

1105 STATE ST. SANTA BARBARA, CA 93101

FOR SALE

±10,250 SF downtown retail building
located in one of Santa Barbara's
busiest commercial corridors.
Walking distance to hotels, retail,
dining and theaters.

PRICE REDUCED \$200K

\$3,490,000

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FOR SALE | APPROX. 10,250SF DOWNTOWN RETAIL BLDG.

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\$200,000 Price Reduction!



PROPERTY OVERVIEW

This 10,250 SF building in the heart of Santa Barbara enjoys high visibility on State St., one of California's premier shopping, dining and arts promenades. Features include up to 14' ceilings, skylights, functional basement, 2nd floor retail or residence, wood floors, 5-year-old roof and well maintained HVAC units. Potential for retail, arts, restaurant or nightclub. The city attracts 7 million visitors a year and \$1.9 billion in visitor spending. Built in 1920 and home to Andera's Department Store for over 60 years, the building is currently occupied by the Seller who operates a successful business (please do not disturb). After close of escrow, Seller requests 2-4 months leaseback to liquidate inventory.

Offering Specifics

Price	\$3,490,000
Size/Floors	±5,375 SF Ground Floor; ±1,900 SF 2nd Floor; ±2,975 SF Basement ±10,250 SF (Total)
Price/SF	\$340/SF (\$480/SF not including basement)
Lot Size	±5,662 SF
APN	039-231-013
Zoning	General Commercial
Year Built	1920
Ceiling Height	10'-14'
Parking	1 Space + Public Lot
Other Features/Amenities	2 Restrooms, 1 Old Freight Elevator & HVAC Throughout
CSO	2.5%

