

# 1020 STATE ST. SANTA BARBARA, CA 93101

**RATE REDUCTION**

**\$2.96/SF NNN (\$0.78)**

±9,500 SF – 19,000 SF  
Class A Office Building  
For Lease

Superior downtown  
location in the heart of  
Santa Barbara's coveted  
financial district

**Austin Herlihy**

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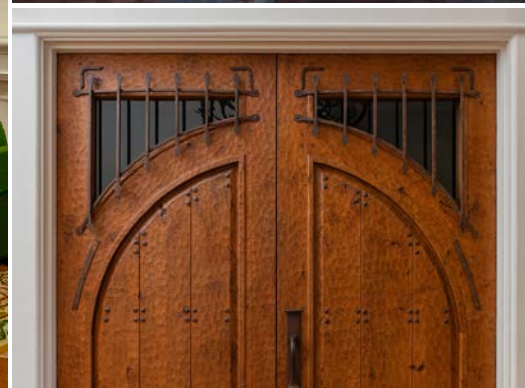
For Lease | ±9,500 – 19,000 SF Class A Office Building at Center of Downtown Financial District



Quintessential Spanish style architecture with premium finishes

High ceilings and spacious floor plans with myriad offices, meeting rooms and work stations

Walking distance to Courthouse, financial institutions and numerous popular downtown amenities



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## Price Reduction!



Never before available, this stunning, Class A office building is ideally situated at the heart of downtown Santa Barbara's financial district. The ±19,000 SF, two-story property enjoys prominence on Santa Barbara's primary commercial corridor, State Street, providing exceptional walkability and convenient access to an incomparable array of dining, shopping and entertainment options, as well as to the Santa Barbara Courthouse and several banking institutions — all within mere footsteps! The beautiful Spanish-style building was designed and constructed with the highest quality architectural finishes and offers a desirable mix of private offices, work stations, kitchen and conference rooms, creating an efficient business environment in a landmark setting second to none.

### Offering Specifics

Lease Rate	\$2.96/SF NNN (\$0.78)
Size	±9,500 SF – ±19,000 SF
Floors	2
Restrooms	Multiple
Ceiling Height	15 ft.
Parking	Adjacent to City Lot 8 with four additional public parking lots located within 1.5 blocks for a total of 1,197 spaces
Other	Large Bike Storage Room
Term	5 – 20 Years
Zoning	C-2

*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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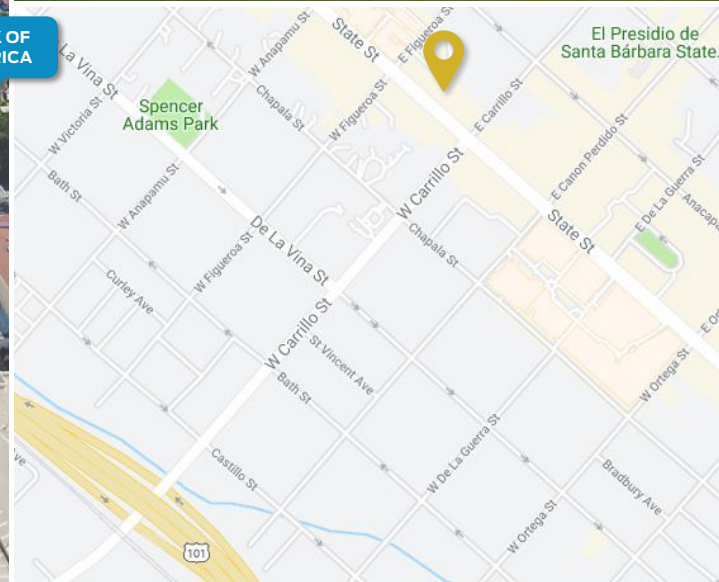
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Just one block from Santa Barbara County Courthouse and numerous financial institutions

