

# 20970 Warner Center Lane Woodland Hills, CA

## For Sale | Owner User Opportunity in Warner Center

Office or Medical Building

23,382 SF Single Story Freestanding Building



**LEE & ASSOCIATES**  
COMMERCIAL REAL ESTATE SERVICES

No warranty or representation is made to the accuracy of the foregoing information. Terms of sale or lease and availability are subject to change or withdrawal without notice. CID#01191898

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Interested buyers should be aware that the owner (the "Seller") of the property known as **20970 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       | 20970 Warner Center Lane |
| BUILDING SIZE | 23,382 SF                |
| ASKING PRICE  | \$8,183,000              |
| PRICE PSF     | \$350/SF                 |
| LAND PSF      | \$101/SF                 |
| OWNERSHIP     | Fee Simple               |

## OFFERING HIGHLIGHTS

-  IDEALLY SUITED FOR CORPORATE OFFICE, PRODUCTION STUDIOS, AND MEDICAL OFFICES
-  PRIME LOCATION IN WARNER CENTER, A REVITALIZED URBAN LIVE-WORK COMMUNITY
-  FLEXIBILITY TO OCCUPY ENTIRE PROPERTY OR LEASE OUT A PORTION OF THE PROPERTY
-  EXCELLENT PARKING RATIO AT 3.8/1,000
-  OPPORTUNITY TO CONVERT TO MIXED USE MULTI-FAMILY WITH EXISTING ENTITLEMENTS
-  CONVENIENT ACCESS TO 101 FREEWAY

