

# 3970 ATLANTIC AVENUE

## BIXBY KNOLLS SHOPS & EXECUTIVE OFFICES

Marcus & Millichap  
DUONG INVESTMENT GROUP



3970 ATLANTIC AVENUE, LONG BEACH, CA 90807

OFFERING MEMORANDUM

# 3970 ATLANTIC AVENUE

## BIXBY KNOLLS SHOPS & EXECUTIVE OFFICES

### Exclusively Listed By

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# INVESTMENT OVERVIEW

## Investment Highlights



**Rare Bite-Sized Opportunity in a High-Barrier-to-Entry Submarket**



**Attractive Value-Add Opportunity with a 10.12% Pro Forma Cap Rate**  
**Several Month-to-Month Leases Allow for Immediate Access to Upside**



**Highly Prominent Billboard Signage Provides Excellent Visibility and an Additional Passive Income Stream**

## Rare Los Angeles County Asset with Value-Add Potential

- ▶ Below Market Rents and Month-to-Month Leases Provide an Immediate Opportunity for Upside
- ▶ Prime Bixby Knolls Location with Exceptional Visibility Along Atlantic Avenue
- ▶ Executive Office Suites Create Multiple Options and Flexibility for Leasing

## Prime Bixby Knolls Location

- ▶ Positioned in Bixby Knolls, One of Long Beach's Most Desirable Neighborhoods with Limited Supply
- ▶ Excellent Exposure Along Atlantic Avenue, a Key North-South Thoroughfare Through Long Beach with Traffic Counts Exceeding 44,000 Cars Per Day at the Nearby Intersection

## Strong Real Estate Fundamentals

- ▶ Located Just One Mile from Interstate 405 Freeway and Two Miles from Interstate 710 Freeway, Providing Connectivity to Major Los Angeles County Markets
- ▶ Dense Infill Long Beach Trade Area with Over 657,000 Residents Within Five Miles
- ▶ Average Household Incomes Exceeding \$102,000 Within the Immediate Trade Area



# INVESTMENT OVERVIEW

## Aerial Photo



■ ■ Bixby Knolls Neighborhood

# INVESTMENT OVERVIEW

## Close-Up Aerial Photo



# FINANCIAL ANALYSIS

## Offering Summary

Property Name	Bixby Knolls Shops & Executive Offices
Property Address	3970 Atlantic Avenue Long Beach, CA 90807
Assessor's Parcel Number	7138-017-013
Current Occupancy	100%
Year Built	1949
Gross Leasable Area (GLA)	±8,886 Square Feet
Lot Size	±0.15 Acres (±6,572 Square Feet)

## Pricing

Price	\$1,913,000
Cap Rate (Current)	6.38%
Cap Rate (Pro Forma)	10.12%
Price/SF	\$215.28

## Annualized Operating Data

	Current	Pro Forma
Gross Potential Rent	\$225,667	\$236,634
Additional Income (Billboard)	\$12,000*	\$12,000*
Expense Reimbursements	\$4,800**	\$66,377**
Gross Potential Income	\$262,467	\$315,011
Vacancy Reserve	5.00% / (\$11,283)	5.00% / (\$11,832)
Effective Gross Income	\$231,184	\$303,179
Less Expenses	(\$109,193)	(\$109,632)
<b>Net Operating Income</b>	<b>\$121,991</b>	<b>\$193,547</b>

## Expenses

	Current	Pro Forma
Property Tax (1.2402%)	\$23,725	\$23,725
Tax Special Assessments	\$3,956	\$3,956
Insurance	\$25,726	\$25,726
CAM-Service Contracts	\$6,160	\$6,160
CAM-Repairs & Maintenance	\$15,600	\$15,600
CAM-Utilities/Misc.	\$25,000	\$25,000
Property Management	\$9,051	\$9,465
<b>Total Expenses</b>	<b>\$109,193</b>	<b>\$109,632</b>
Expenses/SF	\$12.29	\$12.34

\*The property features additional income from a billboard located on the roof. Please see the rent roll and contact Agent for more details.

\*\*Some executive office tenants reimburse for electricity. Reimbursements average \$400/month. Pro forma includes the electricity reimbursement from executive office tenants in addition to reimbursements from NNN leases.