Easy access to 101 Fwy from Carrillo Street



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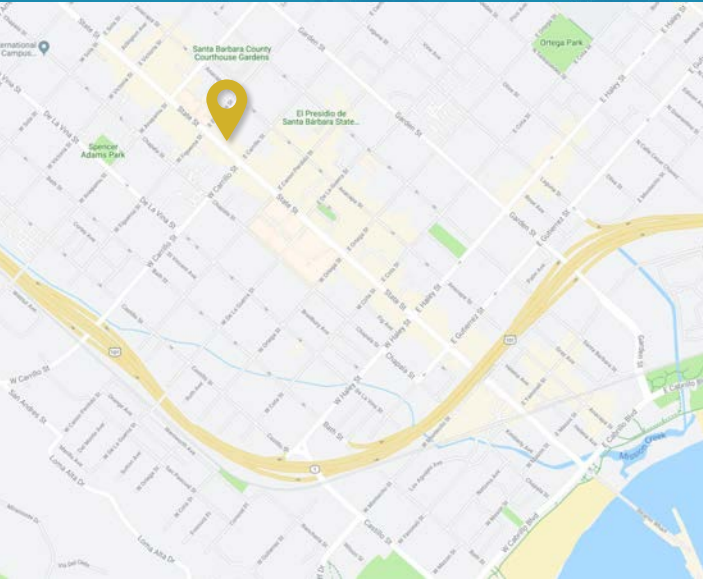
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Located just a short walk from Paseo Nuevo Mall, the Funk Zone, Santa Barbara Harbor, Stearns Wharf and the beach

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## NEARBY PUBLIC PARKING

Approx. 1,197 Public Parking Spaces  
within 1.5 blocks of 1020 State St.  
which are 75 minutes free and  
\$1.50/hr. thereafter



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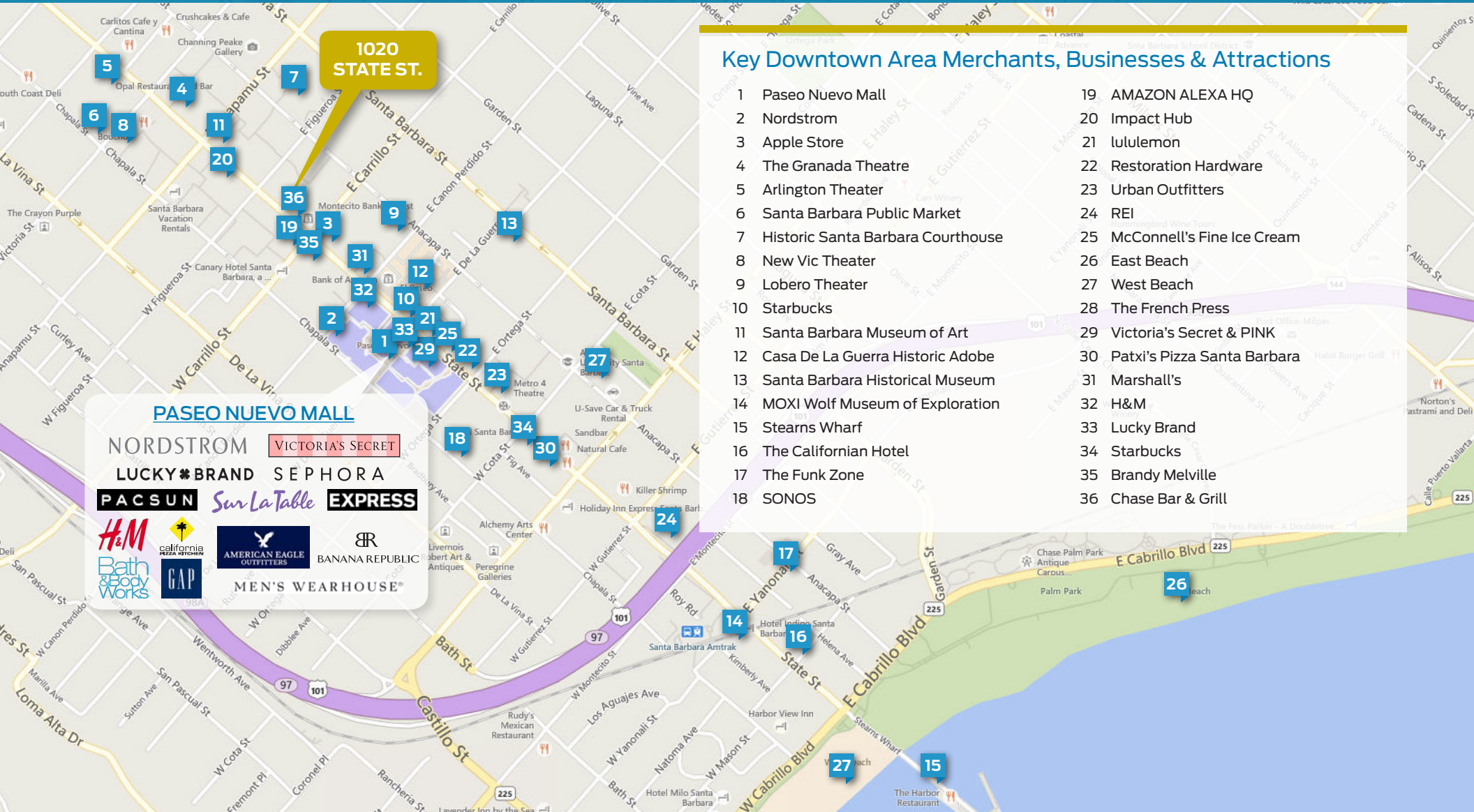
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## Key Downtown Area Merchants, Businesses & Attractions