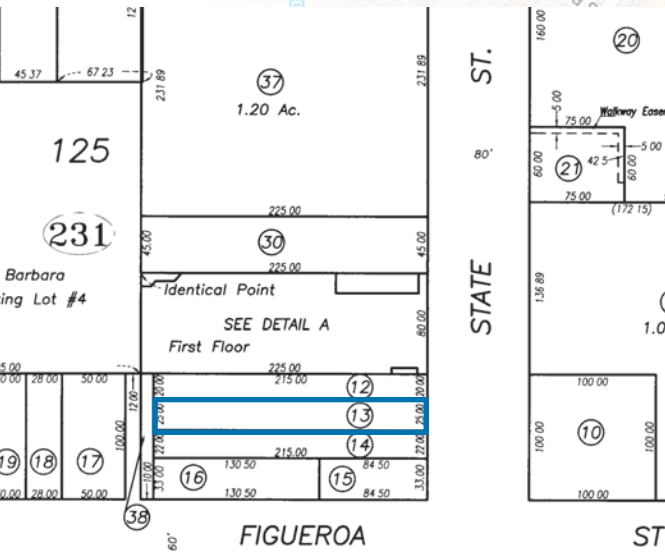
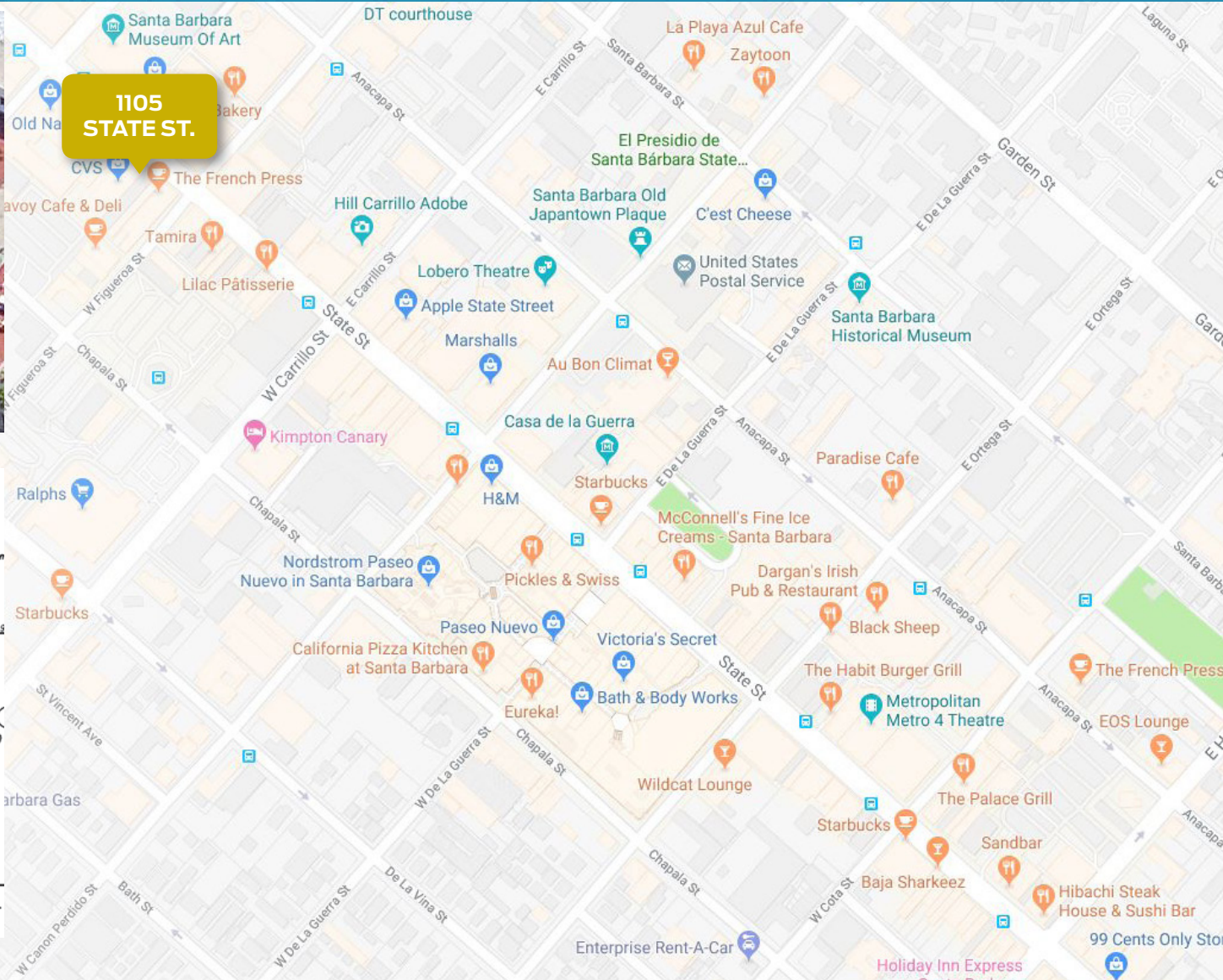
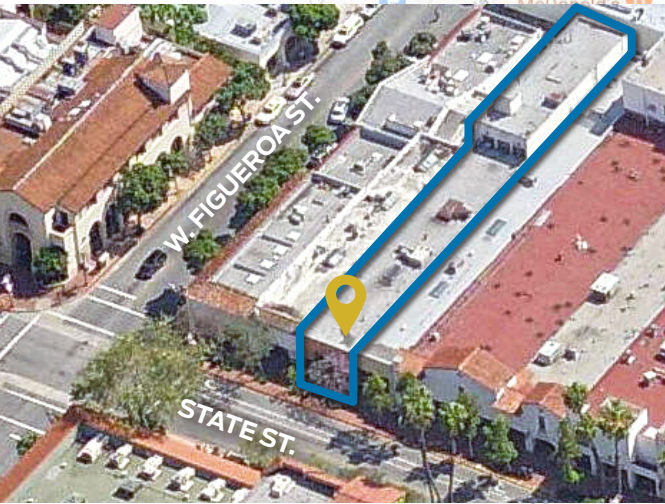
The information provided here has been obtained from the owner of the property or from other sources deemed reliable. We have no reason to doubt its accuracy, but we do not guarantee it.

