SELECT SERVICE REALTY

Development Opportunity Prospectus

9745 Telfair Avenue | Arleta, CA 91331



Aerial reference - subject parcel

OFFERING PRICE

$949,000

A rare long-lot opportunity with substantial land area and a demonstrated multi-unit development pattern in the surrounding market.

LAND	FRONTAGE / DEPTH	EXISTING RESIDENCE	MARKETING CASE
18,878 sf	**49 x 385 ft**	**1,016 sf**	**2-4 Units**
Approx. 0.43 acres	Approximate dimensions	Built 1952	Subject to verification

Prepared by Jared Erfle | Broker Owner | CalDRE 01432765

Information is deemed reliable but not guaranteed. Buyer must independently verify zoning, development feasibility, unit count, permits, dimensions, utilities, rents, expenses, construction costs, and all other material facts.

Opportunity Overview

9745 Telfair Avenue is being offered primarily for its land and future-use potential. The approximately 18,878-square-foot parcel is unusually deep, with a long, narrow configuration similar to nearby sites that have accommodated multiple residences through creative planning.

The Buyer Opportunity: Acquire a sizable infill parcel at a price materially below completed modern multi-unit properties, then evaluate whether to retain, expand, replace, or phase the existing improvements.

Property at a Glance

Address	9745 Telfair Avenue, Los Angeles (Pacoima), CA 91331
Assessor Parcel	2624-014-082
Lot Area	Approx. 18,878 square feet / 0.43 acres
Approx. Dimensions	49 feet wide by 385 feet deep
Reported Zoning	LARA
Existing Residence	Approx. 1,016 square feet; built 1952
Public Record	2 bedrooms / 1 bathroom
Observed Use	Used as 2 bedrooms and an office; rear sunroom/sun porch excluded from living area
Offering Price	$949,000

Investment Thesis

- Substantial land area within an established urban neighborhood.
- Long-lot geometry comparable to nearby multi-residence properties.
- Existing utility service and residence may offer optionality during planning.
- Completed modern four-unit properties demonstrate a materially higher finished-value tier.

Existing Improvement

The residence has extensive deferred maintenance, apparent ceiling and roof concerns, and has not been materially updated for decades. Buyers should assign value based on their own rehabilitation, retention, or demolition strategy. No additional living-area value is represented for the rear sunroom.

Information is deemed reliable but not guaranteed. Buyer must independently verify zoning, development feasibility, unit count, permits, dimensions, utilities, rents, expenses, construction costs, and all other material facts.

Site Configuration & Paths to Investigate

CONCEPTUAL LOT-SHAPE REFERENCE

Illustrative only - not a survey, site plan, or representation of buildable area

PARCEL AREA

Approx. 18,878 sf

0.43 acres

REPORTED ZONING

LARA



MARKETING FOCUS

Investigate a 2-4 unit residential plan

Actual unit count, setbacks, parking, access, utilities, and entitlement path require independent verification.

Potential Strategies for Buyer Evaluation

Strategy	Concept	Principal Questions
Retain + Add	Rehabilitate or retain the current residence while studying one or more additional units.	Permit history, setbacks, access, utilities, parking, and cost to stabilize the residence.
Replace + Build	Remove the existing improvement and design a modern 2-4 unit residential project.	Entitlement path, demolition, site work, unit mix, construction budget, financing, and timing.
Phased Plan	Use a staged approach that preserves flexibility while pursuing a longer-term site plan.	Construction sequencing, tenantability, utility upgrades, carrying costs, and final configuration.

Zoning & Lot-Shape Position

The reported LARA designation and narrow frontage should be treated as design and due-diligence considerations—not as automatic disqualifiers. The comparable set includes similarly elongated residential parcels that have been used for multiple residences. No specific unit count, design, entitlement, or development timeline is represented by the seller or broker.

Information is deemed reliable but not guaranteed. Buyer must independently verify zoning, development feasibility, unit count, permits, dimensions, utilities, rents, expenses, construction costs, and all other material facts.

Comparable Multi-Unit Market Evidence

The comparable evidence is not presented as a direct appraisal of the existing house. It illustrates the market tiers surrounding the opportunity: same-street land precedent, older operating properties, and modern completed multi-unit product.

Comparable	Configuration / Lot	Price	Relevance
10422 Telfair Ave	3 units / 18,200 sf	$775,000 closed	Same street and nearly identical land area; low-weight floor due to an unusual, minimally exposed transaction.
12872 Van Nuys Blvd	Triplex / 7,502 sf	$927,000 closed	Conventional older triplex benchmark on a much smaller site and busy boulevard.
10913-10915 Tamarack	MLS: 4 units / 7,397 sf	$1,200,000 closed	Lower completed four-unit benchmark; listing narrative creates configuration ambiguity requiring verification.
11108 Norris Ave	4 units / 9,896 sf	$1,600,000 closed	Primary modern completed-value example: 2025 construction, narrow frontage, strong rent profile.
11779 Dronfield Ave	3 homes / 54,450 sf	$1,850,000 closed	Broad upper context only; acreage, nursery use, septic system, and garages make it materially different.