# PROPERTY PROFILE

**LOCATION** **20970 Warner Center Lane,  
Woodland Hills, CA 91367**

**BUILDING** **Single-Story 23,382 SF\***

**LAND SIZE** **1.86 Acres (81,065 SF)\*\***

**APN** **2149-017-010**

**ZONING** **WC "Warner Center Specific Plan Zone"**

**YEAR BUILT** **1984**

**PARKING** **3.8/1,000**

**ELECTRICAL** **480/277-Volt, 800 Amps**

**HVAC** **Roof Mounted Packaged Heat Pumps**

**ROOF** **Built-Up Roof System with Polybrite  
71-HS Coating Roof Membrane**

\*Building size per 2012 BOMA measurements

\*\*Parcel size to be determined

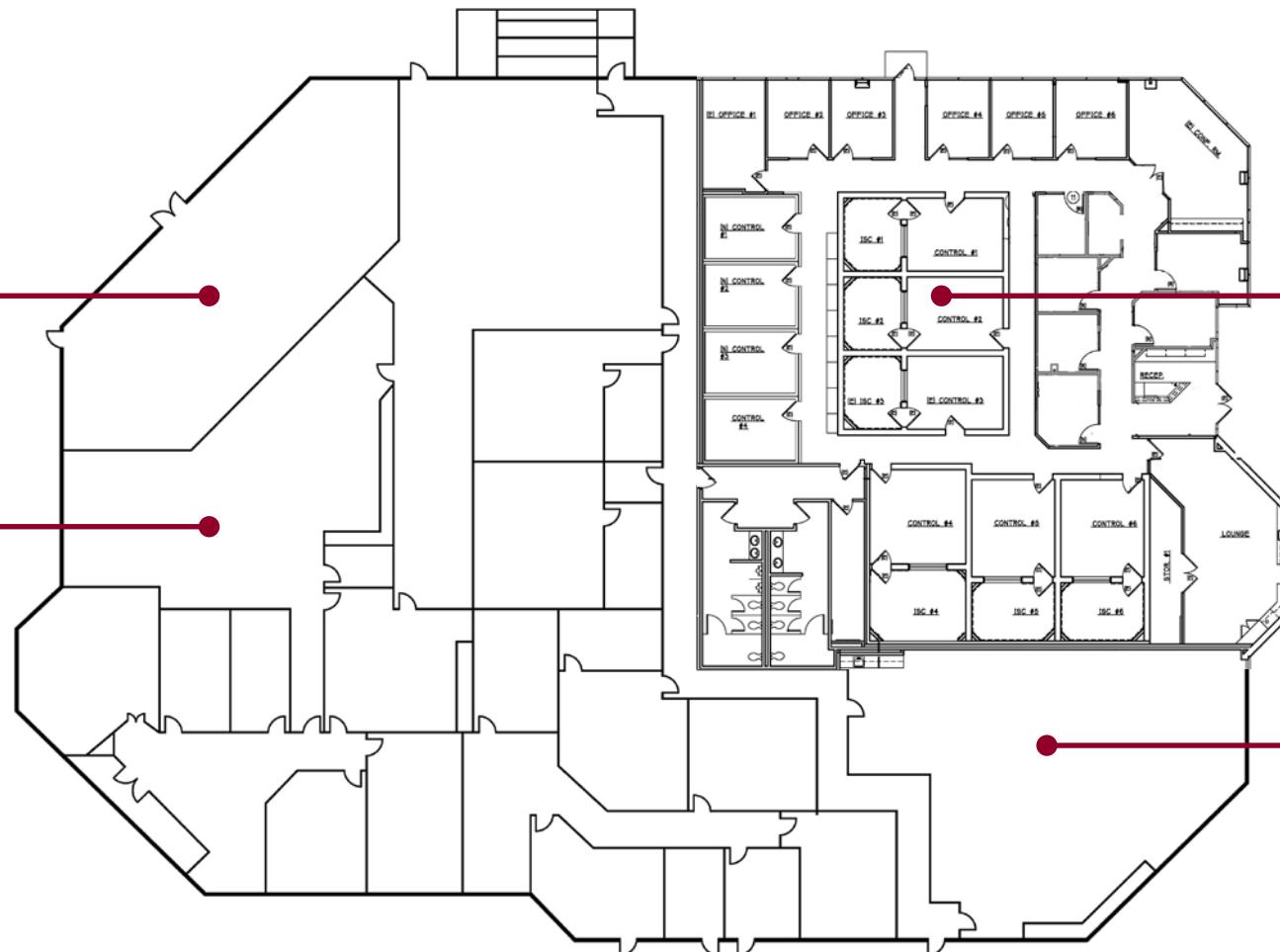
# FLOOR PLAN

**SUITE A**  
1,938 RSF

**SUITE B**  
7,688 RSF

**SUITE C**  
11,340 RSF

**SUITE D**  
2,416 RSF



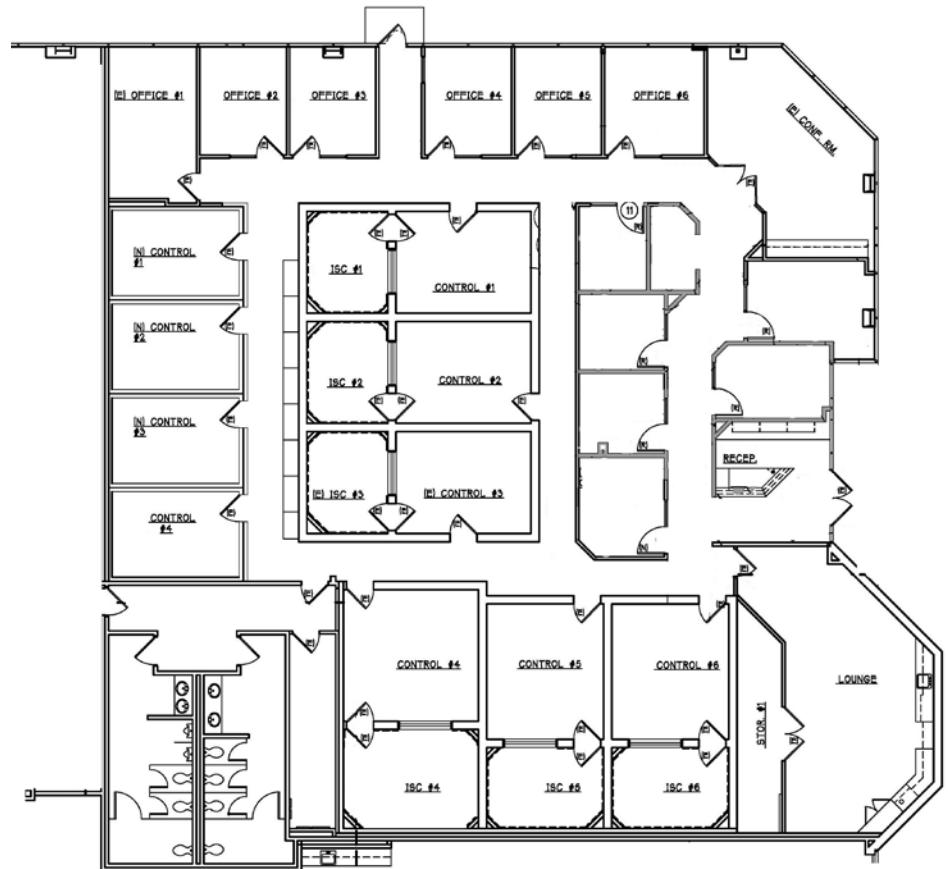
# RECORDING STUDIO

Interior Space Includes High-End, Fully Built-Out Recording Studio



- Premium, professionally designed recording studio with extensive build-out
- High-end acoustic treatments and top-tier soundproof construction
- Isolated recording booths and spacious control room for optimal sound quality
- Ideal for music production, podcasting, and post-production
- Significant investment in studio construction, offering a rare turnkey opportunity for an owner/user or tenant in a professional office setting

SUITE B — 7,688 RSF



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# TENANT INFORMATION .....

An owner/user can occupy 92% of the building or occupy 51% of the building and lease out the remaining to take advantage of SBA financing. The building features an on-site cafe/grill, offering a convenient dining option for an owner/user and tenants. This amenity enhances the workplace experience by providing accessible and convenient dining options for employees.

BUILDING SIZE 23,382 SF

TOTAL OCCUPIED 1,938 SF (BOMA 2012)

TOTAL AVAILABLE 21,444 SF (92%)

TENANT The Tomato Patch

SUITE A

SIZE 1,843 SF (per Lease)

RENT +/- \$1,900/Month

Percentage Rent (10% of Gross Sales)

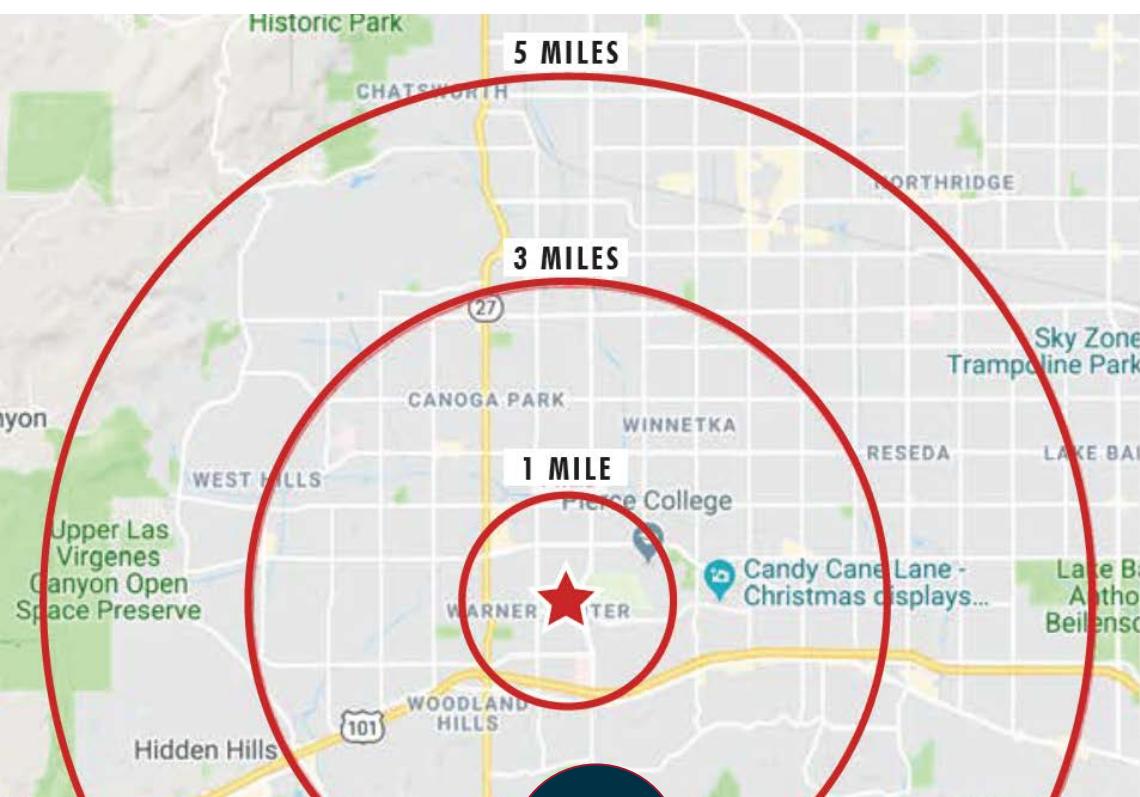
EXPIRATION 9/30/2027



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# DEMOGRAPHICS .....