- |                                     |                                |
|-------------------------------------|--------------------------------|
| 1 Paseo Nuevo Mall                  | 19 AMAZON ALEXA HQ             |
| 2 Nordstrom                         | 20 Impact Hub                  |
| 3 Apple Store                       | 21 lululemon                   |
| 4 The Granada Theatre               | 22 Restoration Hardware        |
| 5 Arlington Theater                 | 23 Urban Outfitters            |
| 6 Santa Barbara Public Market       | 24 REI                         |
| 7 Historic Santa Barbara Courthouse | 25 McConnell's Fine Ice Cream  |
| 8 New Vic Theater                   | 26 East Beach                  |
| 9 Lobero Theater                    | 27 West Beach                  |
| 10 Starbucks                        | 28 The French Press            |
| 11 Santa Barbara Museum of Art      | 29 Victoria's Secret & PINK    |
| 12 Casa De La Guerra Historic Adobe | 30 Patxi's Pizza Santa Barbara |
| 13 Santa Barbara Historical Museum  | 31 Marshall's                  |
| 14 MOXI Wolf Museum of Exploration  | 32 H&M                         |
| 15 Stearns Wharf                    | 33 Lucky Brand                 |
| 16 The Californian Hotel            | 34 Starbucks                   |
| 17 The Funk Zone                    | 35 Brandy Melville             |
| 18 SONOS                            | 36 Chase Bar & Grill           |

