

28955
PCH
PACIFIC COAST HIGHWAY
MALIBU • 90265

An Irreplaceable Signalized Hard Corner
on the *Malibu Coastline*



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EXCLUSIVELY LISTED BY



BRANDON MICHAELS

Senior Managing Director Investments
Senior Director, National Retail Group
Tel: 818.212.2794
brandon.michaels@marcusmillichap.com
CA License: 01434685

BMG TEAM

STEVEN SCHECHTER

Managing Director Investments
CA License: 01089464

EMIN GABRIMASSIHI

Associate
CA License: 02112980

DANIEL GAMBOA

Associate
CA License: 02235252



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EXECUTIVE SUMMARY

A *Trophy Coastal Asset* with a Defined Path to *Value Creation*

\$7,495,000 • 8.86% CAP Rate*

PROPERTY HIGHLIGHTS

Building Size	15,991 SF
Lot Size	18,682 SF
Current CAP Rate	8.86%*
Stabilized CAP Rate	8.69%
Price/SF (Bldg)	\$469
Price/SF (Land)	401
Year Built / Renovated	1987/2019
Parking	42 Spaces (2.63 / 1,000)
Occupancy	57%
Assumable Loan Balance	\$3,019,523
Zoning	C1-2

* Seller will guarantee rent and CAMs on the existing vacant space for twelve (12) calendar months from the Close of Escrow.



EXECUTIVE SUMMARY

The *Signalized Hard Corner* of Pacific Coast Highway and Kanan Dume Road

A 57% leased coastal asset with a clear path to stabilization, or occupancy at a trophy Malibu address

The Address

The Property occupies the Southwest signalized intersection of Pacific Coast Highway and Kanan Dume Road, with frontage, visibility, and access along one of California’s most recognized coastal arterials. Combined traffic counts exceed 29,795 vehicles per day, and the signal itself drives stopped-vehicle exposure that unsignalized locations cannot match. Signalized hard assets on the Malibu coastline are effectively a fixed supply.

The Submarket

Malibu is the most supply-constrained commercial market in coastal Southern California. The City maintains a deliberately restrictive entitlement environment, the coastline’ geography limits where commercial development can physically occur, and new construction has been minimal for a generation. The result is a finite inventory of well-located commercial assets and durable barriers to entry that protect long-term value

The Trade Area

Coastal Malibu is one of the most affluent and established trade areas in California, with average household incomes exceeding \$203,000 within one mile and a permanent customer base built around lifestyle, wellness, hospitality, and luxury retail. Malibu Country Mart, Soho House, Nobu, Kith, Whole Foods, and Pepperdine set the standard for tenancy, rent, and customer base on this corridor.



Zuma Beach



PAVILIONS



Speedway



CHASE

LE CAFE DE LA PLAGE
MALIBU



Leo Carrillo
State Beach

PRIVÉ
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KANAN DUME RD

INVESTMENT HIGHLIGHTS

The Investment *Case*

The Corner

A Signalized Hard Corner on Pacific Coast Highway.

The Property anchors the signalized intersection of Pacific Coast Highway and Kanan Dume Road, with combined traffic counts exceeding 29,795 vehicles per day. Signalized hard corners on the Malibu coastline are effectively a fixed supply.

The Upside

The Gap Between 57% and Stabilized..

In-place income reflects a partially leased building. Stabilized income upon lease-up of the four vacant suites, totaling roughly 6,750 SF, materially exceeds the in-place run rate

The Risk Reducers

Assumable, Below-Market Debt.

An assumable Standard Insurance loan at 3.625% fixed, with a balance of approximately \$3.02million fixed through January 2031, improves levered cash flow through the lease-up period.

A Supply-Constrained Submarket.

Malibu is among the most development-restricted commercial markets in California. Stringent entitlements and minimal new construction create durable barriers that protect long-term value.

Dual Path to Value.

An investor leases to market and reprices the income stream. An owner-user occupies the third-floor and anchors a trophy Malibu address. Few assets in this submarket can credibly be underwritten both ways

A Renovated Building, Capex Behind It.

Comprehensively renovated in 2019 and meaningfully upgraded under current ownership since 2021. The structural work is done at a high level, with high-end interior finishes that attract a premium tenant base aligned with the Malibu submarket.

