

2024

A modern living room interior featuring a white sofa, a wooden armchair, a large potted plant, and a coffee table. The room is brightly lit, with a light-colored rug and a minimalist aesthetic. The sofa is a three-seater with light-colored cushions. The armchair has a dark wood frame and light-colored upholstery. The coffee table is a low, round, light-colored stone or concrete piece. A large, feathery plant in a gold-colored pot stands to the left of the sofa. The background wall is a neutral, light color.

Building Generational Wealth: Investing in Malibu Condominiums

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Why invest in a Malibu Condominium?

- *Off-campus housing in Malibu is limited, in high demand, & costs \$1,400-\$2,200/month per student.*
- *Malibu condos provide convenient & safe locations for students.*
- *Malibu condos historically have steady & positive appreciation (16.7%-41% ROI over the last 5 years)*
- *Purchasing a condo offers an opportunity to convert rental expenses into income.*
- *For a cash buyer, monthly expenses range from approximately \$1,700-\$3,000/month.*
- *Educate your child on the value of real estate & how to manage a home. These are life skills NOT taught in schools!*
- *Condos are the opening price point for the Malibu lifestyle; therefore, buyers are always available!*
- *Many units are distressed & present an opportunity to buy low & renovate. We can provide end-to-end services from design to execution.*

2024

Cost of Renting

On-Campus Housing

- *For the 2023-2024 academic school year, housing rates ranged from \$6,950-\$9,700/semester (approx. \$1,700-\$2,400/month)*

Off-Campus - Malibu

- *Approximately \$1,400-\$2,200/month per person for 2-3 bed unit (3-4 tenants)*
- *Located .9-6.5 miles from campus*

Off-Campus - Calabasas

- *Approximately \$1,500-\$2,000/month per person for 2-3 bed unit (3-4 tenants)*
- *Located approximately 9 miles from campus (commute through canyon)*



NOTE: Off-campus rentals are on an annual basis, enabling students to take summer classes & participate in local internships.

Communities Loved by Students



Malibu Gardens

Efficient & Effective
6.5 Miles
\$650k-\$800k
2-3 bed 2 bath
1,056-1,540 sq ft
\$4,200-\$6,000 rent
Built in 1975



Malibu Canyon Village

Convenient & Gated
.9 Miles
\$750k-\$900k
2 bed 2 bath
845-905 sq ft
\$4,700-\$6,000 rent
Built in 1972



Malibu Villas

Spacious & Gated
5.5 Miles
\$900k-\$1.1M
3 bed 3 bath
1,681 sq ft
\$5,300-\$6,500 rent
Built in 1974



Maison De Ville

Luxury & Location
.8 Miles
\$1.2M-\$1.3M
2 bed 2 bath
1,406-1,518 sq ft
\$7,000-\$8,200 rent
Built in 1965



The Pointe

Luxury & Gated
5.7 Miles
\$1.4M-\$1.6M
3 bed 3 bath
2,013-2,390 sq ft
\$6,600-\$8,500 rent
Built in 1998



Malibu Gardens

6.5 Miles from campus | 2 bed + 2 bath/3 bed + 2 bath

About The Community

- Avg Purchase Price: \$650k-\$800k
- HOA Dues: \$840/month
- Avg Sq ft: 1,167
- Parking: Assigned
- Guest Parking: Yes
- Amenities: Pool & spa
- Laundry: In unit or in complex
- Max Occupants: 3





Malibu Gardens

5 Year Sales History

+ Trends

- 16.7% ROI on purchase price
- Purchase price per square foot INCREASED by 23.2%
- High demand and low inventory has resulted in fewer days on market; DOM from 83 to 43
- Malibu Gardens is a GOOD VALUE for the investment.