**PASEO NUEVO MALL**

**NORDSTROM** **VICTORIA'S SECRET**

**LUCKY BRAND** **SEPHORA**

**PAC SUN** **Sur La Table** **EXPRESS**

**H&M** **california MEZA KITCHEN** **AMERICAN EAGLE OUTFITTERS** **BR**

**Bath & Body Works** **GAP** **BANANA REPUBLIC**

**MEN'S WEARHOUSE®**

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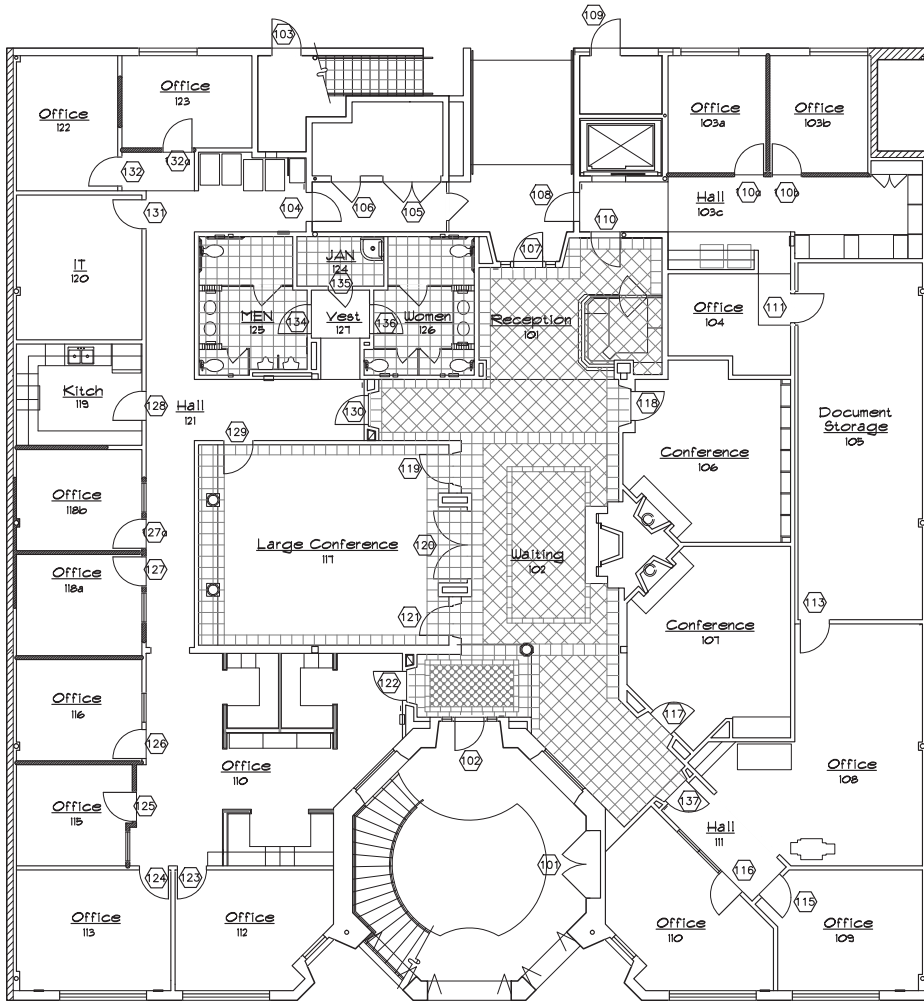




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## FLOORPLAN | 1ST FLOOR



Not to scale



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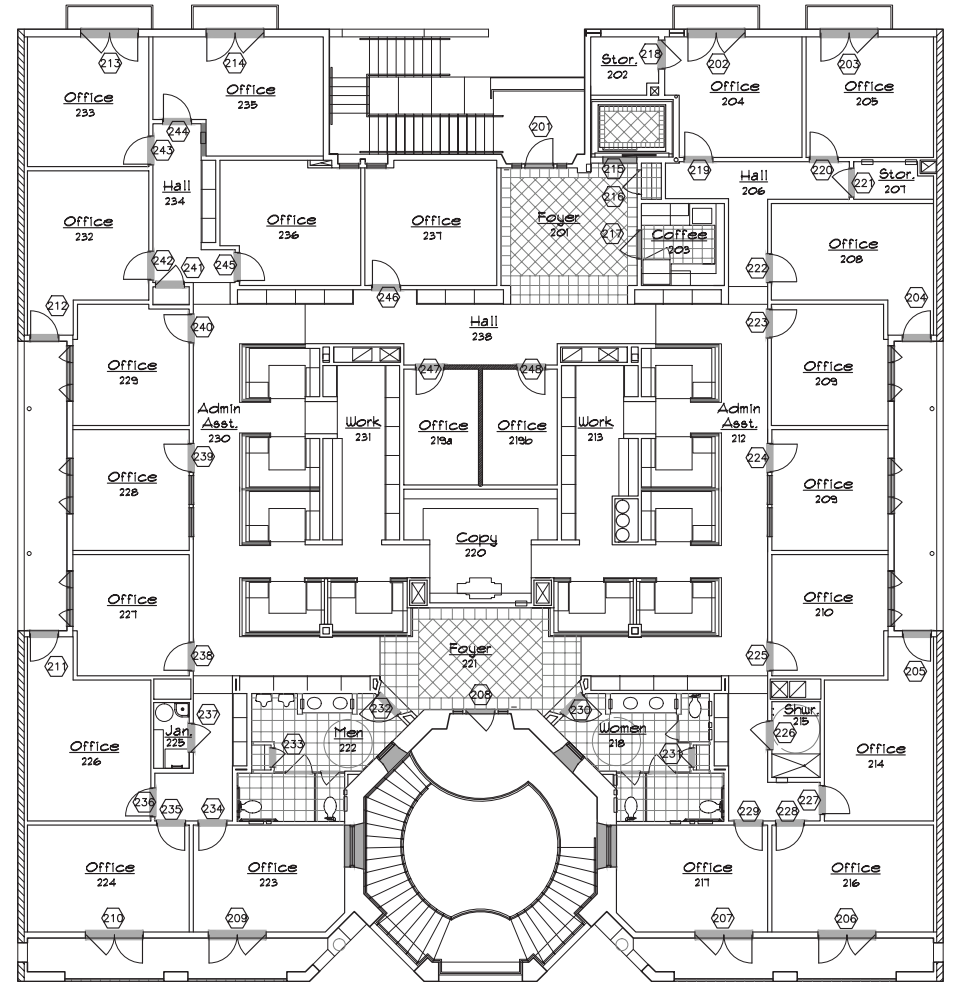




