2700 LINCOLN

2700-2720 LINCOLN BLVD, SANTA MONICA, CA

Build Coastal. Build Legacy.

CBRE

Affiliated Business Disclosure

Confidentiality Agreement

Your receipt of this Memorandum constitutes your acknowledgment that (i) it is a confidential Memorandum solely for your limited use and benefit in determining whether you desire to express further interest in the acquisition of the Property, (ii) you will hold it in the strictest confidence, (iii) you will not disclose it or its contents to any third party without the prior written authorization of the owner of the Property (“Owner”) or CBRE, Inc. (“CBRE”), and (iv) you will not use any part of this Memorandum in any manner detrimental to the Owner or CBRE.

If after reviewing this Memorandum, you have no further interest in purchasing the Property, kindly return it to CBRE.

Disclaimer

This Memorandum contains select information pertaining to the Property and the Owner and does not purport to be all-inclusive or contain all or part of the information which prospective investors may require to evaluate a purchase of the Property. The information contained in this Memorandum has been obtained from sources believed to be reliable, but has not been verified for accuracy, completeness, or fitness for any particular purpose. All information is presented “as is” without representation or warranty of any kind. Such information includes estimates based on forward-looking assumptions relating to the general economy, market conditions, competition and other factors which are subject to uncertainty and may not represent the current or future performance of the Property. All references to acreages, square footages, and other measurements are approximations. This Memorandum describes certain documents, including leases and other materials, in summary form. These summaries may not be complete nor accurate descriptions of the full agreements referenced. Additional information and an opportunity to inspect the Property may be made available to qualified prospective purchasers. You are advised to independently verify the accuracy and completeness of all summaries and information contained herein, to consult with independent legal and financial advisors, and carefully investigate the economics of this transaction and Property’s suitability for your needs. ANY RELIANCE ON THE CONTENT OF THIS MEMORANDUM IS SOLELY AT YOUR OWN RISK.

The Owner expressly reserves the right, at its sole discretion, to reject any or all expressions of interest or offers to purchase the Property, and/or to terminate discussions at any time with or without notice to you. All offers, counteroffers, and negotiations shall be non-binding and neither CBRE, Inc. nor the Owner shall have any legal commitment or obligation except as set forth in a fully executed, definitive purchase and sale agreement delivered by theOwner.CMPM2700onLincoln_OM_Verlingo_v04_KD07/09/26

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Executive Summary

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The Offering

CBRE, Inc. exclusively presents 2700–2720 Lincoln Boulevard, a prime coastal infill redevelopment opportunity located along Highway 1 in Santa Monica, California.

The property consists of four contiguous parcels totaling ±26,534 square feet (±0.61 acres) with approximately ±9,734 square feet of existing improvements across three one-story buildings originally constructed in 1969. The site is currently improved with an automotive service facility spanning much of the parcel, including three drive-through oil and lube wells, as well as an approximately ±2,000-square-foot standalone building currently vacant and suitable for auto or interim adaptive reuse. The property also includes ±24 parking stalls and benefits from exceptional access and circulation with three separate curb cuts at Lincoln Boulevard, Hill Street, and Raymond Avenue.

Situated within the General Commercial (GC) zoning designation, the property permits a range of uses, including mixed-use and residential development, with allowable building heights up to ±55 feet (five stories). Importantly, the zoning framework does not impose a maximum density limitation, creating meaningful flexibility for future redevelopment, subject to planning, affordability requirements, parking standards, and Coastal Commission approvals.

While the property may support continued operation in its current configuration or present an adaptive reuse opportunity, the site's highest potential is likely as a multifamily residential or mixed-use redevelopment project incorporating residential uses with ground-floor commercial activation. The combination of scale, zoning flexibility, existing frontage conditions, and limited setbacks provides multiple pathways for repositioning or redevelopment.

The site's development potential is further enhanced by its full-block parcel configuration and strong physical characteristics, including extensive frontage, multiple access points, and visibility along Lincoln Boulevard. These attributes, coupled with the flexibility afforded under existing zoning, position the property as a compelling candidate for developers seeking infill residential or mixed-use opportunities in a high-barrier coastal market.

Investment Highlights

RARE FULL-BLOCK INFILL DEVELOPMENT OPPORTUNITY
Four contiguous parcels spanning an entire block provide exceptional site control, multiple street frontages, and flexibility for future planning and redevelopment design.

MULTIFAMILY AND MIXED-USE REDEVELOPMENT POTENTIAL
GC zoning supports a compelling opportunity for residential or mixed-use development with up to 55 feet (five stories) of allowable height and no prescribed density maximum, subject to approvals.

HIGHEST-AND-BEST-USE POSITIONED FOR RESIDENTIAL DEVELOPMENT
The property presents potential for multifamily redevelopment, mixed-use execution, or adaptive reuse, offering multiple paths to maximize value.

PRIME COASTAL CORRIDOR LOCATION WITH EXCEPTIONAL VISIBILITY
Prominent positioning along Lincoln Boulevard (Highway 1) with exposure to approximately 41,592 vehicles per day supports both current utility and future commercial activation.