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NEARBY PUBLIC PARKING



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PROPERTY PHOTOS



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AREA NEIGHBORS



Anthropologie
Banana Republic
Kimpton Canary Hotel
Impact Hub
Invoca
LogicMonitor
lululemon

Paseo Nuevo Mall
RightScale
Sephora
Sonos
Sur la Table
Urban Outfitters

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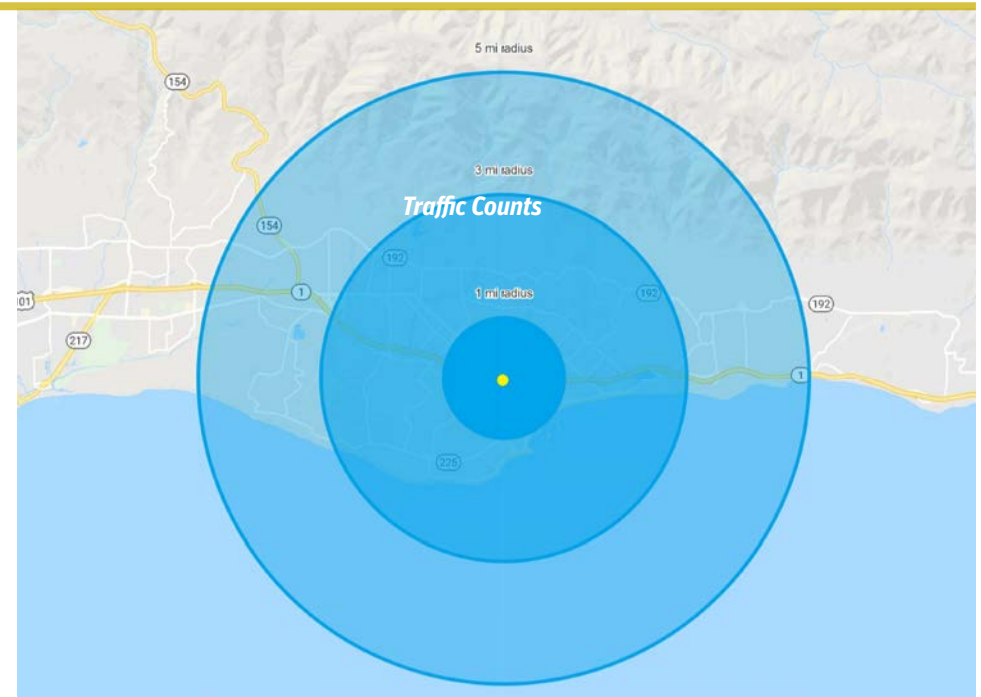
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DEMOGRAPHICS