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## FLOORPLAN | 2ND FLOOR



Not to scale

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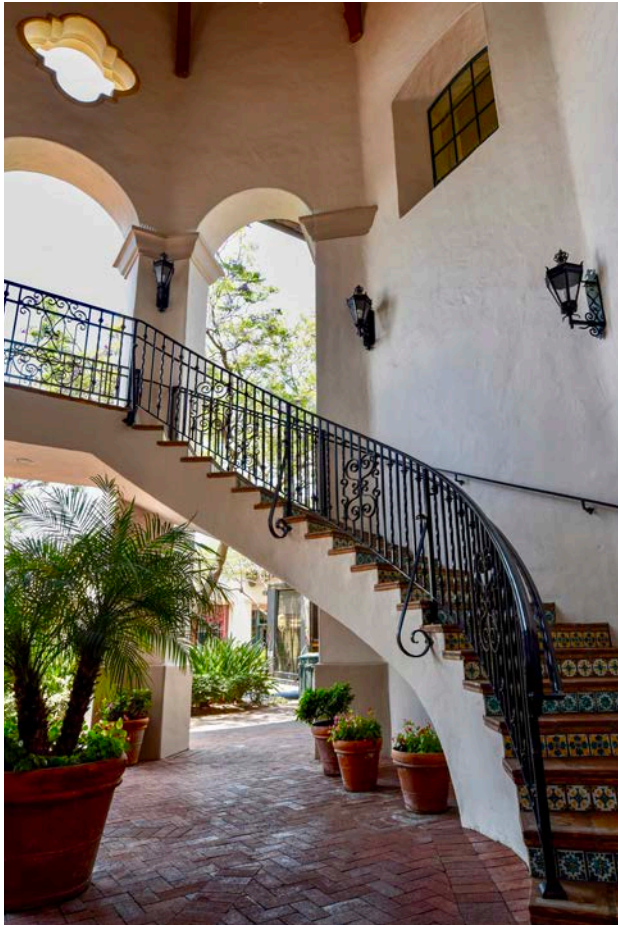




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## ADDITIONAL EXTERIOR PHOTOS



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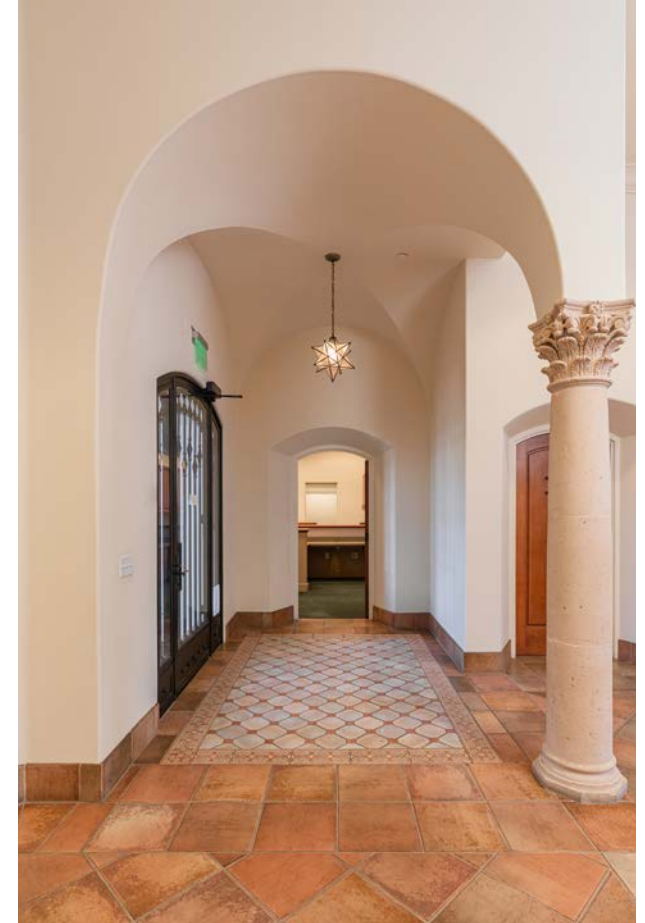