INVESTMENT HIGHLIGHTS

An Irreplaceable, *Supply-Constrained Malibu Corner*



The Corner

Signalized hard corner at PCH and Kanan Dume Road. 29,795 vehicles per day. A position that cannot be reproduced.

The Submarket

A fixed supply of signalized coastal corners. Average household income above \$203,000 within one mile.



The Building

Renovated to a finish quality the Malibu submarket actually demands. High-image, low-deferred maintenance, lease-up ready..



INVESTMENT HIGHLIGHTS

In the company of *Malibu's most recognized addresses*

The Property Sits Within the *Malibu Retail and Lifestyle Corridor*
Anchored by *Country Mart, Soho House, Nobu, Kith, Whole Foods, and Pepperdine*, a Trade Area Where the Neighbors Set the Standard for
Tenancy, Rent, and Customer Base



MALIBU
COUNTRY MART

KITH



WHOLE
FOODS
MARKET



GEOFFREY'S • MALIBU

Paradise Cove
Beach





7.8 MILES

MALIBU
COUNTRY MART

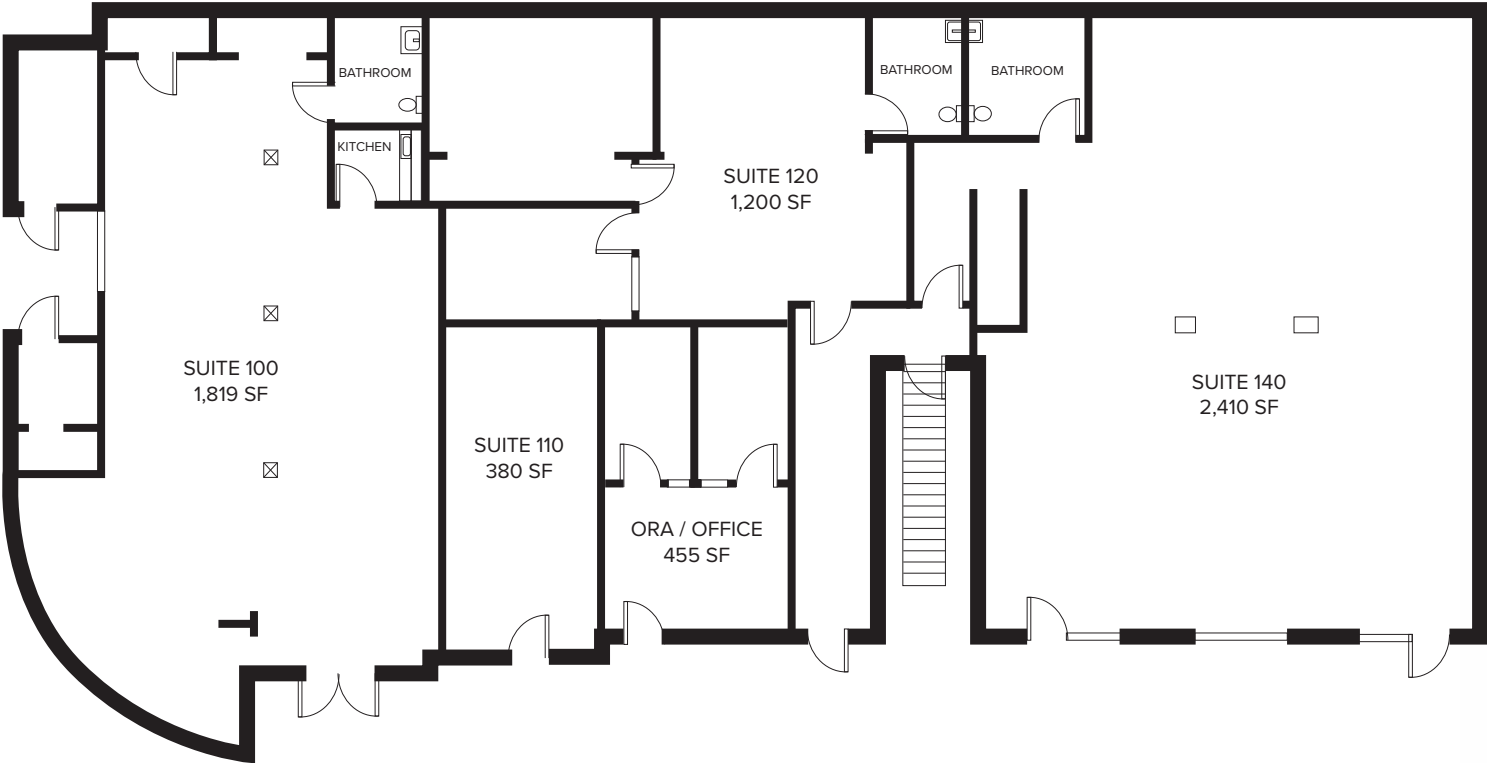
john varvatos **FREDERIC**
for all mankind **CUYANA**