1105 State St.

Population	1 Mile	3 Miles	5 Miles
Estimated Population (2018)	30,627	92,520	114,747
Projected Population (2023)	31,245	94,483	117,276
Census Population (2010)	29,019	88,396	109,489
Census Population (2000)	29,537	90,834	111,278
Projected Annual Growth (2018-2023)	618 0.4%	1,963 0.4%	2,529 0.4%
Historical Annual Growth (2010-2018)	1,608 0.7%	4,124 0.6%	5,258 0.6%
Historical Annual Growth (2000-2010)	-518 -0.2%	-2,438 -0.3%	-1,789 -0.2%
Estimated Population Density (2018)	9,752 psm	3,273 psm	1,462 psm
Trade Area Size	3.1 sq mi	28.3 sq mi	78.5 sq mi
Households			
Estimated Households (2018)	12,374	36,577	45,754
Projected Households (2023)	12,698	37,565	47,030
Census Households (2010)	11,695	34,917	43,609
Census Households (2000)	11,434	35,417	43,936
Projected Annual Growth (2018-2023)	324 0.5%	988 0.5%	1,276 0.6%
Historical Annual Change (2000-2018)	940 0.5%	1,160 0.2%	1,818 0.2%
Average Household Income			
Estimated Average Household Income (2018)	\$82,231	\$120,919	\$128,667
Projected Average Household Income (2023)	\$99,559	\$150,251	\$159,895
Census Average Household Income (2010)	\$60,060	\$86,278	\$93,540
Census Average Household Income (2000)	\$48,993	\$72,407	\$78,604
Projected Annual Change (2018-2023)	\$17,328 4.2%	\$29,331 4.9%	\$31,228 4.9%
Historical Annual Change (2000-2018)	\$33,238 3.8%	\$48,512 3.7%	\$50,063 3.5%
Median Household Income			
Estimated Median Household Income (2018)	\$62,441	\$88,786	\$92,836
Projected Median Household Income (2023)	\$72,289	\$102,262	\$105,927
Census Median Household Income (2010)	\$47,998	\$63,363	\$65,477
Census Median Household Income (2000)	\$37,459	\$53,849	\$57,378
Projected Annual Change (2018-2023)	\$9,847 3.2%	\$13,475 3.0%	\$13,090 2.8%
Historical Annual Change (2000-2018)	\$24,982 3.7%	\$34,937 3.6%	\$35,458 3.4%
Daytime Demographics (2018)			
Total Businesses	4,361	7,485	8,831
Total Employees	42,305	71,587	84,707
Company Headquarter Businesses	31 0.7%	50 0.7%	53 0.6%
Company Headquarter Employees	2,188 5.2%	7,365 10.3%	7,507 8.9%
Employee Population per Business	9.7 to 1	9.6 to 1	9.6 to 1
Residential Population per Business	7.0 to 1	12.4 to 1	13.0 to 1
Adj. Daytime Demographics Age 16 Years or Over	49,293	97,602	119,461



Traffic Counts

Canon Perdido St. at State St.	4,547 CPD
Canon Perdido St. at Anacapa St.	14,000 CPD
Carrillo St. at De La Vina St.	24,000 CPD
U.S. Hwy. 101	104,000 CPD
Foot Traffic	7,000 Pedestrians Per Day

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THE MARKET

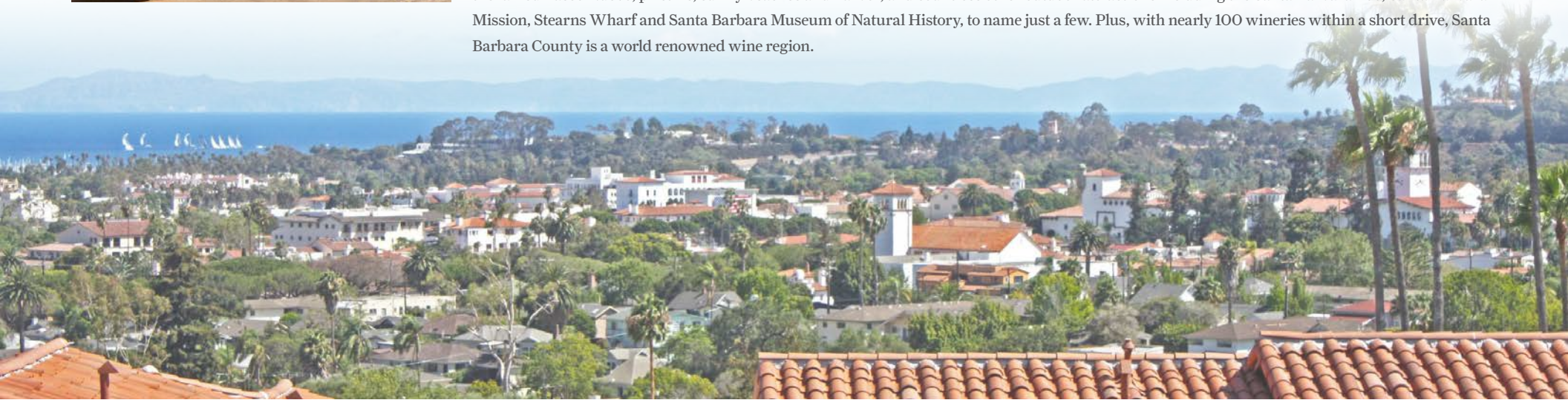
Santa Barbara | The American Riviera

Symbolizing the ultimate in casual California lifestyle, Santa Barbara is undoubtedly one of America's most desirable destinations to live and travel.