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## MARKET OVERVIEW

### 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.

### “Best Beach Town”

*Sunset Magazine's 2015 Inaugural Travel Awards*

### “The 12 Best Cities for a Weekend Getaway”

*U.S. News & World Report*

### “30 Best Small Cities in America”

*Condé Nast Traveler's Readers' Choice Awards*

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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 annually generating more than \$1.9 billion in visitor spending each 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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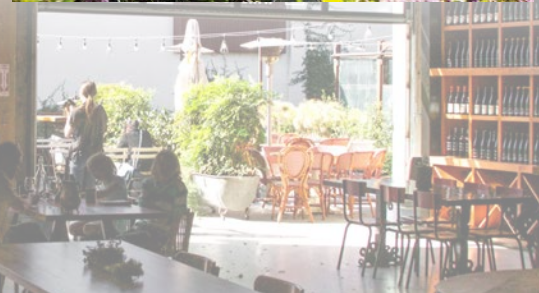
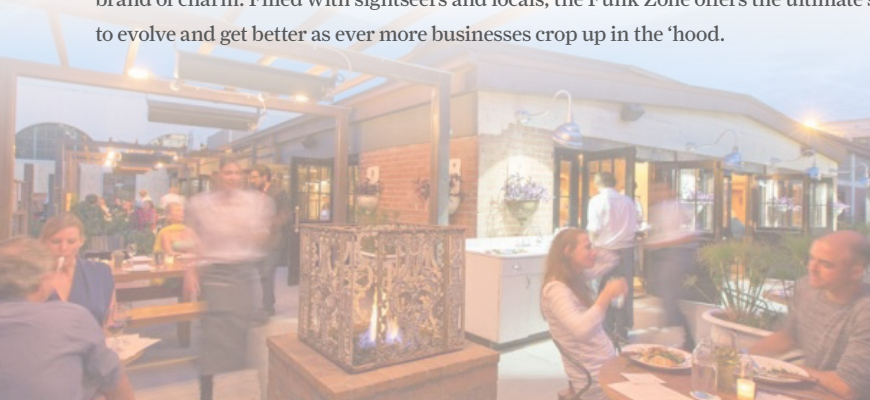
## MARKET OVERVIEW

### The Funk Zone: Santa Barbara's Unique Arts, Business & Industrial District

Over the past few years Santa Barbara's Funk Zone has exploded into a contemporary sub-culture of artisan shops, galleries, hip eateries, award-winning microbreweries, a craft distillery, and the Urban Wine Trail with 29 wine tasting rooms all within walking distance. Perfectly situated in Santa Barbara's up-and-coming waterfront just footsteps from the beach, Stearns Wharf and the city's famed downtown, the mixed use neighborhood encompasses approximately 16 square blocks adjacent to State Street, the main commercial thoroughfare through the city, and is easily accessible off the 101 freeway and the Amtrak station.

Don't be deterred by the name; the area doesn't have a funk so much as it has a vibe. The Funk Zone delights visitors and locals with its rich tapestry of historical marine structures, industrial lots and old houses which support a colorful mixture of creative uses and give the zone its face, while its occupants that reside and work there embody its eclectic soul. With a spirit for innovation and community, the neighborhood offers the best that Santa Barbara has to offer wrapped in an eclectic, dynamic package. Artists, winemakers and chefs have taken up shop in aged warehouses and forgotten scuba shops, transforming the zone into an understated array of hidden hot spots.