STRONG ACCESS AND CIRCULATION INFRASTRUCTURE
Three curb cuts and full-block access enhance site functionality, improve circulation, and support efficient redevelopment layouts.

INTERIM INCOME OR ADAPTIVE REUSE OPTIONALITY
Existing improvements allow for continued automotive use, repositioning, or interim occupancy while pursuing entitlement or redevelopment strategies.

SCARCE LARGE-SCALE PARCEL IN SUPPLY CONSTRAINED MARKET
At ±26,534 square feet (±0.61 acres), the site represents a rare development scale opportunity in a high-barrier-to-entry coastal submarket.

STRATEGIC POSITIONING AMID HEIGHTENED HOUSING DEMAND
The asset is well-positioned to capitalize on increasing demand for housing and infill residential development opportunities across the Westside.

Property Description 02

Property Overview

ADDRESS

2700-2720 Lincoln Blvd., Santa Monica, CA 90405

ZONING

GC - General Commercial

APNS

4287-017-041, 4287-017-042, 4287-017-043, 4287-017-044

BUILDING SIZE (SF)

±9,734

LAND SIZE (SF)

±26,534

LAND SIZE (AC)

±0.61

NUMBER OF BUILDINGS

3

NUMBER OF STORIES

1

YEAR BUILT

Bldg 1: 1969 | Bldg 2: 1946 | Bldg 3: 1969

PARKING

±24 Stalls

Financial
Analysis

03

UNIT #	TENANT	SF (ALTA)	MONTHLY	ANNUAL	$/SF/MO	LEASE TYPE	STATUS	ESCALATION	NOTES
1-5	**Big Q Oil & Lube**	3,160	$12,782	$153,388	$4.05	NNN	Occupied	4% Ann. (June)	MTM | Bldg 1
6-8	**European Auto**	1,770	$8,925	$107,100	$5.04	NNN	Occupied	4% Ann. (June)	MTM | Bldg 2
9-12	**New Sun Upholstery**	1,875	$10,658	$127,900	$5.68	NNN	Occupied	4% Ann. (June)	MTM | Bldg 2
13-14	**High Tech Automotive**	1,125	$9,265	$111,176	$8.24	NNN	Occupied	4% Ann. (June)	MTM | Bldg 2
*Bldg 3	**Vacant**	1,544	$9,882	$118,579	$6.40	NNN	Vacant	-	Vacant | Corner Standalone
	TOTAL	9,474	$51,512	$618,143	$5.44	NNN			

*Bldg 3 underwritten at market rent

Location Overview

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DEVELOPMENTS

1430 LINCOLN BOULEVARD, DOWNTOWN SANTA MONICA

DELIVERED APRIL 2026

1430 Lincoln Boulevard is a newly delivered Class A, four-story mid-rise apartment community comprising 100 units within approximately 61,752 SF on a 0.35-acre site in Downtown Santa Monica. The project achieves a density of 286 units per acre and a 4.05 FAR, with average unit sizes of approximately 638 SF and 10 designated affordable units. Delivered in 2026, the property reflects recent high-density residential development along the Lincoln Boulevard corridor and serves as a meaningful data point for land value and replacement cost assumptions in the Downtown submarket.

1650 LINCOLN BOULEVARD, DOWNTOWN SANTA MONICA

DELIVERED APRIL 2026

1650 Lincoln Boulevard is a Class A mixed-use multifamily property delivered in April 2026, totaling approximately 69,896 SF with 98 residential units across six stories on a 0.38-acre site. The project achieves a 4.22 FAR and includes 6,569 SF of groundfloor retail, 129 covered parking spaces, and a mix of market-rate and affordable housing, including 8 affordable units. With average unit sizes of approximately 660 SF, the property represents one of the most recent residential deliveries along Lincoln Boulevard and provides direct support for density-based valuation and new construction pricing in Downtown Santa Monica.

DEVELOPMENTS

501 BROADWAY, DOWNTOWN SANTA MONICA

DELIVERED: MAY 2026

501 Broadway is an eight-story, Class A mixed-use apartment development delivering 89 residential units totaling approximately 119,383 SF in Downtown Santa Monica. Built on a 0.14-acre infill site with a 3.56 FAR, the property features units averaging approximately 630 SF and includes 7,260 SF of ground-floor retail, representing 6.1 percent of total building area. The project incorporates 19 affordable units and is scheduled for delivery in May 2026, demonstrating the continued feasibility of high-density residential construction in Santa Monica's urban core and providing a near-term benchmark for new development.

1634 20TH STREET, PICO SUBMARKET

DELIVERY: AUGUST 2027

1634 20th Street is a seven-story mid-rise apartment development under construction in the Pico submarket, delivering 78 units totaling approximately 49,464 SF. The project is fully affordable, with all units subject to rent restrictions, and is scheduled for completion in August 2027. While not directly competitive with marketrate apartments, the development occupies limited infill land and entitlement capacity, reinforcing long-term supply constraints that support valuation stability for nearby unrestricted multifamily properties.