Located on a pristine coastline approximately 337 miles south of San Francisco and 93 miles north of Los Angeles, Santa Barbara is nestled between the Pacific Ocean and the Santa Ynez Mountains on a stretch of coast known as the "American Riviera" because of its favorable Mediterranean climate.

With a population of approximately 92,000, Santa Barbara is both small and vibrant. Locals and visitors alike are drawn to the city's charming downtown and picturesque State Street with its rich Spanish architecture and historical sites, and wide variety of shops and galleries, numerous Zagat-rated restaurants, thriving open-air shopping centers like the famed Paseo Nuevo, pristine, sunny beaches and harbor, and countless other outdoor attractions including the Santa Barbara Zoo, Santa Barbara Mission, Stearns Wharf and Santa Barbara Museum of Natural History, to name just a few. Plus, with nearly 100 wineries within a short drive, Santa Barbara County is a world renowned wine region.



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Economy

As a major travel destination, Santa Barbara's tourism and hospitality industry are vital components of the local economy, which also includes a very large service sector (nearly 35%), education, technology, health care, finance, agriculture, manufacturing, and local government. Education in particular is well-represented with five higher learning institutions including UCSB, Santa Barbara City College and Westmont College. Santa Barbara has a vibrant, growing tech industry, expanding hotels with over 500 new rooms coming online in the near future, and additional extensive development.

Rank	Employer	# Employees	Rank	Employer	# Employees
1	University of California, Santa Barbara	6,200	6	Raytheon	1,500
2	County of Santa Barbara	4,000	7	Sansum Clinic	1,500
3	Santa Barbara Cottage Hospital	2,500	8	City Of Santa Barbara	1,000
4	Santa Barbara City College	2,000	9	United States Postal Service	1,000
5	Santa Barbara School Districts	1,800	10	Union Bank	950



Demographics

2018 Est. Population	30,627 (1-mile radius)
	92,520 (3-mile radius)
	114,747 (5-mile radius)
Annual Tourism	7.2 million / yr.
Visitor-Related Spending	1.9 billion / yr.
Households	45,754
Age 0-18	18.6%
Age 18-44	42.0%
Age 44-64	25.2%
Age 65+	14.2%

County of Santa Barbara Population

Buellton	4,893
Solvang	5,363
Guadalupe	7,144
Carpinteria	13,442
Goleta	30,202
Lompoc	43,314
Santa Barbara	90,385
Santa Maria	101,103
Unincorporated	137,552
Total	433,398

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Tourism

Santa Barbara welcomes over 7.2 million tourists per year and approximately 30 cruise ships per year that generate over \$1.9 billion in visitor spending per year.

Santa Barbara is sometimes referred to as the American Riviera. Its beautiful beaches, majestic mountains, and colorful culture make Santa Barbara a premier resort destination as well as an attraction for neighbor counties such as Ventura County (population 854,223), San Luis Obispo County (population 252,631) and Los Angeles County (population 10,163,507). World-class accommodations and dining await many visitors. From the City, you are just minutes away from Santa Barbara wine country. The gorgeous Santa Ynez Valley, with its breath-taking vistas, is home to such notable attractions as Solvang and the Chumash Reservation.

The travel and tourism sector continues to be a driving force behind Santa Barbara County's economy. In 2019, leisure and hospitality workers totaled 28,614, according to UCSB's Economic Forecast Project. (Compare that to 4,009 workers in the tech industry, 18,341 in retail and 23,035 in farming.) Annual spending by travelers to the South Coast totals more than \$1.9 billion and generates more than \$45 million in yearly tax revenues, according to Destination Analysts, a tourism market research firm.



Approx. 7.2 Million visitors to the South Coast in 2017.

Visitor split — 67.4% California Travelers, 17% Other US States, 17% International.

24% of visitors spend at least 1 night in area hotels.
Average trip length 3 days / 2.4 nights.

