



## 3<sup>rd</sup> Quarter 2020 Market Study Greater South Bay Area, Los Angeles

City	Number of Sales	Average GRM*	Average Cap Rate**	Average Price/Square Foot	Average Price/Unit
Carson	1	15.9	4.1%	\$332	\$345,000
El Segundo	1	23.6	2.7%	\$463	\$540,000
Gardena	4	14.2	4.4%	\$431	\$292,708
Harbor City	1	16.5	3.9%	\$265	\$235,000
Hawthorne	12	15.9	4.2%	\$375	\$329,778
Hermosa Beach	6	23.1	2.8%	\$1,009	\$882,875
Inglewood	22	14.6	4.5%	\$357	\$329,222
Lawndale	10	15.3	4.3%	\$400	\$359,002
Lomita	1	12.7	5.1%	\$870	\$380,000
Long Beach	79	15.9	4.2%	\$403	\$341,603
Manhattan Beach	3	28.3	2.0%	\$1,460	\$1,035,667
Redondo Beach	12	20.3	3.2%	\$586	\$567,269
San Pedro	24	14.7	4.4%	\$322	\$293,151
Torrance	10	19.4	3.3%	\$461	\$463,524
Wilmington	8	15.8	4.6%	\$320	\$244,114
<b>Grand Total</b>	<b>194</b>	<b>16.4</b>	<b>4.1%</b>	<b>\$434</b>	<b>\$377,747</b>

Source: CRMLS residential income closed sales July 1<sup>st</sup>, 2020 through September 30<sup>th</sup>, 2020.

\*Gross Rent Multiplier estimated from reported actual rents; market rents used for vacancies

\*\*Cap Rates estimated using reported actual rents; market rents used for vacancies. Assumes 35% expenses; 50% expenses for master metered properties

For a full interactive copy of this study please contact:

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## Take Control of Your Financial Destiny

### Benefits of owning income property:

- A business that does not go out of business. Shelter is a basic human need and the population keeps growing.
- A business that does not require that you show up for work every day. Your property manager will manage your rental units. Property management does not cost, it pays.
- A business that does not require you to have any employees. No payroll, no staff training, no hiring and no firing.
- A business that has cash flow. Good cash-on-cash returns are possible in this market.
- A business that has equity growth. By paying down your mortgage each month (using rent collected from your tenants) the principal balance on your loan will continually drop lower and lower.
- A business that has tax shelter benefits. Deduct your mortgage interest and the property's operating expenses, the depreciation deduction and the IRS's 1031 tax deferred exchange.
- A business that has value appreciation. Significant value appreciation is occurring.
- A business you purchase with the power of leverage. You receive 100% of the benefits of the value of the property, while only putting 3.5% to 25% down.
- A business you purchase with very low interest rates. The less you pay on your mortgage, the more cash you get to put in your pocket.

**Call us today and we will help you create a plan to take control of your financial future:**

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

**562-624-4400**