Fred Segal

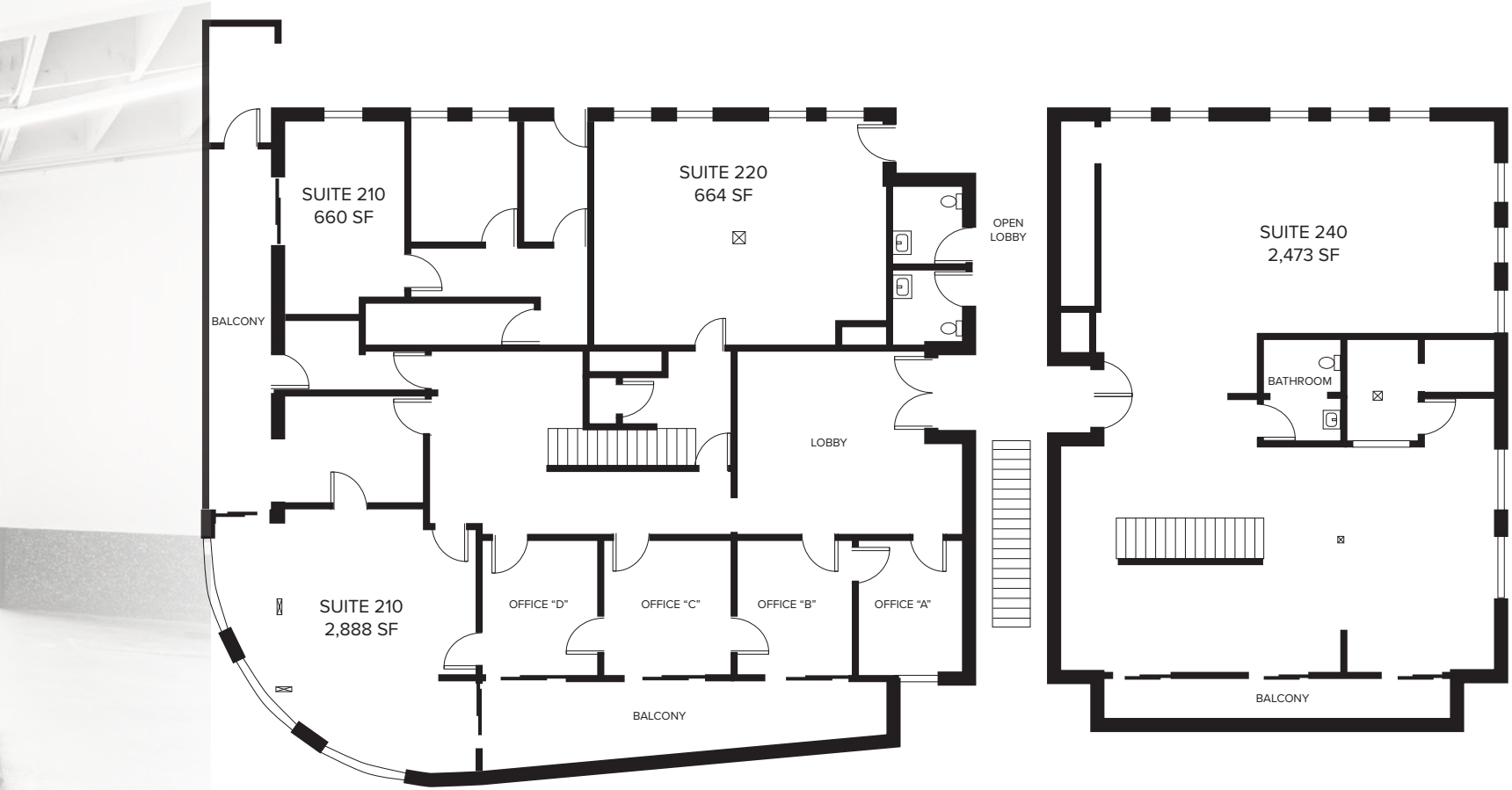
INVESTMENT HIGHLIGHTS

Floor Plan: *First Floor*

