



**TEAM GHOBADI** | MULTIFAMILY INVESTMENT SERVICES  
NORTH LOS ANGELES & TRI-CITIES



► Honesty ► Integrity ► Experience ► Market Knowledge

# > Team Structure

## Mission Statement

*Our mission is to provide our multifamily clients with proven, personalized service that not only achieves—but exceeds—their investment objectives. Through a spirit of honesty, integrity and ingenuity, our team of brokerage, research and marketing professionals with expertise in the San Fernando Valley and Tri-Cities markets aims to maximize returns while safeguarding the best interests of our clients.*



Team Leader

REZA GHOBADI | Senior Vice President

- > One of the most accomplished Multifamily Brokers in Los Angeles County.
- > More than a decade of experience in representing investment clients in the multifamily markets of the sprawling San Fernando Valley and the Tri-Cities.
- > Former CEO and business owner with more than 50 employees.
- > Fluent in three languages; English, Farsi, and Swedish.
- > Over 25 years of negotiating skills.



The Analyst

ARTHUR DEDEYAN

- > Specialist in property valuation and risk assesment in a variety of methodologies.
- > As SVP of previous company, increased market share by 100% in only 3 years of employment.
- > Alumni of Concordia University Quebec and Pantheon-Sorbonne.



The Strategist

ALEX FORSTER

- > BA in Urban Environmental Policy & Economics from Occidental College.
- > Over 6 years experience working in client oriented industries
- > Founded, operated, and sold profitable small business in Los Angeles.
- > Proud Eagle Scout.



The Organizer

JOCELYN GARCIA

- > BA in Finance from CalState Los Angeles University.
- > Social Media Marketing Specialist
- > Over 7 years of experience in Graphic Design and Marketing.
- > Recieved Real Estate License in 2017.



The Champion

JARED PAPAIZIAN

- > Strong background in research and property management.
- > San Fernando Valley native.
- > Professional fighter with 40 professional fights.
- > 3-time UFC Vet, 2-time King of the Cage Champion.

## > Team Structure





## Client Goals

- Sell at the highest value
- Higher income
- Annual rental increases to offset the inflation
- Good Location
- Less management intensive
- The client did not want to leverage
- Exchange to income tax free state

## SOLD PROPERTY



7100 Fulton Ave, North Hollywood, CA 91605

45-UNITS »

SOLD: \$7,300,000 »

CAP: 4.41% »

NOI: \$335,463 »

BUILDING SF: 31,790 »

## CASE STUDY #1

1031 Exchange

The clients did not want to leverage

## PURCHASED PROPERTY



4536 E. University Blvd., Odessa, TX 79762

» RED LOBSTER | TRIPPLE NET

» PURCHASED: \$7,335,600

» CAP: 6.28%

» NOI: \$458,475

» BUILDING SF: 7,468

## Team Accomplishments

- 25 Year absolute Triple Net
- Corporate Guarantee
- 2% annual rental increase
- 27% increased net income
- 4 x 5-year options to extend
- Excellent Location
- No management required
- Income tax free state

## Client Goals

- Sell at the highest value
- Higher income
- Annual rental increases to offset the inflation
- Good location
- Less management intensive
- The clients wanted to cash out at least 1 million out of the sale of their property

## SOLD PROPERTY



14134 Burbank Blvd., Sherman Oaks, CA 91401

17-UNITS »

SOLD: \$3,970,000 »

CAP: 3.72% »

NOI: \$152,657 »

BUILDING SF: 13,594 »

## CASE STUDY #2

1031 Exchange

The clients wanted to cash out at least 1 million out of the sale of their property

## PURCHASED PROPERTY



850 Manswell Rd., Roswell, GA 30076

» DEL TACO | TRIPPLE NET

» PURCHASED: \$2,800,000

» CAP: 5%

» NOI: \$140,000

» BUILDING SF: 3,268

## Team Accomplishments

- 20 Year absolute Triple Net
- Corporate Guarantee
- 10% rental increase every 5 years
- 4 x 5-year options to extend
- Excellent location
- No management required



## GREATER LOS ANGELES MARKET

The Greater Los Angeles region encompasses the sprawling metropolitan areas across Los Angeles, Orange, Riverside, San Bernardino and Ventura counties. Operating from nine offices, we serve clients with upwards of 165 brokerage specialists and 40 property management professionals, not to mention executive, marketing, research and other support staff. One of the most competitive markets in the world, the commercial real estate industry in the greater Los Angeles area demands professionals who not only understand the intricate workings of the expansive region, but who can strategically position clients within its various submarkets.