\$1.9 Billion in direct visitor spending annually.

The region is home to 220 vineyards and 23,000 acres of vineyards.

Tourism & Hospitality Industry supports roughly 18,341 jobs.

Source: 2016/2017 Destination Analysts & Visit Santa Barbara

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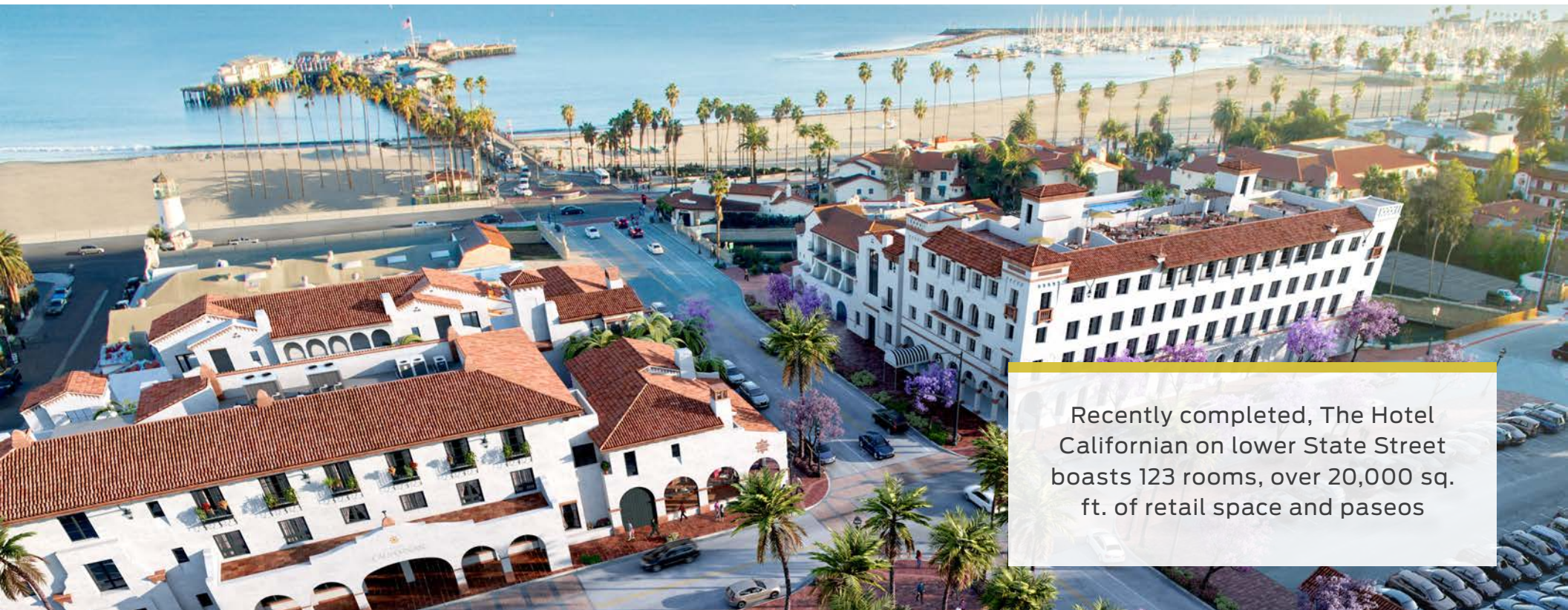
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Regional highlights

Launch of American Airlines new nonstop flight from Dallas Fort-Worth to Santa Barbara
Development of new festivals and events (Santa Barbara 100, FestForward, International Wine Film Festival and Santa Barbara Acoustic Instrument Celebration) that impact visitation and economic vitality

Launch of MOXI, The Wolf Museum of Exploration + Innovation
Craft breweries continue to proliferate with the arrival of M. Special Brewing Co., Brass Bear Brewing & Bistro, Third Window Brewing Co. and Draughtsmen Aleworks.



Recently completed, The Hotel Californian on lower State Street boasts 123 rooms, over 20,000 sq. ft. of retail space and paseos

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