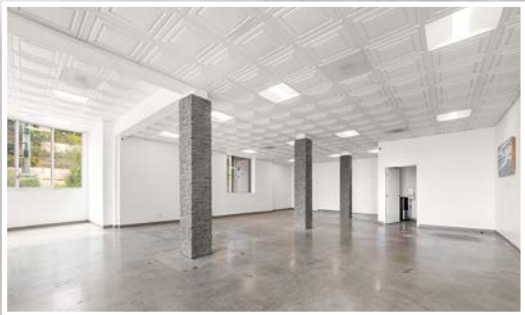
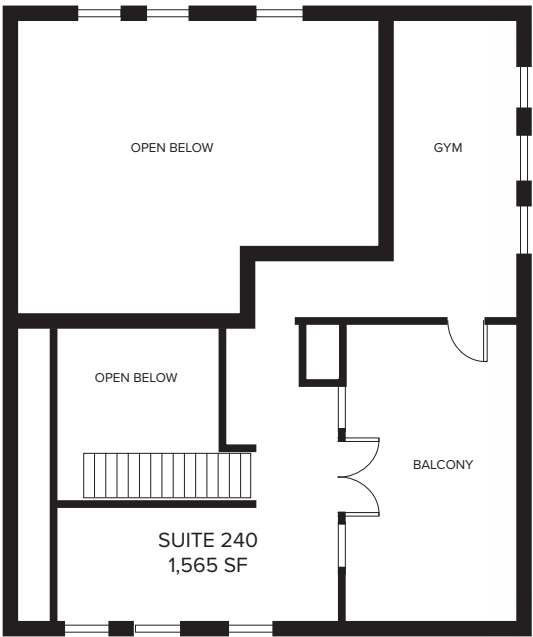
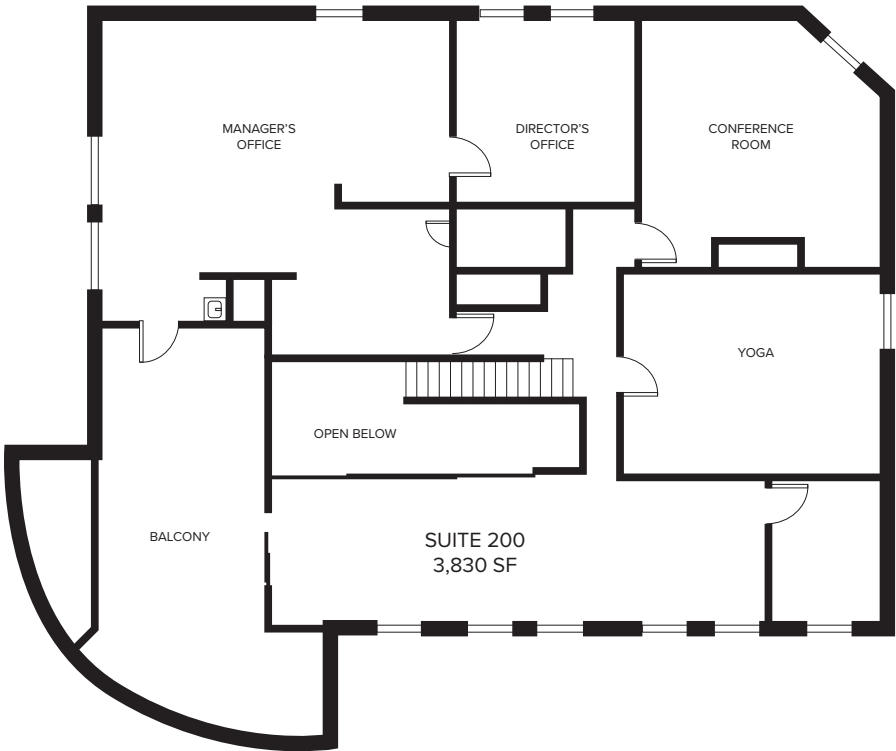