# FINANCIAL ANALYSIS

## Rent Roll - As of September 2025

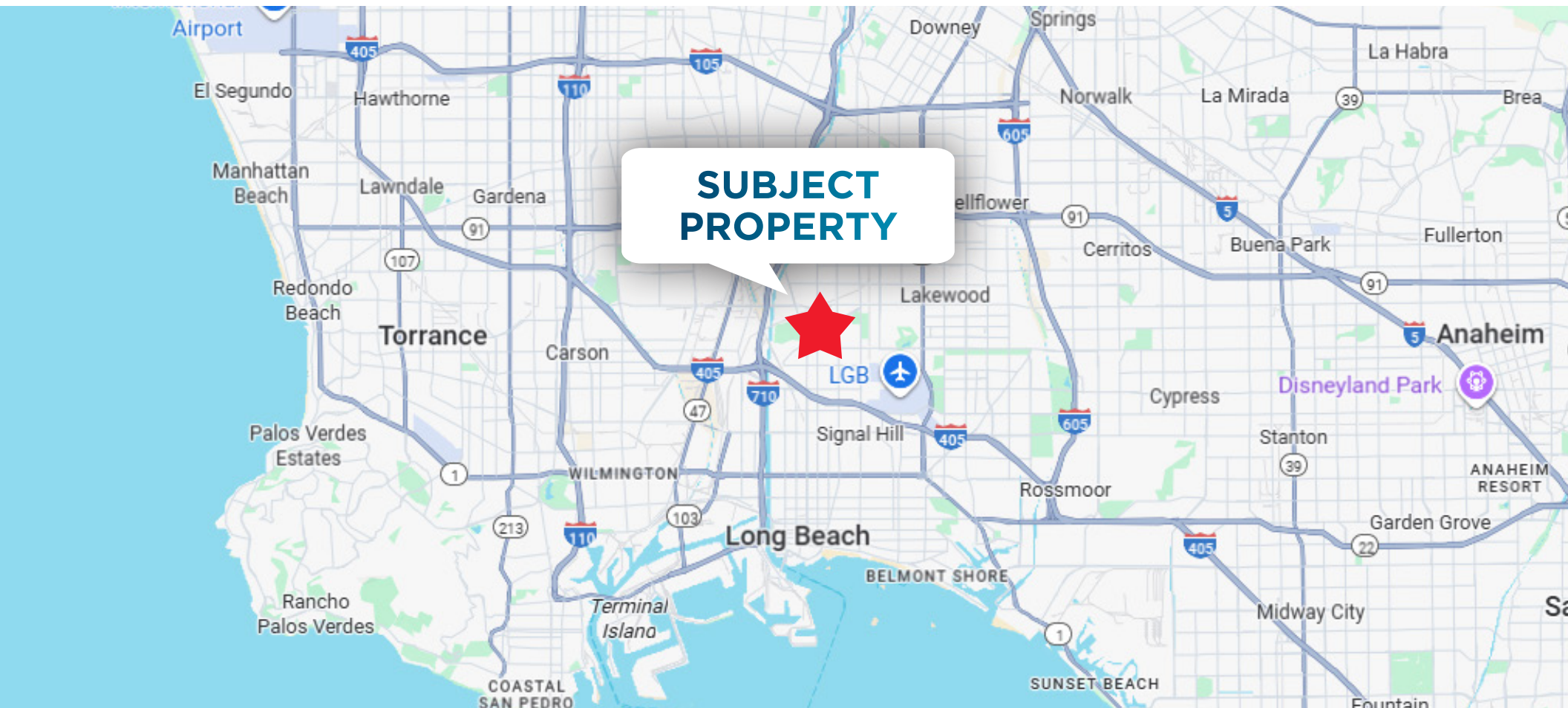
Executive Offices (Upstairs)

Retail (Ground Floor)