Our capabilities include industrial, office, retail and multifamily landlord and tenant representation; capital markets and investment services; corporate solutions; valuation and advisory services; and property management.

We manage more than 16.4 million square feet of space within Greater Los Angeles; and in 2017, we closed more than 44.8 million square feet in leasing and sale transactions, totaling nearly \$3.7 billion.

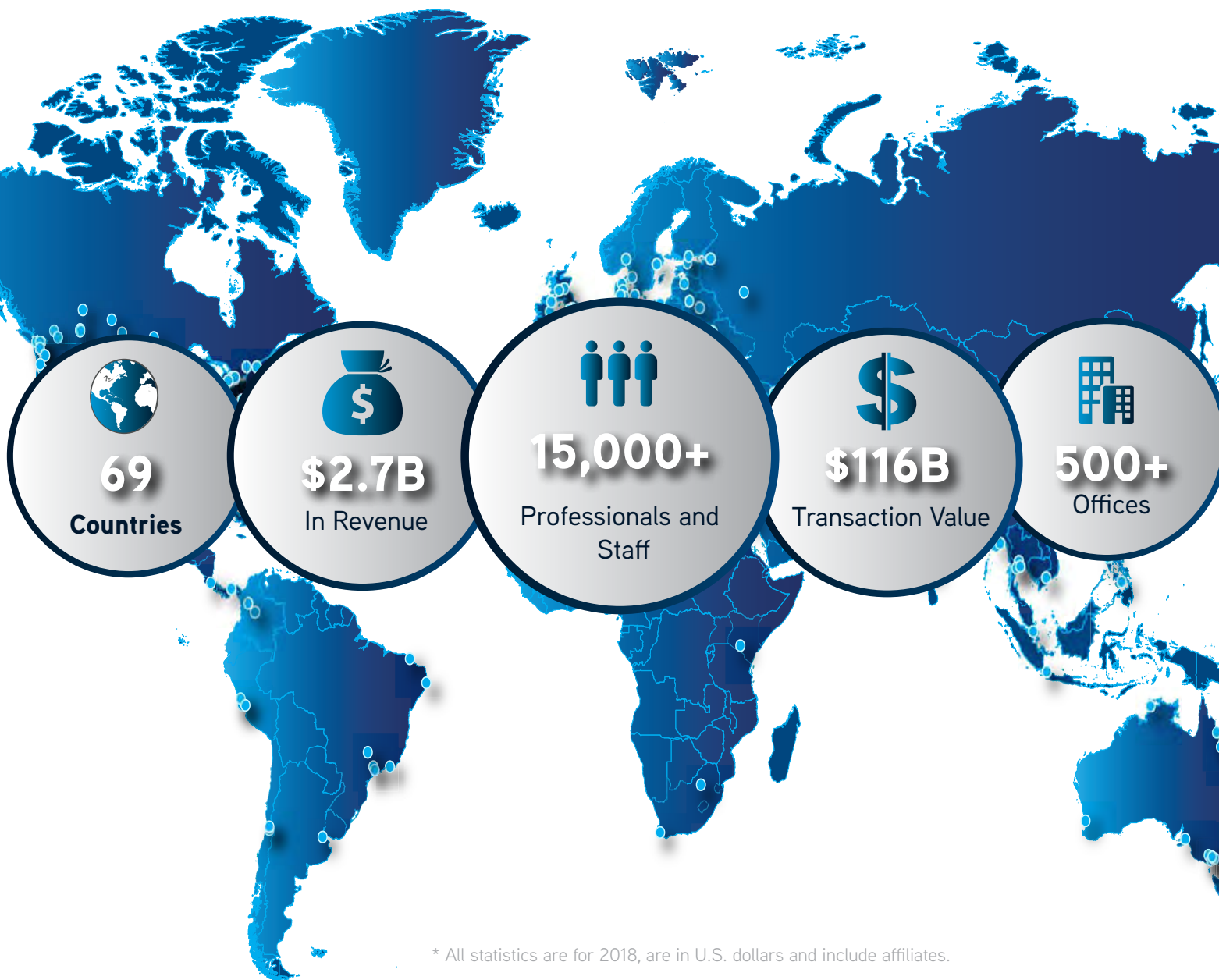
## OUR APPROACH

Colliers International's Multifamily team is a leading provider of integrated real estate investment services, debt and equity financing services. With over 500+ offices in 69 countries, we are globally connected with our investor clients and capital resources every second of every day. This global connectivity gives us a unique vantage point from which to advise our clients on the most advantageous strategies for buying, selling and financing multifamily assets throughout all parts of the real estate cycle.