## 2024 POPULATION

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

## 2024 AVERAGE HOUSEHOLD INCOME

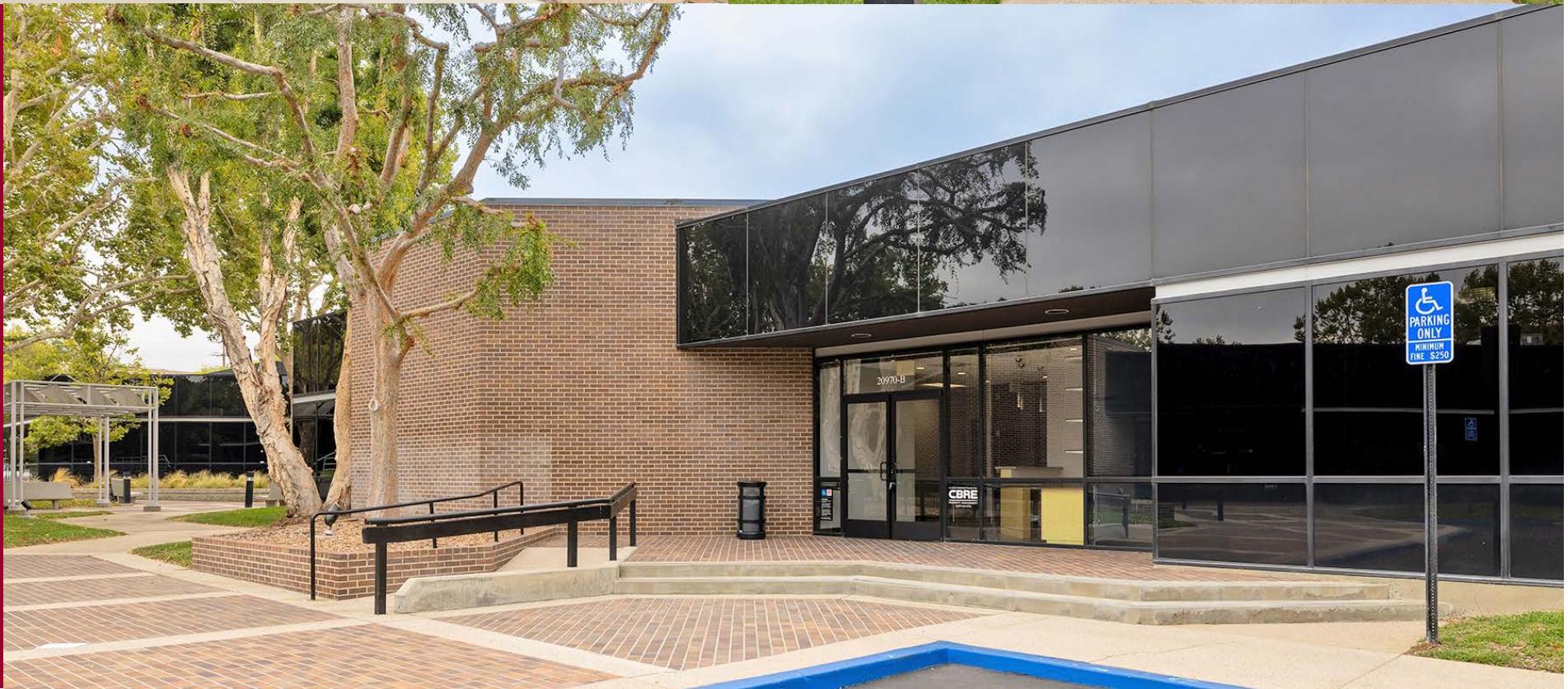
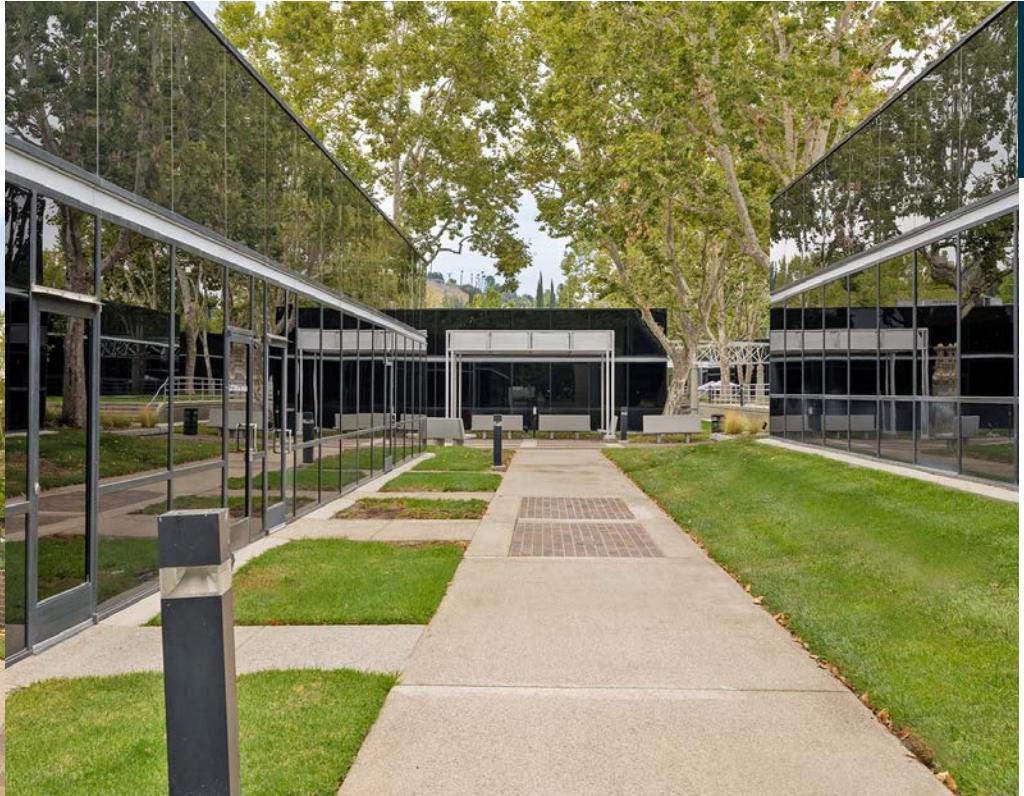
|           |        |           |        |           |        |
|-----------|--------|-----------|--------|-----------|--------|
| \$121,826 | 1-MILE | \$127,992 | 3-MILE | \$127,496 | 5-MILE |
|-----------|--------|-----------|--------|-----------|--------|