Indeed the Funk Zone offers the perfect contrast to the pristine red tile roofs and charming Spanish-style architecture of Santa Barbara's historic downtown. Minus the polish and plus some grit, the Funk Zone has its own distinctive brand of charm. Filled with sightseers and locals, the Funk Zone offers the ultimate sense of discovery as it continues to evolve and get better as ever more businesses crop up in the 'hood.



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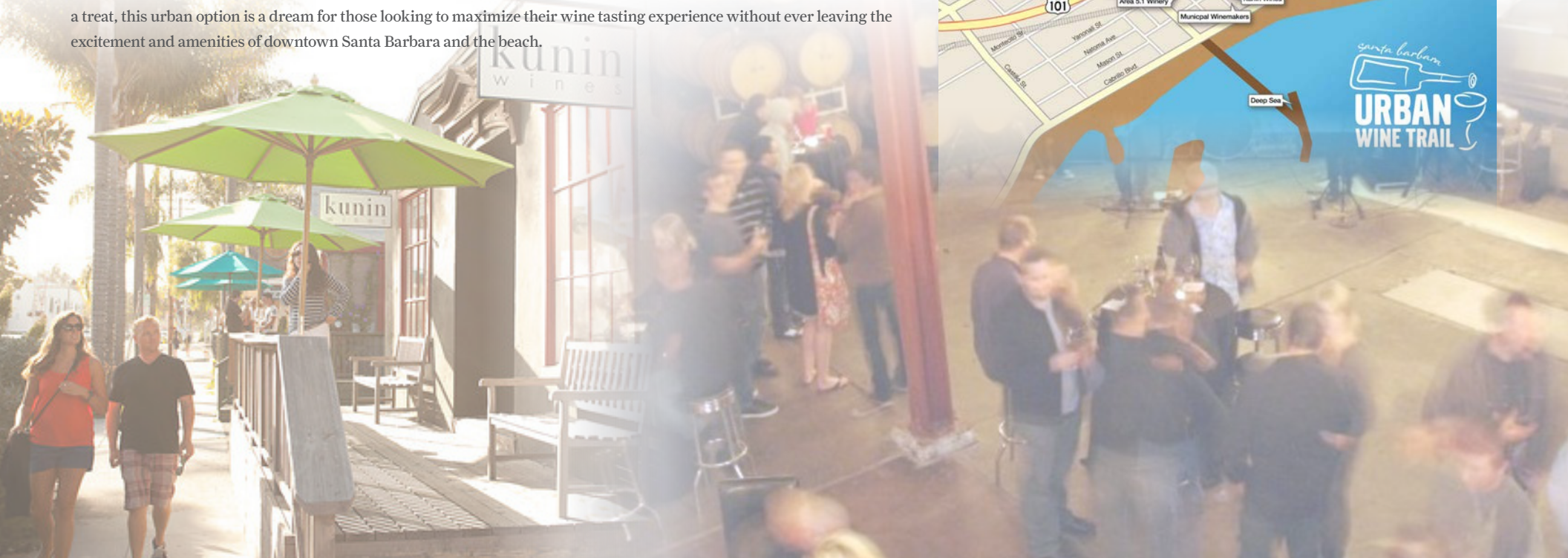
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## MARKET OVERVIEW

### The Urban Wine Trail

Santa Barbara's acclaimed Urban Wine Trail offers novices and aficionados the opportunity to learn about and taste wines of many different varieties crafted from Santa Barbara County's finest vineyards. With 29 tasting rooms conveniently located in the Funk Zone just blocks from downtown and the beach, the wine trail was created to provide the ideal adventure for those wanting to sip and savor without the lengthy car ride.

A uniquely "green" experience, the Urban Wine Trail can be navigated entirely by foot, bike or even pedicab, allowing for detours to shop, sight see and sink your toes in the sand. While rolling hills and breathtaking vineyards are certainly a treat, this urban option is a dream for those looking to maximize their wine tasting experience without ever leaving the excitement and amenities of downtown Santa Barbara and the beach.