INVESTMENT HIGHLIGHTS —

Floor Plan: *Second Floor*



Floor Plan: *Third Floor*



INVESTMENT HIGHLIGHTS

Parking: *42 Parking Spaces*

2.63/1,000 SF *Parking Ratio*





LOCATION OVERVIEW

Luxury, *Coastal Lifestyle*

Malibu, California

Malibu is one of Southern California’s most affluent and supply-constrained coastal submarkets, characterized by a finite inventory of commercial real estate, high barriers to entry, and consistent demand for well-located retail and office space. The market’s defining characteristic is scarcity: the City of Malibu maintains a deliberately restrictive development environment, and the coastline’s geography limits the supply of viable commercial corners. For a buyer, this means competing supply is not a meaningful long-term risk, and a high-visibility, signalized corner such as the subject Property occupies a position that cannot be readily reproduced.



The Pacific Coast Highway Corridor

Pacific Coast Highway is the defining commercial and transportation spine of Malibu, a premier coastal arterial carrying more than 29,000 vehicles per day past the Property and connecting Malibu to Santa Monica, Pacific Palisades, and Ventura County. Frontage along PCH delivers a level of exposure and brand visibility that is highly valued by retail, service, and office tenancy. The subject Property’s position at the signalized intersection with Kanan Dume Road further enhances this exposure, as the signal generates consistent stopped-vehicle visibility and positions the asset at a natural decision point for both coastal and inland traffic.

Signalized Intersection and Regional Connectivity

The intersection of Pacific Coast Highway and Kanan Dume Road is one of the most strategically important crossroads in Malibu. Kanan Dume Road is a primary connector between the coastline and the inland communities of the Santa Monica Mountains, including Agoura Hills and the greater Calabasas area, channeling

traffic between PCH and the 101 corridor. The Property’s location at this junction provides strong access and connectivity, drawing from both the affluent coastal population and the substantial inland commuter base that passes through the intersection daily.

Affluent Coastal Demographics

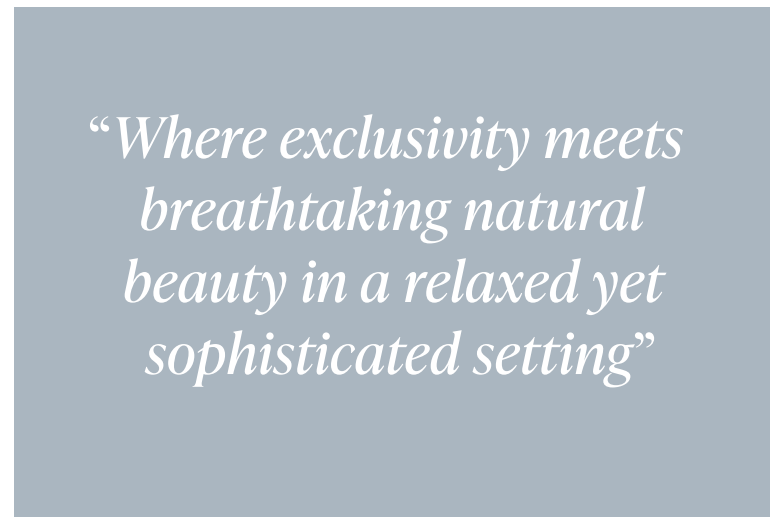
The trade area surrounding the Property is exceptionally affluent and well-established. Average household incomes exceed \$191,000 within one mile, \$193,000 within three miles, and \$194,000 within five miles, while the population base, though geographically constrained by Malibu’s low-density character, is high in spending power and stable in composition. This combination of high income and durable demand directly supports the lease-up thesis: the surrounding customer base has both the means and the inclination to support premium retail, professional, wellness, and service tenancy, making the Property’s vacant suites genuinely leasable to quality users at market rents.