Year July 1 - June 30	BR	BATHS	SqFt	LP\$/SqFt	LP	SP\$/SqFt	SP	DOM	# UNITS SOLD
2019-2020	2.3	2	1,238	\$555	\$686,296	\$538	\$661,667	83	3
2020-2021	2.3	2	1,228	\$549	\$672,150	\$538	\$656,333	64	6
2021-2022	2.2	1.95	1,128	\$636	\$712,450	\$652	\$735,899	22	10
2022-2023	2	2	1,068	\$654	\$698,680	\$650	\$693,700	15	5
2023-2024	2.3	2	1,167	\$664	\$774,725	\$663	\$772,250	43	4

Source: MLS July 1, 2019 - June 30, 2024

6466 Cavalleri Rd



Price:	\$695,000
Bed/Bath:	2 + 2
Size :	1,056 sq ft
HOA:	\$840/month
Est. Rent :	\$5,000

Expenses

- Est. Purchase Price: \$660,250
- Prop Tax: \$8,253/year
- HOA: \$10,080/year
- Insurance: ~ \$3,252/year
- Total Expenses: **\$21,585/year**
or \$1,799/month

Cash Return

- Est. Rent: \$5,000/month
- Est. Gross Rent: \$60,000
- Est. Net Income: **\$38,415**

Purchase price is estimated 5% off asking price.



Malibu Canyon Village

.9 Miles from campus | 2 bed + 2 bath

About The Community

- Avg Purchase Price: \$750k-\$900k
- HOA Dues: \$855/month
- Avg Sq ft: 959
- Parking: Assigned inside garage
- Guest Parking: Yes
- Amenities: Pool, gym, tennis
- Laundry: In complex
- Max Occupants: 3





Malibu Canyon Village

5 Year Sales History + Trends

- 41% ROI on purchase price
- Purchase price per square foot INCREASED by 29.5%
- High demand and low inventory has resulted in fewer days on market; DOM from 31 to 9
- Malibu Canyon Village is the BEST VALUE for the investment.

Year July 1 - June 30	BR	BATHS	SqFt	LP\$/SqFt	LP	SP\$/SqFt	SP	DOM	# UNITS SOLD
2019-2020	2	1.9	873	\$705	\$613,065	\$686	\$596,574	31	6
2020-2021	2.3	1.8	908	\$815	\$738,857	\$806	\$730,857	14	7
2021-2022	2	1.8	895	\$871	\$781,000	\$879	\$787,000	23	4
2022-2023	2	1.9	979	\$877	\$854,143	\$834	\$811,857	148*	7
2023-2024	2.3	2	959	\$887	\$839,333	\$889	\$841,333	9	3

*Data skewed by one unit. The unit sat on the market for 810 days due to being priced significantly higher than market value at \$1.2 million.

Source: MLS July 1, 2019 - June 30, 2024

23901 (Sold) Civic Center Way



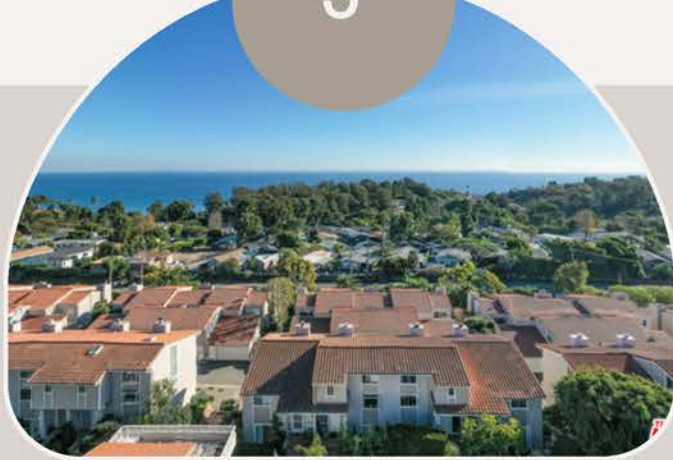
Asking Price: \$849,000
 Bed/Bath: 2 + 2 + Loft
 Size : 845 sq ft
 HOA: \$855/month
 Est. Rent : \$5,800