### 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%**



20970 WARNER CENTER LANE, WOODLAND HILLS, CALIFORNIA





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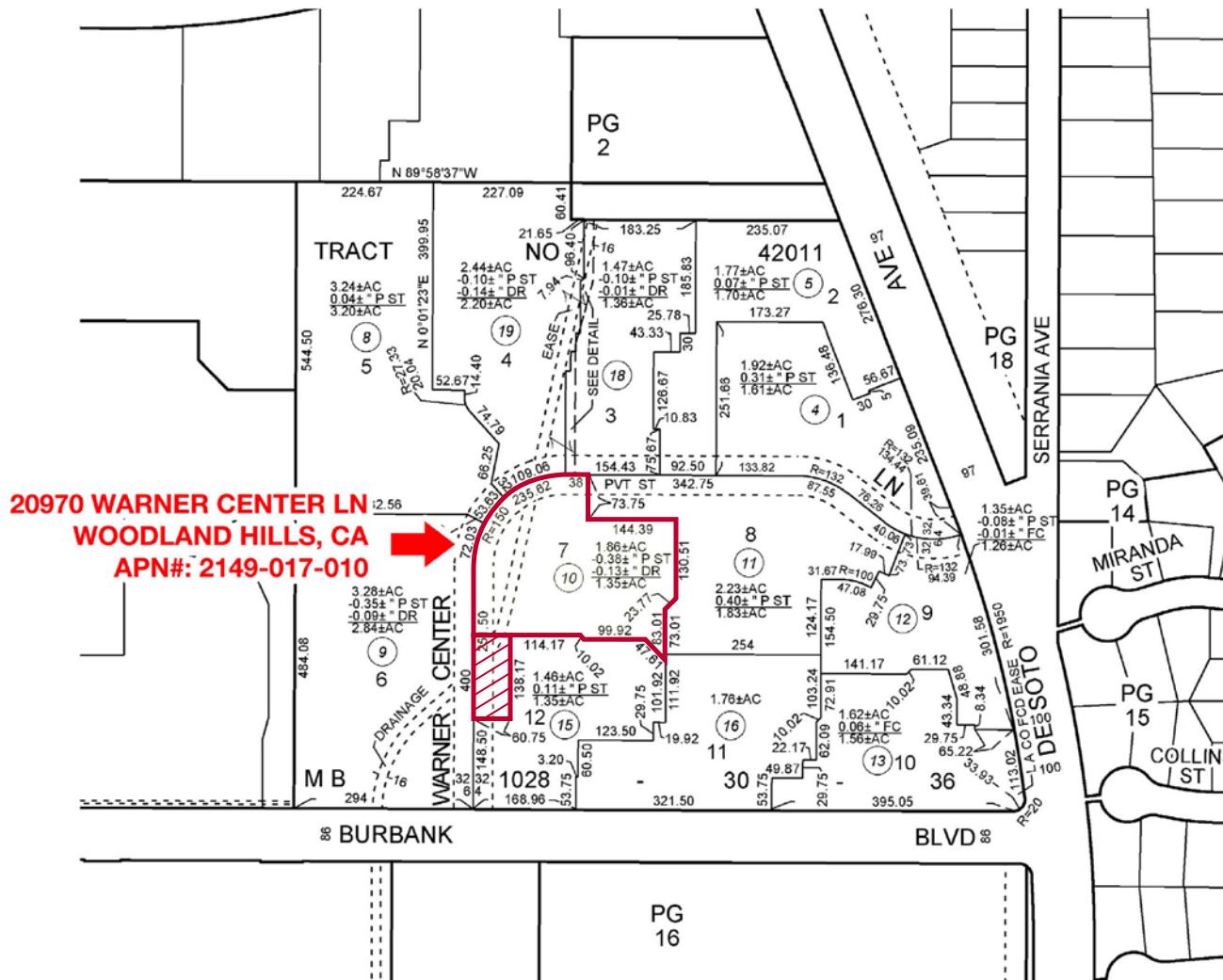
# AERIAL OVERVIEW .....



20970 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

\*Property boundary lines are approximate and subject to final survey. Exact lot dimensions and legal parcel configuration to be determined prior to close of escrow.



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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.