Multifamily investments are a key part of our investment services practice; we help both large-scale institutional investors and private investors secure multifamily assets that provide stable income and exceptional ROI.

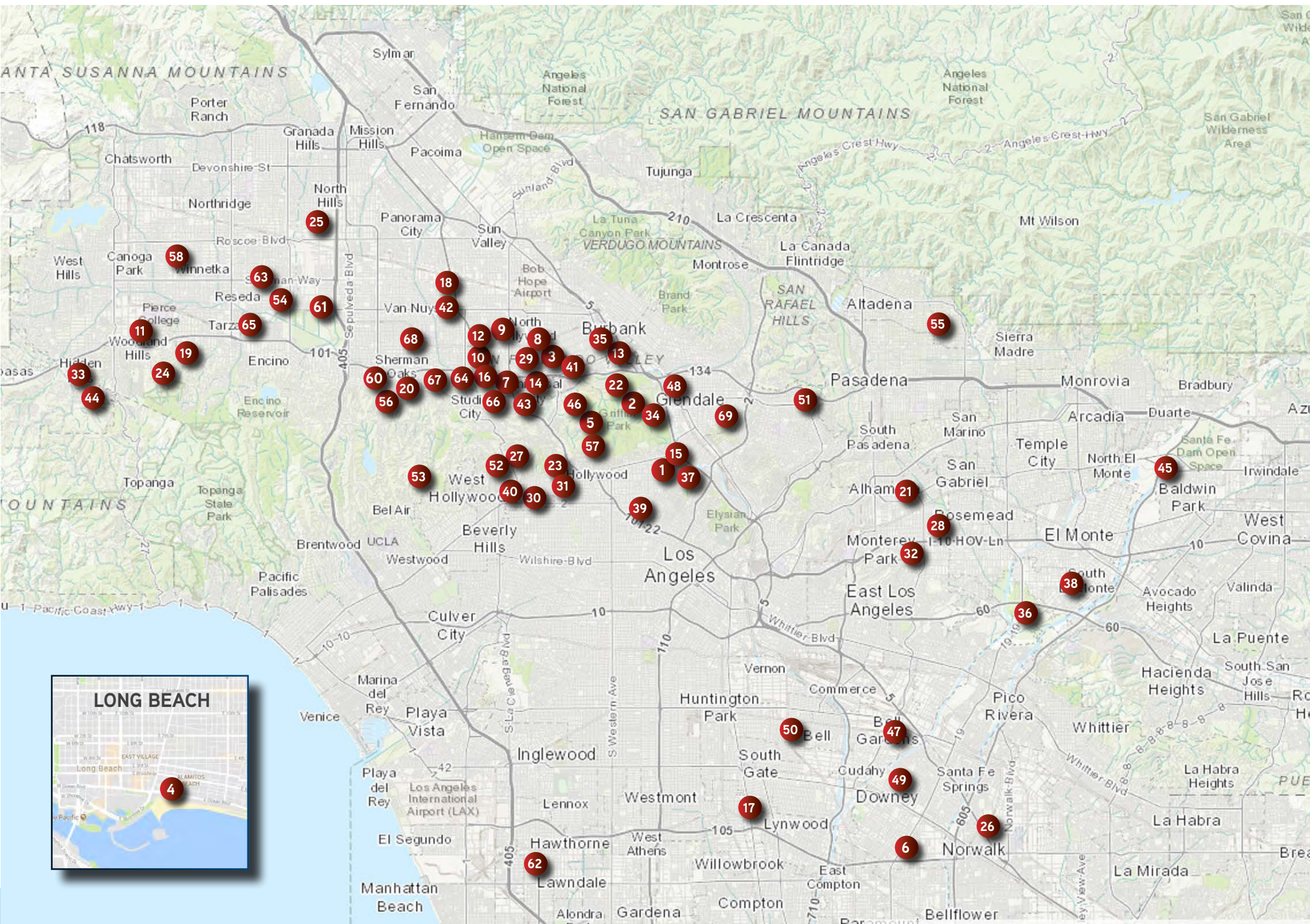
Our Multifamily investment services expertise includes buyer and seller representation for single assets and portfolios. We zealously represent a broad range of capital, from REITS and Private Equity Funds to smaller, private investors. Our multifamily financing expertise includes FNMA, FHLMC, FHA, Life Company, CMBS, Bank, Private Equity, Pension Fund and Sovereign Wealth Fund placements for both debt and equity. We offer acquisition and disposition services with expertise at each step. For example, our valuation team is capable of quickly generating an appraisal, whether it is for a single apartment building or a large portfolio. Our marketing technology also provides a secure document repository and bidding process support to enable swift information flow while minimizing disruptions to tenants.