Suite	Tenant Name	GLA	% of GLA	Lease Commence	Tenancy	Expires	Current Monthly Rent	Current Rent/SF/Mo	Lease Type	Increases	Options	Pro Forma Rent/SF
200	One on One Mortgage/RE	236	2.66%	1/1/2019	±7 Years	MTM	\$618.83	\$2.62	MG	None	None	\$2.50 MG
201	Integrity Design Group	382	4.30%	1/1/2020	±6 Years	MTM	\$904.85	\$2.37	MG	None	None	\$2.50 MG
202	Armando Rodriguez	599	6.74%	1/1/2017	±9 Years	MTM	\$1,385.72	\$2.31	MG	None	None	\$2.50 MG
203	Ilya B. Nodel	415	4.67%	2/1/2024	±2 Years	03/31/2026	\$700.00	\$1.69	MG	None	None	\$2.50 MG
204	Johnny R. Nunez	237	2.67%	8/27/2021	±4 Years	07/31/2026	\$572.00	\$2.41	MG	None	None	\$2.50 MG
205	Evon L. Gayles	320	3.60%	8/17/2023	±2 Years	02/28/2026	\$695.00	\$2.17	MG	None	None	\$2.50 MG
206	Michael R. Gael	294	3.31%	2/15/2023	±3 Years	MTM	\$762.11	\$2.59	MG	None	None	\$2.50 MG
208	Priority RE Solutions	368	4.14%	11/29/2022	±3 Years	MTM	\$811.20	\$2.20	MG	None	None	\$2.50 MG
209	Eva Chan Sooho	345	3.88%	1/1/2019	±7 Years	MTM	\$826.80	\$2.40	MG	None	None	\$2.50 MG
210	TRA Consulting, Inc.	338	3.80%	6/1/2021	±4 Years	09/30/2025	\$826.80	\$2.45	MG	None	None	\$2.50 MG
211	Mary Z. McCullough	361	4.06%	1/25/2024	±2 Years	MTM	\$780.00	\$2.16	MG	None	None	\$2.50 MG
3972	YSSL Hair Studio	1,243	13.99%	6/1/2021	±4 Years	MTM	\$2,575.47	\$2.07	MG	None	None	\$2.00 NNN
3974	Orchid Rose Esthetics	1,598	17.98%	10/1/2024	±1 Years	09/30/2026	\$3,295.00	\$2.06	MG	None	None	\$2.00 NNN
3976	Kubo-LB Bookstore	1,650	18.57%	11/1/2024	±1 Years	09/30/2027	\$3,195.00	\$1.94	MG	None	None	\$2.00 NNN
3978	Spa/Massage	500	5.63%	8/1/2020	±5 Years	08/31/2025	\$856.84	\$1.71	MG	None	None	\$2.00 NNN
# Tenants: 15	Total Available: Total Occupied:	0 SF 8,886 SF				Monthly: Annual:	\$19,720 \$236,634	Average: \$2.12/SF MG				
Roof	Billboard	N/A	N/A	01/01/2007	±18 Years	12/31/2026	\$12,000 (Annually)	N/A	N/A	None	None	No Change

# MARKET OVERVIEW

## Regional Map



±44,000

CARS PER DAY AT THE NEARBY  
ATLANTIC/E. CARSON INTERSECTION



±4.5 MILES

TO LONG BEACH  
AIRPORT (LGB)



±1 MILE

FROM INTERSTATE  
405 FREEWAY



±2 MILES

FROM INTERSTATE  
710 FREEWAY

1

2

3

MARKET OVERVIEW

# MARKET OVERVIEW

## The City Of Long Beach / Bixby Knolls Overview



The Los Angeles-Long Beach-Anaheim MSA is one of the largest and most diverse economies in the United States, supported by trade, logistics, healthcare, education, and technology. Within this region, Long Beach benefits from proximity to both Los Angeles and Orange County, capturing demand from a wide consumer base. The city continues to attract investment due to its established retail corridors, dense population, and stable household incomes.

Bixby Knolls is a highly distinctive submarket within Long Beach, recognized for its limited retail availability and strong community identity. The area has evolved into a walkable commercial and cultural hub with steady consumer traffic supported by surrounding residential neighborhoods. Local initiatives and business associations foster a strong tenant mix that supports independent retailers, restaurants, and service providers, driving consistent demand despite broader market fluctuations.

The submarket's strength is further enhanced by its visibility along Atlantic Avenue, one of Long Beach's primary north-south thoroughfares. This corridor connects the neighborhood to regional freeways and Downtown Long Beach, while capturing daily commuter and local traffic. The combination of high visibility and entrenched neighborhood loyalty contributes to strong tenant retention and above-average rent stability.

Long Beach as a whole is further reinforced by the presence of the Ports of Los Angeles and Long Beach, the largest container port complex in the nation, supporting jobs and local spending. However, within the city, Bixby Knolls offers particularly rare retail opportunities, as barriers to entry and low vacancy maintain upward pressure on rental growth. For investors, this submarket represents a niche but resilient retail environment positioned for long-term stability.

## Popular Nearby Attractions

### LONG BEACH AIRPORT



### CSU LONG BEACH



### PORT OF LONG BEACH



### AQUARIUM OF THE PACIFIC



### LB CONVENTION CTR.



Bixby Knolls - Long Beach, CA



Helen Berger Theatre @ Bixby Knolls

## Demographics

### Income & Economics

	1-Mile	3-Mile	5-Mile
Average Household Income	\$133,447	\$102,407	\$102,431
Average Household Retail Expenditure	\$260,433	\$237,882	\$237,658
2024 Daytime Population	28,681	206,950	653,614

### Population

2029 Population	26,914	212,626	661,350
2024 Population	26,392	211,324	657,105
2010 Population	25,695	213,974	665,188

### Households

2029 Households	10,906	71,293	230,232
2024 Households	10,717	70,547	227,689
2010 Households	10,459	69,516	224,173

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