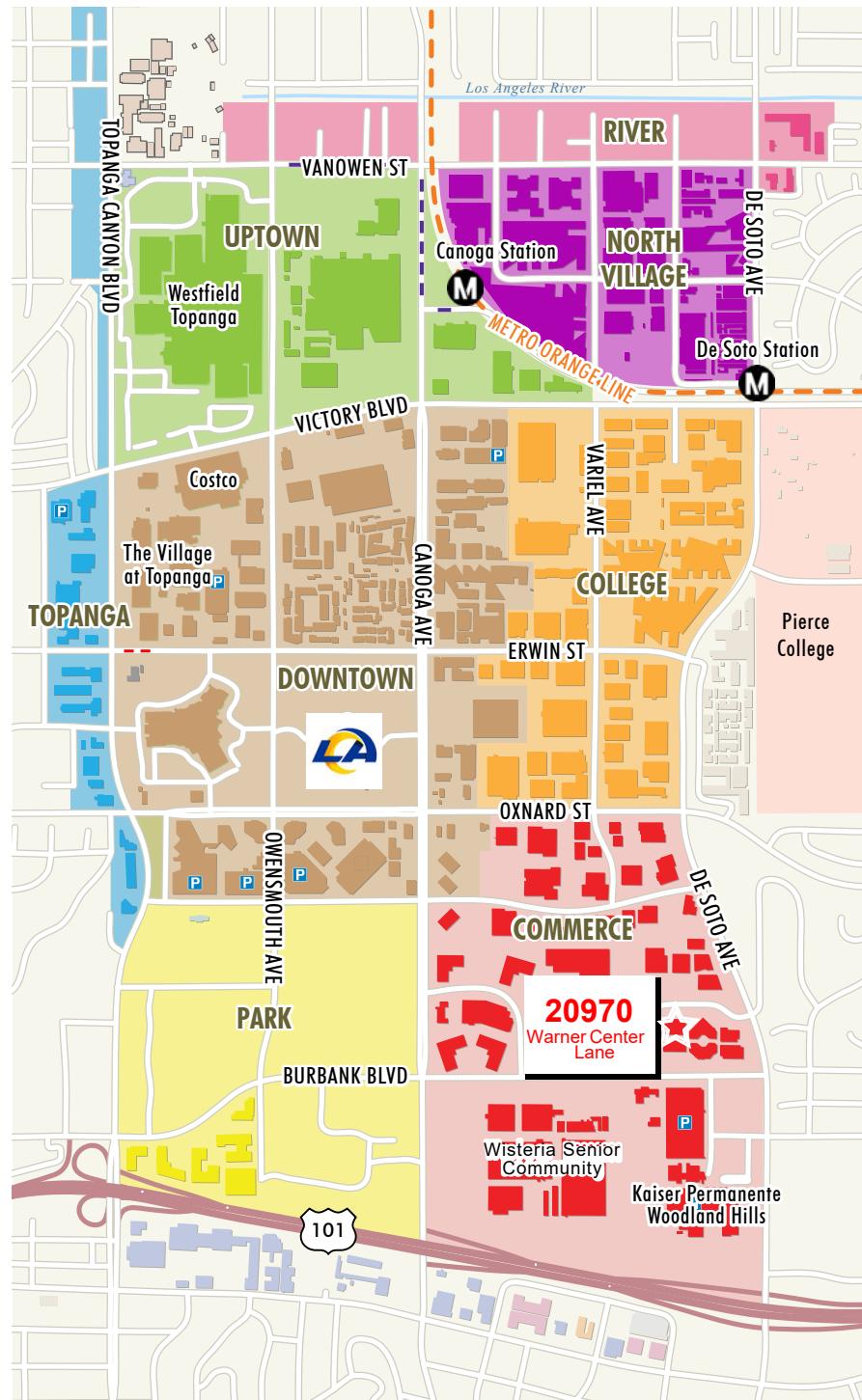
LA City has adopted the Warner Center 2035 Specific Plan, a visionary blueprint for high-density, transit-oriented development. This plan positions Warner Center as a vibrant, pedestrian-friendly district designed to foster a dynamic "Live/Work/Play" lifestyle.

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

**20970 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.



# FUTURE DEVELOPMENT.....

This property offers a rare opportunity for future redevelopment. Current entitlements are part of the Master Planned Development for the Warner Center Corporate Park. Positioned in a prime location, the site is well-suited for a modern residential development, benefiting from strong market demand and favorable zoning.

## WARNER CENTER CORPORATE PARK MASTER DEVELOPMENT



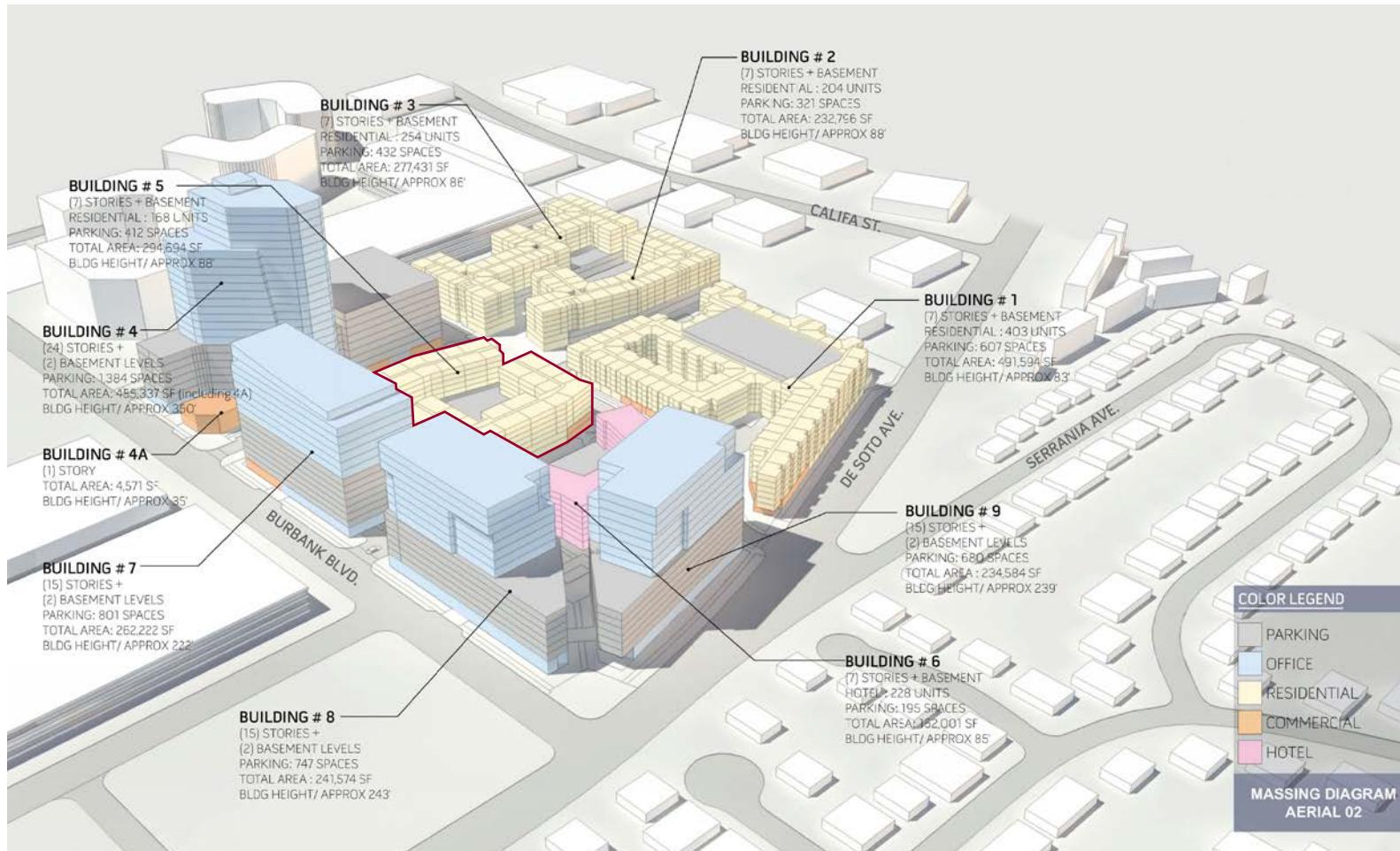
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# CONCEPT MASTER PLAN