## > Recent Sales Activity (Los Angeles County)





## > Recent Sales Activity (Los Angeles County)

1	4824 SATSUMA AVE	N. HOLLYWOOD	10-Unit Apt.
2	11621 SYLVAN ST.	N. HOLLYWOOD	18-Unit Apt.
3	7100 FULTON AVE.	N. HOLLYWOOD	41-Unit Apt.
4	1065 E OCEAN BLVD.	LONG BEACH	16-Unit Apt.
5	12149 OXNARD ST.	N. HOLLYWOOD	8-Unit Apt.
6	3446 MCKINLEY AVE.	LOS ANGELES	6-Unit Apt.
7	6545 HAZELTINE AVENUE	VAN NUYS	23-Unit Apt.
8	13617 LEADWELL ST.	VAN NUYS	6-Unit Apt.
9	7344 VAN NUYS BLVD.	VAN NUYS	Shopping Strip
10	7304-10 KESTER AVENUE	VAN NUYS	17-Unit Apt.
11	20135 KESWICK ST.	WINNETKA	52-Unit Apt.
12	6910 KESTER AVE.	VAN NUYS	45-Unit Apt.
13	11730 RUNNYMEDE ST.	N. HOLLYWOOD	18-Unit Apt.
14	13418 VANOWEN ST.	VAN NUYS	15-Unit Apt.
15	5138 DENNY AVE.	N. HOLLYWOOD	18-Unit Apt.
16	14400 VALERIO ST.	VAN NUYS	36-Unit Apt.
17	4057 W. 28TH ST.	LOS ANGELES	16-Unit Apt.
18	8742 ORION AVE.	NORTH HILLS	22-Unit Apt.
19	7231 JORDAN AVE.	CANOGA PARK	15-Unit Apt.
20	16153-57 VANOWEN ST.	VAN NUYS	16-Unit Apt.
21	332 MILFORD ST.	GLENDALE	7-Unit Apt.
22	11755 VICTORY BLVD	N. HOLLYWOOD	Medical Bldg.
23	13050 RIVERSIDE DR.	SHERMAN OAKS	6-Unit Apt.
24	7252 MILWOOD AVE	CANOGA PARK	11-Unit Apt.
25	10020 ZELZAH AVE	NORTHRIDGE	50-Unit Apt.
26	2776 S. SOTO ST.	LOS ANGELES	Retail
27	5100 WOODMAN AVE	SHERMAN OAKS	Land
28	722 E. GARFIELD AVE	GLENDALE	7-Unit Apt.
29	13545 VANOWEN ST.	VAN NUYS	10-Unit Apt.
30	4235 BENEDICT CANYON	SHERMAN OAKS	5-Unit Apt.
31	13204 RIVERSIDE DR.	SHERMAN OAKS	6-Unit Apt.
32	128 W. PALMER AVE	GLENDALE	5-Unit Apt.
33	22833 VANOWEN ST.	WEST HILLS	16-Unit Apt.