Artistry. *Sophistication.* Exclusivity.

Beyond its residential appeal, Malibu offers a sophisticated cultural scene. High-end boutiques, art galleries, and gourmet restaurants line the Pacific Coast Highway, catering to residents and visitors who appreciate fine dining, unique shopping experiences, and local artistry. Whether exploring contemporary exhibits, attending intimate live music events, or dining with an ocean view, the city provides a refined yet relaxed atmosphere.

Wellness is a key part of Malibu's identity. The community places a strong emphasis on healthy living, with numerous yoga studios, wellness retreats, and organic markets offering fresh, locally sourced products. Residents embrace an active lifestyle, taking advantage of the area's scenic hiking trails, pristine beaches, and year-round outdoor activities.





Malibu, California

Nestled along Southern California's iconic shoreline, this coveted destination attracts celebrities, entrepreneurs, and those drawn to its serene yet glamorous way of life. With its international acclaim and deep local admiration, Malibu is where Hollywood prestige seamlessly blends with the rhythm of the ocean.



MALIBU COUNTRY MART



FRED SEGAL



“Malibu is the epitome of coastal luxury, where exclusivity meets breathtaking natural beauty in a relaxed yet sophisticated setting.”



KITH



THE POINTE MALIBU

DEMOGRAPHICS

Malibu Submarket - *Strong Demographics & Consumer Fundamentals*

POPULATION



11,000

Total Population within a 5-mile radius



38.4

Median Age within a 5-mile radius



49.4%

Male



50.6%

Female

EDUCATION

3 mile 2023 % of Population



10.4%

Some High School



14.8%

Some College



36.3%

Bachelor's Degree



32.4%

Graduate Degree

Demographics	1 Mile	3 Mile	5 Mile
Population	1,300	6,100	11,000
Households	600	2,000	3,700
Average Household Size	2.2	2.3	2.3
Median Age	51.1	35.6	38.4
Owner Occupied Households	380	1,400	2,600
Renter Occupied Households	220	600	1,100
Average Household Income	\$203,300	\$196,000	\$193,400
Median Household Income	\$209,800	\$193,600	\$184,900
Businesses	470	790	940