- Entitled for a 7-story + basement multifamily project
- Approved unit count: 168 Units
- Total buildable square footage: 294,694 SF
- Parking allocation: 412

## WARNER CENTER BUSINESS PARK

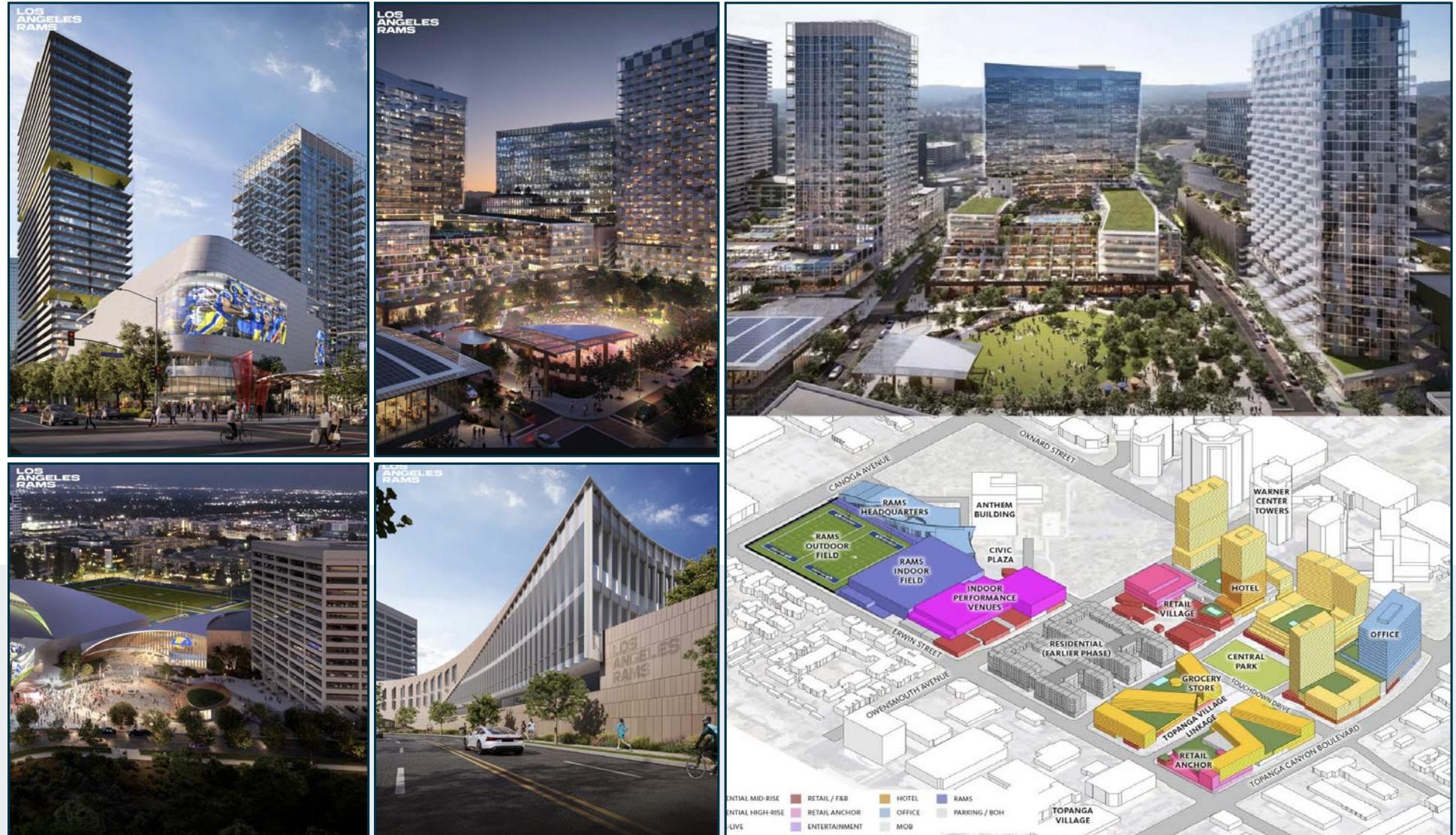


# RAMS DEVELOPMENT

- 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 community and entertainment events.