Market Interpretation

Older income-producing properties in the current market generally occupy the lower pricing tier, while well-executed new construction can command materially higher pricing and rents. Telfair is offered between those categories: it is not a stabilized income property, but it provides substantially more land than most of the operating-property comparables.

Why the Site Stands Out: The offering price is below the active multi-unit alternatives reviewed, while the parcel contains more land than the principal modern four-unit benchmark.

Information is deemed reliable but not guaranteed. Buyer must independently verify zoning, development feasibility, unit count, permits, dimensions, utilities, rents, expenses, construction costs, and all other material facts.

Development Proof Point: 11108 Norris Avenue

Norris is the most instructive market example because it demonstrates a full development cycle on a lot approximately 45 feet wide—slightly narrower than Telfair's reported frontage.



11108 Norris Avenue - completed four-unit property

May 2024	2025	February 2026
Vacant 9,893 sf lot sold for $508,000	Developed as a main house plus three ADUs; approx. 4,550 sf total	Completed four-unit property sold for $1,600,000

Illustrative Stabilized Rent Support

Unit Mix	Monthly Rent	Marketing Status
3 bd / 2 ba - approx. 1,350 sf	$3,400	Reported leased
3 bd / 2 ba - approx. 1,350 sf	$3,400	Reported leased
3 bd / 2 ba - approx. 1,200 sf	$3,300	Pro forma / approximately achievable
2 bd / 2 ba - approx. 750 sf	$2,600	Reported leased
Total	$12,700	$152,400 annual gross

Metric	Result	Interpretation
Gross rent multiplier	10.50	Reasonable for a modern four-unit property
Gross yield	9.53%	Strong top-line income support
Conservative stabilized cap	Approx. 5.8%-6.6%	Allows for vacancy and fuller operating costs

How Buyers Should Use Norris: As evidence that a well-designed new four-unit product can achieve a much higher completed-value tier and strong rents—not as a promise of Telfair's future design, cost, rent, value, or feasibility.

Information is deemed reliable but not guaranteed. Buyer must independently verify zoning, development feasibility, unit count, permits, dimensions, utilities, rents, expenses, construction costs, and all other material facts.

Property Photos

Use the link below to review exterior, interior, site-depth, and current-condition photographs.

RESOURCE	CONTENTS	ACCESS
Property Photo Album	Exterior, interior, site-depth, and current-condition photographs.	**VIEW PHOTOS**

Buyer Access Note

The property photo album is provided for convenience and preliminary evaluation. Additional property documents may be provided as they become available. Buyers should independently verify all information needed for their investigation.

Information is deemed reliable but not guaranteed. Buyer must independently verify zoning, development feasibility, unit count, permits, dimensions, utilities, rents, expenses, construction costs, and all other material facts.

Offering Summary & Buyer Due Diligence

OFFERING PRICE

$949,000

The offering presents an opportunity to acquire a large infill parcel with an existing residence, established utilities, and a surrounding market that includes multiple-residence and new-construction precedents.

Key Offering Points

- Approximately 18,878 square feet of land.
- Reported dimensions of approximately 49 feet by 385 feet.
- Existing approximately 1,016-square-foot residence, offered in its present condition.
- Marketing focus on a potential 2-4 unit residential strategy, subject to approval and verification.
- Modern completed four-unit market evidence reaching approximately $1.6 million.

Buyer Investigation

Area	Items to Verify
Planning / Zoning	Allowable uses, unit count, setbacks, height, parking, access, ADU pathways, and entitlement requirements.
Title / Survey	Legal description, boundaries, easements, encroachments, access rights, and actual parcel dimensions.
Existing Residence	Permits, bedroom/living-area configuration, structural condition, roof, systems, rehabilitation cost, and demolition requirements.
Utilities / Site Work	Capacity and location of water, sewer, power, gas, drainage, fire access, grading, and required upgrades.
Project Economics	Design, demolition, construction, financing, carrying costs, rents, operating expenses, insurance, taxes, and exit value.

No Development Representation: All concepts in this prospectus are preliminary marketing ideas only. Neither seller nor broker represents that any particular development, unit count, rent, value, permit, or entitlement will be approved or achieved.

JARED ERFLE | BROKER OWNER

Select Service Realty | CalDRE 01432765 | 818-960-3110

Source Notes

Sources reviewed include the subject property profile, CRMLS residential-income comparable report printed July 29, 2026, and public marketing and sale history for 11108 Norris Avenue. This prospectus is not an appraisal, survey, architectural plan, entitlement study, construction estimate, environmental report, legal opinion, or guarantee of future performance.

Information is deemed reliable but not guaranteed. Buyer must independently verify zoning, development feasibility, unit count, permits, dimensions, utilities, rents, expenses, construction costs, and all other material facts.