Expenses

- Purchase Price: \$855,000
- Prop Tax: \$10,688/year
- HOA: \$10,260/year
- Insurance: ~ \$2,888/year
- Total Expenses: **\$23,836/year**
or **\$1,986/month**

Cash Return

- Est. Rent: \$5,800/month
- Est. Gross Rent: \$69,600
- Est. Net Income: **\$45,764**
- Cap Rate: **5.4%**



Malibu Villas

5.5 Miles from campus | 2 bed + 2.5 bath/3bed + 3 bath

About The Community

- Avg Purchase Price: \$900k-\$1.1M
- HOA Dues: \$855/month
- Avg Sq ft: 1,545
- Parking: 2 car garage
- Guest Parking: Yes
- Amenities: Pool & spa
- Laundry: In unit
- Max Occupants: 4





Malibu Villas

5 Year Sales History

+ Trends

- 24.3% ROI on purchase price
- Purchase price per square foot INCREASED by 30.9%
- High demand and low inventory has resulted in fewer days on market; DOM from 115 to 54
- New HOA making significant improvements at same HOA fees (i.e. security gate added & onsite security personnel)

Year July 1 - June 30	BR	BATHS	SqFt	LP\$/SqFt	LP	SP\$/SqFt	SP	DOM	# UNITS SOLD
2019-2020	2.6	3	1,612	\$538	\$868,000	\$523	\$844,400	115	5
2020-2021	2.8	2.9	1,610	\$537	\$860,750	\$533	\$855,600	85	10
2021-2022	2.4	2.9	1,613	\$616	\$988,000	\$620	\$990,100	13	10
2022-2023	2.7	2.9	1,578	\$714	\$1,119,182	\$722	\$1,132,673	31	11
2023-2024	2.2	2.7	1,545	\$707	\$1,089,600	\$685	\$1,049,800	54	5

Source: MLS July 1, 2019 - June 30, 2024

28246 (Sold) Rey De Copas Ln



Asking Price: \$1,200,000
 Bed/Bath: 3 + 3
 Size : 1,681 sq ft
 HOA: \$855/month
 Est. Rent : \$6,000

Expenses

- Purchase Price: \$1,100,000
- Prop Tax: \$13,750/year
- HOA: \$10,260/year
- Insurance: ~ \$3,445/year
- Total Expenses: **\$27,455/year**
or **\$2,288/month**

Cash Return

- Est. Rent: \$6,000/month
- Est. Gross Rent: \$72,000
- Est. Net Income: **\$44,545**



Maison De Ville

.8 Miles from campus | 2 bed + 2 bath

About The Community

- Avg Purchase Price: \$1.2M-\$1.3M
- HOA Dues: \$1,200/month
- Avg Sq ft: 1,415
- Parking: Carport
- Guest Parking: Yes
- Amenities: Pool & spa
- Laundry: In unit
- Max Occupants: N/A





Maison De Ville

5 Year Sales History

+ Trends

- Purchase price per square foot INCREASED by 13.5%
- Maison De Ville has a higher price point per sq ft, resulting in the highest # of days on market; DOM 73 down to 60.
- In 2021, 6 units sold; one newly remodeled sold for over \$2M
- The majority of units are 2 bed + 2 bath. There are limited availability of 1 bed + 2 bath & 3 bed + 2 bath.

Year July 1 - June 30	BR	BATHS	SqFt	LP\$/SqFt	LP	SP\$/SqFt	SP	DOM	# UNITS SOLD
2019-2020	2	2.3	1,825	\$788	\$1,430,000	\$752	\$1,372,500	73	2
2020-2021	2	2.5	1,707	\$763	\$1,286,000	\$728	\$1,235,667	92	3
2021-2022	2	2	1,575	\$967	\$1,518,800	\$911	\$1,415,000	30	5
2022-2023	2.6	1.9	1,544	\$1,173	\$1,812,000	\$1,136	\$1,751,088	37	5
2023-2024	2	2	1,415	\$902	\$1,275,000	\$854	\$1,207,700	60	2