34	11426 CALVERT ST.	N. HOLLYWOOD	21-Unit Apt.
35	12017 HART ST.	N. HOLLYWOOD	10-Unit Apt.
36	216 S. AVENUE 52	LOS ANGELES	8-Unit Apt.
37	11048 LA MAIDA ST.	N. HOLLYWOOD	10-Unit Apt.
38	817 BRIDEWELL ST.	LOS ANGELES	6-Unit Apt.
39	11222 VENTURA BLVD.	STUDIO CITY	Retail
40	13506 RYE ST.	SHERMAN OAKS	15-Unit Apt.
41	7020 COLDWATER CYN. AVE.	N. HOLLYWOOD	13-Unit Apt.
42	8220 LANGDON AVE	VAN NUYS	40-Unit Apt.
43	13901 BESSEMER ST.	VAN NUYS	4-Unit Apt.
44	22833-35 VANOWEN ST.	WEST HILLS	16-Unit Apt.
45	614-620 MAR VISTA AVE.	PASADENA	12-Unit Apt.
46	6207 WHITSETT AVE	N. HOLLYWOOD	8-Unit Apt.
47	1241-1243 W. 6TH ST.	LOS ANGELES	46-Unit Apt.
48	6330 VINELAND AVE	N. HOLLYWOOD	6-Unit Apt.
49	1153 SANTEE ST.	LOS ANGELES	Office/Retail
50	918 S. HARVARD BLVD.	LOS ANGELES	7-Unit Apt.
51	627 E. PROVIDENCIA AVE.	BURBANK	10-Unit Apt.
52	4916 HAZELTINE AVE.	SHERMAN OAKS	8-Unit Apt.
53	15915 VENTURA BLVD.	ENCINO	Office/Condo
54	8362-68 AMIGO AVE.	NORTHRIDGE	14-Unit Apt.
55	3824 ORANGEDALE AVE.	MONTROSE	5-Unit Apt.
56	16515 VICTORY BLVD.	VAN NUYS	8-Unit Apt.
57	12618 OXNARD ST.	N. HOLLYWOOD	10-Unit Apt.
58	9420 TOPANGA CNY BLVD.	CHATSWORTH	Office/Retail
59	925 ANGELENO AVE.	BURBANK	12-Unit Apt.
60	14151 MOORPARK ST.	SHERMAN OAKS	4-Unit Apt.
61	15938 VANOWEN ST.	VAN NUYS	10-Unit Apt.
62	4415 W. 154TH ST	LAWNDALE	4-Unit Apt.
63	17721 SHERMAN WAY	RESEDA	Retail
64	11544 MOORPARK ST.	STUDIO CITY	8-Unit Apt.
65	18444 COLLINS ST.	TARZANA	21-Unit Apt.
66	11755 MOORPARK ST.	STUDIO CITY	4-Unit Apt.

67	13506 RYE ST.	SHERMAN OAKS	14-Unit Apt.
68	14134 BURBANK BLVD.	SHERMAN OAKS	17-Unit Apt.
69	415 FISCHER ST.	GLENDALE	6-Unit Apt.
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## > Sales Activity (National)



1	38263 12TH ST. EAST	PALMDALE, CA	52-Unit Apt.	12	115 E. HARRELL DR.	RUSSELLVILLE, AR	Ruby Tuesday
2	4518 E. FOUNTAIN WAY	FRESNO, CA	57-Unit Apt.	13	504 ANDOVER RD.	ANDOVER, KS	Wendy's
3	5774 BUFORD HIGHWAY	ATLANTA, GA	McDonalds	14	1127 E. FOOTHILL BLVD.	SAN LUIS OBISPO, CA	18-Unit Apt.
4	22275 ALESSANDRO BLVD.	MORENO VALLEY, CA	Retail	15	2612 BELKNAP AVE	BILLINGS, MT	Vegas Hotel
5	19727 MACK AVE	GROSSE POINTE WOODS, MI	Starbucks	16			
6	3296 HIGHWAY 80	JACKSON, MS	KFC	17			
7	6815 1-30 FRONTAGE RD.	GREENVILLE, TX	RibCrib BBQ	18			
8	240 N. VENTURA AVE.	VENTURA, CA	Retail	19			
9	4536 E. UNIVERSITY BLVD.	ODESSA, TX	Red Lobster	20			
10	8860 N. 43RD AVE.	GLENDALE, AZ	Pizzahut	21			
11	37386 STATE HIGHWAY 299	BURNEY, CA	Motel	22			

## > Client Testimonials

“ You and I have done business for at least 15-20 years on multiple projects. You have represented me as both a Buyer and as a Seller. I have had nothing but outstanding service from you and your firm and I recommend you very highly. Thank you very much for all of your outstanding representation.