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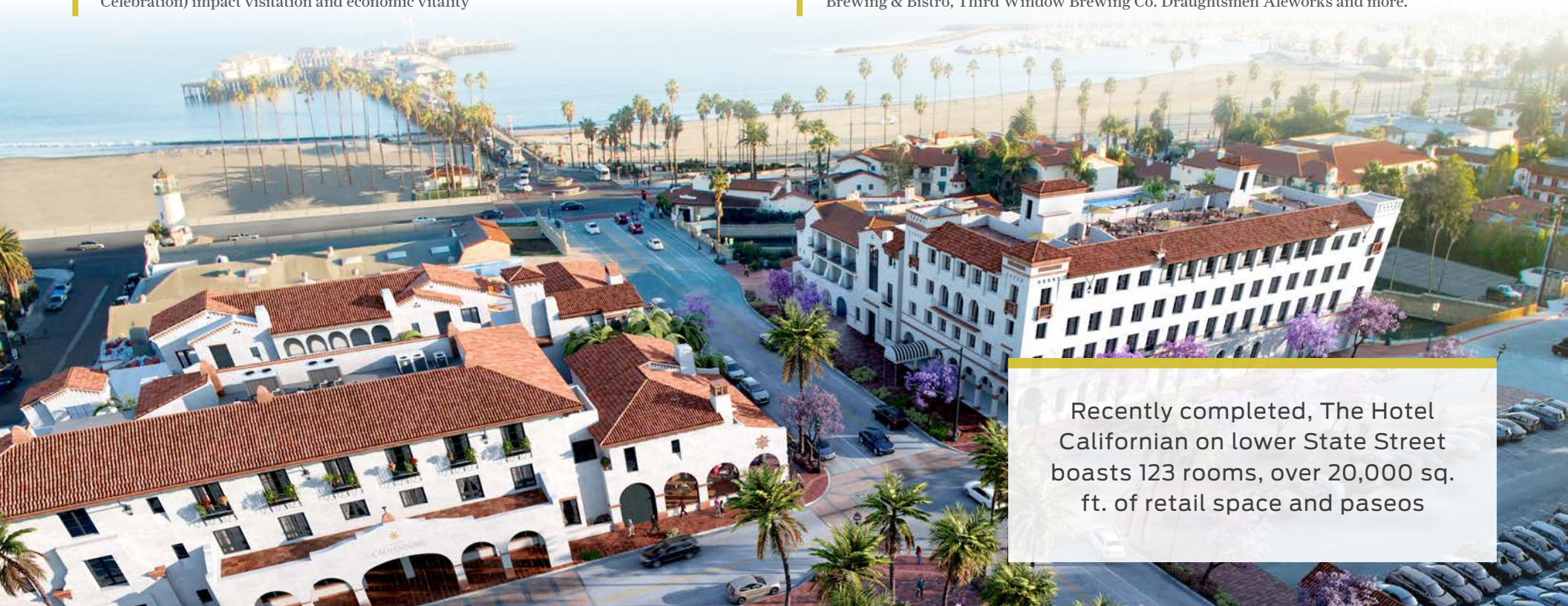
### Additional Regional highlights

American Airlines offers new nonstop flight from Dallas Fort-Worth to Santa Barbara plus Santa Barbara features the region's only commercial airport serviced by four national commercial airlines with direct flights to most major cities on the West Coast

Myriad festivals and events (Santa Barbara International Film Festival, Santa Barbara 100, FestForward, International Wine Film Festival and Santa Barbara Acoustic Instrument Celebration) impact visitation and economic vitality

MOXI, The Wolf Museum of Exploration + Innovation (New!), Santa Barbara Museum of Art (Major Renovation!), Stearns Wharf, Santa Barbara Maritime Museum, Santa Barbara Mission, Granada Theatre, Arlington Theater – all serve as major attractions drawing visitors and locals alike

Craft breweries continue to proliferate with the arrival of M. Special Brewing Co., Brass Bear Brewing & Bistro, Third Window Brewing Co. Draughtsmen Aleworks and more.



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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