\$203,300

Average HH income within a 1-mile radius



1,078,009

Population within a 5-mile radius



2,600

Owner Occupied Housing within a 5-mile radius



3,700

Households within a 5-mile radius



940

Businesses within a 5-mile radius



1,100

Renter Occupied Housing within 5-mile radius

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SANTA MONICA

19.9 MILES FROM THE SUBJECT PROPERTY

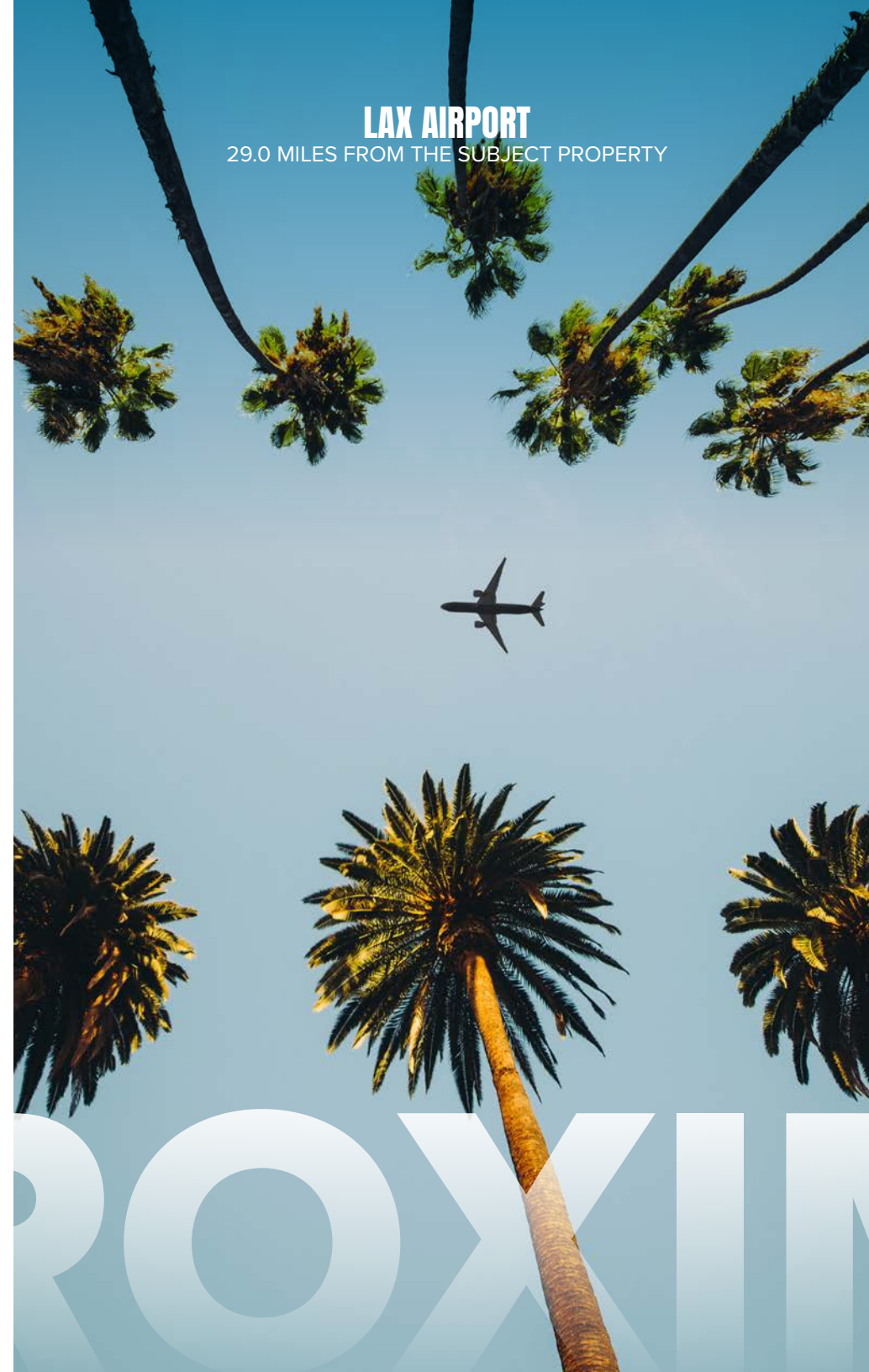
CLOSING



CALABASAS

13.5 MILES FROM THE SUBJECT PROPERTY

SEPT



LAX AIRPORT

29.0 MILES FROM THE SUBJECT PROPERTY

ROX



HOLLYWOOD

33.9 MILES FROM THE SUBJECT PROPERTY

W

Assumable *Below-Market Fixed-Rate Financing*

The Property is encumbered by an assumable loan with Standard Insurance Company, fixed at 3.625% with 25-year amortization and an approximate balance of \$3.02 million, fixed through January 31, 2031. In the current rate environment, the ability to assume long-term, sub-4% fixed-rate debt is a significant and quantifiable benefit that enhances levered returns and provides cost certainty through the value-creation period.

What is the Loan Worth

Current Debt Service	Market Rate Comparison	Savings Through 2021	Fixed-Rate Runway
\$17,758/mo; \$213,096 Annually	3.625% vs ~6.50%	~\$157,000	~5 years through January 2031

Loan Summary

Lender	Standard Insurance Company
Original Loan Amount	\$3,500,000
Current Balance	~\$3,019,523
Interest Rate	3.625% fixed
Amortization	25 Years
Monthly P&I	\$17,758
Fixed Through	January 2031
Maturity	February 2046

Assumption Mechanics

Lender Approval · Underwriting Required
Standard Insurance underwrites the assuming borrower against its prevailing standards. Related-party transfers are permitted for a flat \$1,000 fee.

Third-Party Assumption Fees
1% assumption fee plus 1% servicing fee, payable at closing.

Recourse
Partial recourse limited to 25% of outstanding balance, plus standard non-recourse carve-outs (fraud, waste, environmental, misapplied funds).