**-GaryMark**

*President - Gary Mark Inc.*

“ Thank you for helping settle a difficult situation for me. In just 30 days your efforts and expertise and combined with the expertise of [your colleagues], moved my situation from a near foreclosure to a sale.

**-George C. Cady**

“ I have been working with Reza for about 10 years, he has always been extremely professional, honest and most of all he always puts his clients first and does not push or pressure his clients. He is very detailed oriented, and has always brought great opportunities for me and my Company. Thank you Reza for all the hard work!

**- Bobby Motamedi**

“ Reza, your handling of this transaction with my attorney was completely professional. You performed all of your verbal commitments, you always responded quickly, and I was very happy with the result of this transaction

**-Larry Brooks**

*Brooks LLC*

“ I have been a principle in real estate for about 10 years and I've been represented not only as a seller buy also as a buyer. I can honestly say you are by far the best agent I have dealt with. You treated the property like it was yours and I felt throughout the process that I was well protected

**-George Yousefzadeh**

*Holmes Plaza LLC*

“ As a Real Estate investor, I have always looked for a professional, knowledgeable, hardworking, and a caring Real Estate agent. Reza Ghobadi possesses all these characteristics. No Real Estate transaction comes without challenges, and Reza meets each obstacle with positive energy that leads to smooth closings. Reza is there from start to finish and makes sure clients get the maximum for their investments. I am happy to be Reza's client and I am looking forward to completing more Real Estate transactions with Reza.

**- Sean Namvar**

“ Your guidance, knowledge, and seasoned approach was key to getting our deal done in a way that made the deal seem easy. I look forward to working with you again

**-Ken Rosenblatt**

*Sylvan Street Apartments*

“ I just wanted to thank you for what you did for me on my Kester property. Thank you for being able to negotiate the best terms for me and answering any and all questions that I may have.

**- Cameron Eghbali**

*U.S. Games Distribution, Inc.*

“ Reza Ghobadi represented us in the acquisition of a single tenant Dollar Tree in Northeast Los Angeles as the up leg for our exchange and we had a great experience working with him. He was extremely professional and knowledgeable about the property and market. The escrow was a smooth closing. We would work with him again and highly recommend him.

**- Srinivas Yalamanchili**

“ Reza was our first contact to list our 45-unit apartment building. He worked very hard to market and sell the building. Reza was also extremely diligent about finding us another property to complete our 1031 exchange

**-Barry S. Goldbaum**

*General Partner*

“ I have had the pleasure of working with Reza Ghobadi on several real estate transactions. His professionalism and attention to detail has been instrumental in the success of our family business. I would highly recommend him for any multi-family investments.

**- Diane Fannan**

“ Reza and his hard-working team made the daunting task of buying and selling our real estate properties a breeze. We would highly recommend Reza and his phenomenal team to anyone needing assistance with their real estate needs. They are always just a phone call away and they make you feel as if you are their only client. We have done many transactions with Reza over the years and always felt he got us the best deals. We have all the confidence in the world that we made the right move engaging Reza and his team. We give him and his team a 5-Star rating.

**-Debbie Belkin**

*Books in Balance*



# Contact Us

**Reza Ghobadi**

Senior Vice President  
Lic. 01780045  
+1 818 325 4142  
[reza.ghobadi@colliers.com](mailto:reza.ghobadi@colliers.com)

**Jocelyn Garcia**

Marketing  
+1 818 325 4120  
[jocelyn.garcia@colliers.com](mailto:jocelyn.garcia@colliers.com)

**Jared Papazian**

Associate | Multifamily Specialist  
Lic. 02018676  
+1 818 325 4145  
[jared.papazian@colliers.com](mailto:jared.papazian@colliers.com)

**Alex Forster**

Associate | Multifamily Specialist  
Lic. 02046445  
+1 818 325 4143  
[alex.forster@colliers.com](mailto:alex.forster@colliers.com)

**Arthur Dedeyan**

Associate | Multifamily Specialist  
Lic. 02036890  
+1 818 325 4131  
[arthur.dedeyan@colliers.com](mailto:arthur.dedeyan@colliers.com)