Source: MLS July 1, 2019 - June 30, 2024

23924 De Ville Way #D



Asking Price: \$1,398,888
 Bed/Bath: 2 + 2
 Size : 1,470 sq ft
 HOA: \$1,200/month
 Est. Rent : \$8,000

Expenses

- Est. Purchase Price: \$1,328,943
- Prop Tax: \$16,612/year
- HOA: \$14,400/year
- Insurance: ~ \$3,351/year
- Total Expenses: **\$34,363/year**
or **\$2,863/month**

Cash Return

- Est. Rent: \$8,000/month
- Est. Gross Rent: \$96,000
- Est. Net Income: **\$61,637**

Maison De Ville

Purchase price is estimated 5% off asking price.



The Pointe

5.7 Miles from campus | 2 bed 2.5 bath/3 bed 2.5 bath

About The Community

- Avg Purchase Price: \$1.4M-\$1.6M
- HOA Dues: \$1,000/month
- Avg Sq ft: 2,043
- Parking: 2 car garage
- Guest Parking: Yes
- Amenities: Pool, gym, tennis
- Laundry: In unit
- Max Occupants: 5 (3 bedroom)





The Pointe

5 Year Sales History

+ Trends

- 17.9% ROI on purchase price
- Purchase price per square foot INCREASED by 17.7%
- Overpriced and outdated units in 2023-2024 has resulted in longer DOM.
- In 2022, a total of 7 units sold; two of which were newly renovated and sold for \$1.8M each
- The Pointe does NOT have a limit on number of unrelated tenants per unit

Year July 1 - June 30	BR	BATHS	SqFt	LP\$/SqFt	LP	SP\$/SqFt	SP	DOM	# UNITS SOLD
2019-2020	3	2.5	2,019	\$637	\$1,288,500	\$616	\$1,244,750	60	4
2020-2021	3	2.9	2,182	\$623	\$1,357,600	\$620	\$1,3349,815	91	5
2021-2022	3	3	2,113	\$722	\$1,527,500	\$709	\$1,499,167	36	3
2022-2023	2.8	2.8	2,105	\$808	\$1,680,667	\$784	\$1,635,667	44	6
2023-2024	2.8	2.8	2,043	\$748	\$1,517,600	\$725	\$1,468,600	76	5

Source: MLS July 1, 2019 - June 30, 2024

6477 (Sold) Zuma View PI #127

Asking Price: \$1,575,000
 Bed/Bath: 3 + 2.5
 Size : 2,064 sq ft
 HOA: \$1,035.5/month
 Est. Rent : \$8,000

Expenses

- Purchase Price: \$1,552,000
- Prop Tax: \$19,400/year
- HOA: \$12,426/year
- Insurance: ~ \$3,684/year
- Total Expenses: **\$35,510/year**
or **\$2,959/month**

Cash Return

- Est. Rent: \$8,000/month
- Est. Gross Rent: \$96,000
- Est. Net Income: **\$60,490**



The Pointe



Design Services

Many units are outdated “fixers” & present an opportunity to buy low & renovate. We can provide end-to-end services from design to execution.

How We Help You :

- Project management
- Property assessment & planning
- Local market insights & trends
- Local, licensed resources
- Design & material selections
- Regular communication & progress updates

Example

Here is an example of a client who purchased "low" & we helped to re-design the unit to maximize rental income potential.

Rent before: **\$5,974/month**

Rent after: **\$8,000/month**

Purchase price: **\$1,410,000**

Current value: **\$1,800,000**



Before



After



Before



After

Meet the Team



Laura Alfano

Real Estate Agent

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Izzy Barnovsky

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INVESTING IN MALIBU

Let's Connect

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Thank you!

We look forward to turning your investment in your child's education into an opportunity to teach them how to invest in & manage real estate.

Who knows, it may result in them NOT moving back home after graduation!

Disclaimer:

The information provided is intended for the purpose of illustrative projections. Past performance is not a guaranteed indicator of future results. Consult your CPA.