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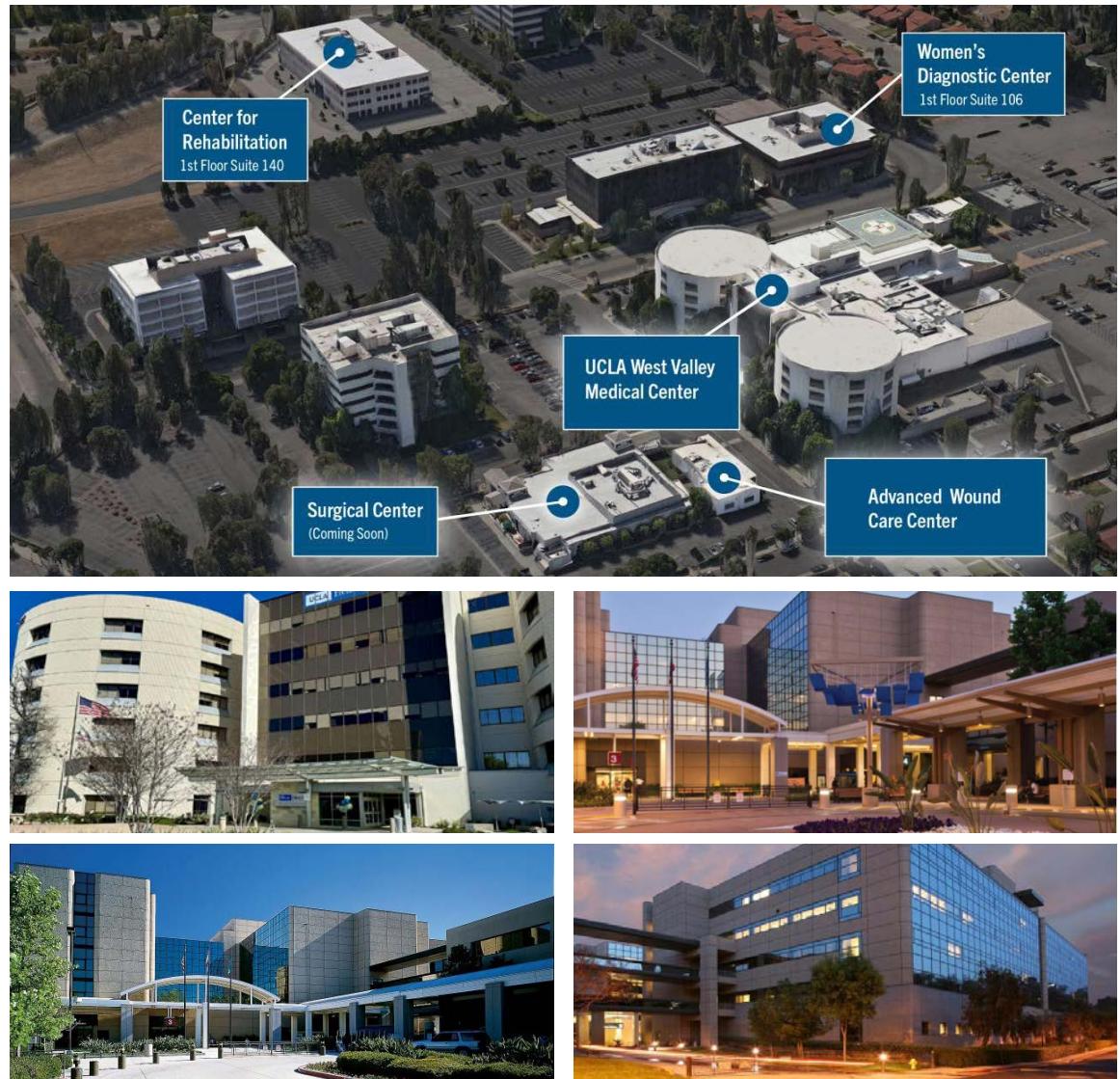


# HEALTHCARE EXPANSION IN THE WEST VALLEY.....

**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 20970 Warner Center Lane a compelling opportunity for medical office users seeking alignment with the expanding healthcare corridor.

Located just south of 20970 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.