What Happens at the Rate Reset

The 3.625% rate is fixed through the first rate adjustment date of approximately February 2031. At that date, the Lender notifies the Borrower 120 days in advance of the new rate, which is set at the Lender’s then-prevailing rate for similar loans on comparable properties.

Accept The New Rate

Loan continues with monthly P&I; recalculated to amortize over the remaining term. Partial prepayment permitted at reset (minimum \$150,000 balance retained).

Reject the new rate

Loan is repaid in full at the reset date with no prepayment fee. Provides a built-in refinancing window at no penalty.

Other Key Terms

Pre-Payment

Prepayment in full with 30 days’ notice, subject to the greater of 1% of principal or yield-maintenance. Open at par in the final 90 days before maturity.

Default & Late Charges

Default rate is the note rate plus 4%, capped at the maximum legal rate. Standard late-payment charges apply per loan agreement.

Governing Law

California. Full loan documents available in due diligence; this summary is for marketing purposes only and is not a substitute for the underlying agreement.

The Path from In-Place to Stabilized

The Property is offered with established in-place tenancy and a rent guarantee in place on the existing vacant spaces.



In-Place NOI							Rent Guarantee			
\$663,715*							\$342,000			
Unit #	Tenant	SF	Floor	%	Lease Start	Lease Expiration	Rent	Rent/SF	Options	Lease Type
100	Rent Guarantee*	1,600	1	10%			\$6,800*	\$4.25		
110	Rent Guarantee*	400	1	3%			\$2,000*	\$5.00		
120	Rent Guarantee*	1,200	1	8%			\$5,100*	\$4.25		
140	Scratch Golf	2,200	1	14%	5/1/2025	5/31/2029	\$11,550	\$5.25	1 x 3yr, \$15,400/ mo	NNN**
2nd Fl/1st Fl Office	Acadia Malibu	6,834	2	43%	9/1/2025	4/30/2029	\$21,250	\$3.11	1 x 3yr, FMV	NNN**
3rd Fl	Rent Guarantee	3,550	3	22%			\$14,200	\$4.00		
		15,874					\$60,900	\$6.74		

* Seller will guarantee rent on the existing vacant space for twelve (12) calendar months from the Close of Escrow.

** CAMs are capped at \$1.00/SF.

Operating Data

	Current	Proforma
Scheduled Lease Income:	\$730,800	\$735,600
CAM Reimbursement:	\$89,785	\$138,693
Effective Gross Income:	\$820,585	\$874,293
Vacancy:		\$43,715
Expenses:	\$156.871	\$178,939*
Net Operating Income:	\$663,715	\$651,640

*PF Operating Expenses include a management fee.

Operating Expenses

	Current	Per SF
*Property Taxes @ 1.25%	\$93,688	\$5.64/SF
Insurance	\$29,805	\$1.86/SF
Utilities	\$8,150	\$0.51/SF
Trash Removal & Sweeping	\$5,247	\$0.33/SF
Cleaning & Maintenance	\$11,620	\$0.73/SF
Gardening	\$3,665	\$0.23/SF
Parking Lot Maintenance	\$2,000	\$0.13/SF
Pest Control	\$1,500	\$0.09/SF
Plumbing & Electrical	\$1,196	\$0.07/SF
Total Expenses	\$156,871	\$9.81
Expenses/Sf/Month		\$0.82

Lease-Up Opportunity

Ground Floor Retail

Three move-in ready retail suites at \$4.25 to \$5.00/SF NNN. Combined pro forma rent of \$14,300/mo.

Suites 100 / 110 / 120 · 3,200 SF

Third Floor Office

Full-floor office at \$.00/SF FSG. Pro forma \$14,200/mo. Owner-user candidate for the dual-path investor.

3rd Floor · 3,550 SF

Unit #	SF	Floor	%	PF Rent/SF	PF Rent	Lease Type
100	1,600	1	10%	\$4.50	\$7,200	NNN
110	400	1	3%	\$5.00	\$2,000	NNN
120	1,200	1	8%	\$4.25	\$5,100	NNN
3rd Fl	3,550	3	22%	\$4.00	\$14,200	FSG
6,750				\$4.18	\$28,500	

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