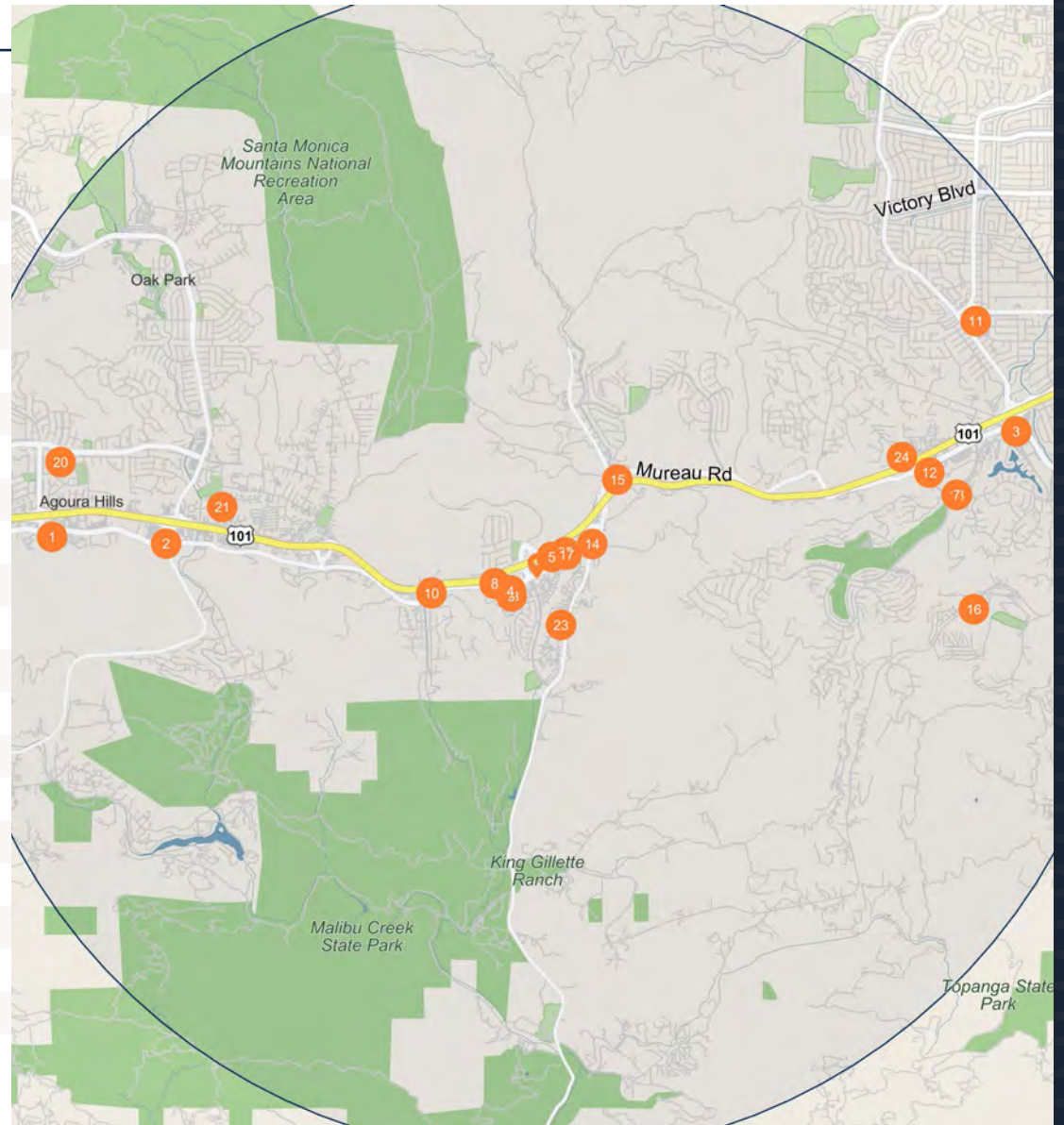
## EDUCATION

The selected area in 2023 had a higher level of educational attainment when compared with the U.S. averages. 26.3 percent of the selected area's residents had earned a graduate degree compared with the national average of only 12.7 percent, and 33.8 percent completed a bachelor's degree, compared with the national average of 20.2 percent. The number of area residents with an associate degree was lower than the nation's at 7.4 percent vs. 8.5 percent, respectively. The area had fewer high-school graduates, 11.2 percent vs. 26.9 percent for the nation. The percentage of residents who completed some college is also lower than the average for the nation, at 18.6 percent in the selected area compared with the 20.1 percent in the U.S.



# DEMOGRAPHICS

NEARBY EMPLOYERS	EMPLOYEES
1. Agoura Hills Renaissance Hotel	1,477
2. Private National Mortgage Acceptance LLC	800
3. Bobe Hope Health Center	688
4. Cheesecake Factory Bakery Inc	500
5. Central Purchasing LLC	500
6. Harbor Freight Tools	500
7. Wella Operations US LLC	500
8. Pennymac Corp	355
9. Cheesecake Factory Inc	350
10. Spirent Communications	350
11. El Camino Real Charter High School	350
12. Ellie Mae Inc	327
13. Cheesecake Factory Rest Inc	316
14. Help Children World Foundation	300
15. Far West Bound Services Cal Inc	300
16. Viewpoint Educational Foundation	280
17. Ixia	275
18. Amawaterways LLC	245
19. Sperber Landscape Companies LLC	240
20. Hireclout Inc	210
21. Zpower LLC	210
22. Grand Lux Cafe	202
23. Durham School Services LP	200
24. Insomniac Inc	195
25. Information Research Services Inc	193





Marcus & Millichap

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