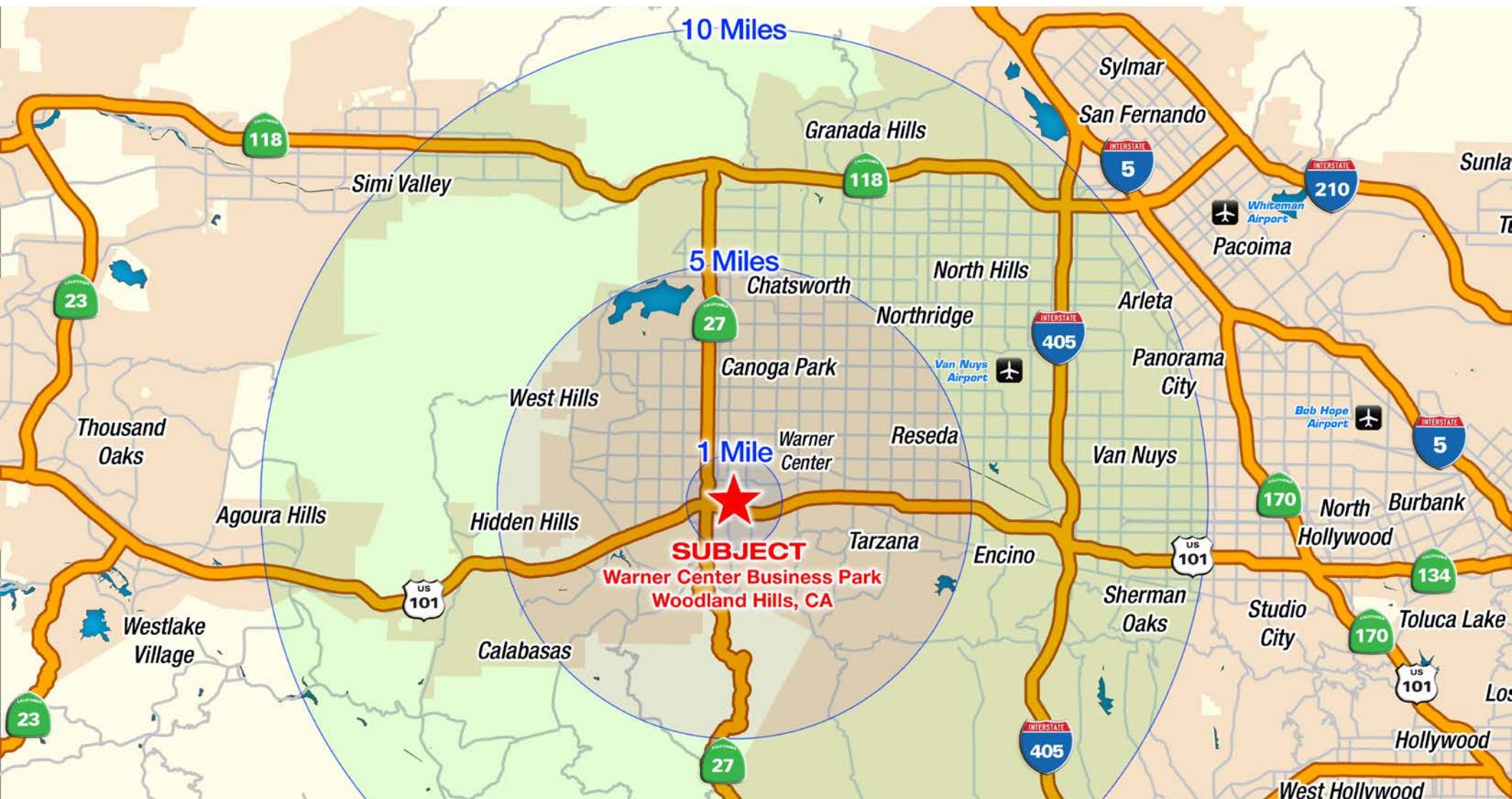
# WARNER CENTER CORPORATE PARK



# AMENITIES AERIAL



# LOCATOR MAP



# OWN VS LEASE ANALYSIS

## OWN

| PURCHASE ASSUMPTIONS                 | PER SF              |
|--------------------------------------|---------------------|
| SIZE                                 | 23,382 SF           |
| PURCHASE PRICE                       | \$380.63            |
| TENANT IMPROVEMENTS                  | \$50.00             |
| <b>TOTAL PURCHASE COSTS</b>          | <b>\$10,069,100</b> |
| <b>START-UP COSTS</b>                |                     |
| 10% DOWN PAYMENT                     | \$1,006,910         |
| ESTIMATED FEES & REPORTS             | \$56,346            |
| <b>TOTAL OUT-OF-POCKET COSTS</b>     | <b>\$1,063,256</b>  |
| <b>MONTHLY COSTS</b>                 |                     |
| MORTGAGE PAYMENT                     | \$2.54              |
| OPEX/PROPERTY TAX                    | \$1.00              |
| <b>TOTAL MONTHLY COSTS</b>           | <b>\$82,858</b>     |
| <b>MONTHLY OWNERSHIP BENEFITS</b>    |                     |
| DEPRECIATION DEDUCTION               | \$4,518             |
| PRINCIPAL PAYDOWN (EQUITY)           | \$15,496            |
| MORTGAGE INTEREST DEDUCTION          | \$9,236             |
| OPEX DEDUCTION                       | \$4,910             |
| RENTAL INCOME                        | \$1,383             |
| INTEREST ON START-UP COST            | -\$2,492            |
| <b>TOTAL OWNERSHIP BENEFITS</b>      | <b>\$33,051</b>     |
| <b>EFFECTIVE MONTHLY COST</b>        | <b>\$2.13</b>       |
| <b>APPRECIATION BENEFIT (1.5%)</b>   | <b>2.13</b>         |
| <b>NET COST (AFTER OWN BENEFITS)</b> | <b>\$1.59</b>       |
| <b>\$37,220</b>                      |                     |

## LEASE

| LEASE ASSUMPTIONS                      |                  |
|--|------------------|
| SIZE                                   | 23,382 SF        |
| LEASE RATE (MG)                        | \$2.50           |
| STARTING MONTHLY RENT                  | \$58,455         |
| ENDING RENT (3% ANNUAL INCREASES)      | \$76,270.52      |
| <b>START-UP COSTS</b>                  |                  |
| PREPAID RENT/SECURITY DEPOSIT          | \$134,725        |
| <b>TOTAL OUT-OF-POCKET COSTS</b>       | <b>\$134,752</b> |
| <b>MONTHLY COSTS</b>                   |                  |
| LEASE PAYMENT                          | \$2.50           |
| UTILITIES AND JANITORIAL               | \$0.40           |
| <b>TOTAL MONTHLY COSTS</b>             | <b>\$67,808</b>  |
| <b>MONTHLY OWNERSHIP BENEFITS</b>      |                  |
| DEPRECIATION DEDUCTION                 | N/A              |
| PRINCIPAL PAYDOWN (EQUITY)             | N/A              |
| RENT DEDUCTION                         | \$12,276         |
| OPEX DEDUCTION                         | \$1,964          |
| RENTAL INCOME                          | N/A              |
| INTEREST ON START-UP COST              | -\$254           |
| <b>TOTAL LEASE BENEFITS</b>            | <b>\$13,986</b>  |
| <b>EFFECTIVE MONTHLY COST</b>          | <b>\$2.30</b>    |
| <b>APPRECIATION BENEFIT (1.5%)</b>     | <b>N/A</b>       |
| <b>NET COST (AFTER LEASE BENEFITS)</b> | <b>\$2.30</b>    |
| <b>\$53,822</b>                        |                  |

# OWNER USER FINANCING OVERVIEW.....

## SBA 504

|                     |             |
|---------------------|-------------|
| PURCHASE PRICE      | \$8,900,000 |
| IMPROVEMENTS        | \$0         |
| TOTAL PROJECT COSTS | \$8,900,000 |

## COLLATERAL REQUIREMENTS 504

|   |
|---|
| 1ST MORTGAGE ON SUBJECT PROPERTY  |
| 2ND MORTGAGE ON SUBJECT PROPERTY  |
| <i>Additional collateral may be required if appraised value is lower than purchase price.</i> |

## 504 LOAN

|                 |     |             |
|-----------------|-----|-------------|
| BANK LOAN       | 50% | \$4,450,000 |
| SBA 504 LOAN*   | 40% | \$3,640,240 |
| CASH INJECTION  | 10% | \$890,000   |
| TOTAL FINANCING |     | \$8,090,240 |

## FEES & OUT OF POCKET EXPENSES 504\*

|                                     |         |                  |
|-------------------------------------|---------|------------------|
| SBA GUARANTEED LOAN AMOUNT          | 100.00% | \$3,560,000      |
| SBA FEE 504 LOAN (FINANCED)         | 2.15%   | \$80,240         |
| BANK FEE 1ST LOAN                   | 0.50%   | \$22,250         |
| APPRAISAL & ENVIRONMENTAL REPORTS*  |         | \$6,000          |
| CASH DOWN PAYMENT                   | 10.00%  | \$890,000        |
| <b>TOTAL OUT OF POCKET EXPENSES</b> |         | <b>\$918,250</b> |

\*Includes financed SBA fee of \$76,540 & \$3,700 legal fee.

\*Out of Pocket

## MONTHLY COSTS 504

|                    | Amount | Rate   | Payment  |
|--------------------|--------|--------|----------|
| 1ST MORTGAGE       | 25 yrs | 5.85%  | \$28,265 |
| 2ND MORTGAGE (SBA) | 25 yrs | 6.37%  | \$24,284 |
| TOTAL FINANCING    |        | 6.085% | \$52,549 |

## DEBT & FINANCE CONTACT

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BRE #02013225

FOR MORE INFORMATION  
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