DEVELOPMENTS

COLORADO AVENUE BOUTIQUE HOTEL

DELIVERY: NOVEMBER 2027

The Colorado Avenue Boutique Hotel is a planned 72-room, midscale, independent hotel located in Santa Monica's downtown beach corridor. The eight-story project totals approximately 21,726 SF on a 0.14-acre parcel zoned SMC3, with construction anticipated to begin in June 2026 and delivery projected for November 2027. With limited new hotel supply citywide due to zoning and entitlement constraints, the development reinforces the strength of Santa Monica's hospitality market and supports long-term replacement cost value for existing and entitled hotel assets.

234 PICO BOULEVARD, OCEAN PARK

DELIVERY: DECEMBER 2027

234 Pico Boulevard is a mixed-use multifamily development by Cypress Equity Investments currently under construction in the Ocean Park submarket, delivering approximately 186,000 SF across a four- and five-story structure. The project will include 186 residential units consisting of studios, one- and two-bedroom layouts, including 8 affordable units, along with approximately 11,000 SF of ground-level retail and a 346-car structured parking garage. Scheduled for completion in December 2027, the project introduces large-scale, newly built housing into a coastal submarket characterized by limited developable land and aging inventory, providing a key future reference point for density, pricing, and replacement cost in Ocean Park.

SANTA MONICA, CALIFORNIA

Santa Monica remains one of Southern California's most supply constrained and sought-after coastal markets, supported by affluent demographics, a diverse employment base, and continued public and private investment. The city is undergoing a broader evolution marked by downtown revitalization efforts, new residential development, adaptive reuse initiatives, and strategic reinvestment across key commercial districts, including the Third Street Promenade, where the City has advanced economic growth initiatives, business-friendly reforms, and a $3 million revitalization program designed to attract new tenants, activate public space, and support long-term reinvestment.

At the same time, Santa Monica continues to face significant housing demand pressures, driven by longstanding supply constraints and further amplified by displacement impacts following the Palisades and Malibu wildfires in early 2025, which destroyed thousands of structures regionally and intensified focus on replacement housing and new residential supply throughout West Los Angeles. This backdrop has reinforced the strategic importance of well-located infill development opportunities capable of contributing new housing inventory.

The city's underlying fundamentals continue to support long-term residential demand. Santa Monica is home to 91,021 residents, a 142,109 daytime population, and approximately 79,697 employees, supported by 9,304 businesses and an economy dominated by 86.2% white-collar employment.

Household wealth remains substantial, with average household income of $187,897, median household income of $120,585, and median home values of approximately $1.84 million, reinforcing the market's high barriers to entry and durable demand profile. Housing dynamics further support the need for additional residential development. Of approximately 53,121 housing units, only 12,839 are owner occupied, reflecting a predominantly renter-oriented market.

Households are projected to increase from 47,899 to 48,659 by 2030, while housing supply remains constrained, creating continued pressure for new multifamily and mixed-use residential development. Within this context, 2700–2720 Lincoln Boulevard is strategically positioned along one of Santa Monica's primary commercial corridors, benefiting from approximately 41,592 vehicles per day, exceptional visibility, and direct access to a dense surrounding base of residents, employees, and consumers.

The property's location along Lincoln Boulevard places it at the intersection of strong neighborhood demographics, sustained housing demand, and ongoing urban reinvestment, positioning the asset to benefit from both current market fundamentals and long-term growth trends.

DEMOGRAPHICS

DEMOGRAPHIC COMPREHENSIVE	Santa Monica City	1 MILE	3 MILES	5 MILES
PLACE OF WORK				
2025 Businesses	9,304	2,306	18,571	35,754
2025 Employees	79,697	14,323	139,748	340,388
POPULATION				
2025 Population - Current Year Estimate	91,021	34,728	220,183	480,879
2030 Population - Five Year Projection	90,451	34,161	219,992	480,368
AGE				
2025 Median Age	42.6	41.2	40.2	37.9
HOUSEHOLDS				
2025 Households - Current Year Estimate 47,899	18,579	113,549	227,254	
2030 Households - Five Year Projection	48,659	18,635	116,050	231,889
HOUSEHOLD INCOME				
2025 Average Household Income	$187,897	$180,447	$186,828	$189,345
2025 Median Household Income	$120,585	$120,367	$125,461	$124,573
2025 Per Capita Income	$98,970	$97,069	$96,601	$89,666
HOUSING VALUE				
2025 Housing Units	53,121	20,557	125,655	250,108
2025 Owner Occupied Housing Units	12,839	5,141	33,163	75,238
2025 Renter Occupied Housing Units	35,059	13,438	80,381	151,954
2025 Median Home Value	$1,838,914	$1,797,258	$1,698,403	$1,631,221
2025 Average Home Value	$1,719,912	$1,718,313	$1,652,216	$1,610,033
CLASS OF WORKER				
2025 Employed Civilian Population 16+	51,862	20,640	134,321	279,805
White Collar	44,723	17,575	114,165	237,945
Services	4,376	1,874	13,007	27,293
Blue Collar	2,763	1,190	7,148	14,566
DAYTIME POPULATION				
2025 Daytime Population	142,109	38,112	277,087	645,204
Daytime Workers	102,287	23,763	189,542	440,147
Daytime Residents	39,822	14,349	87,545	205,057

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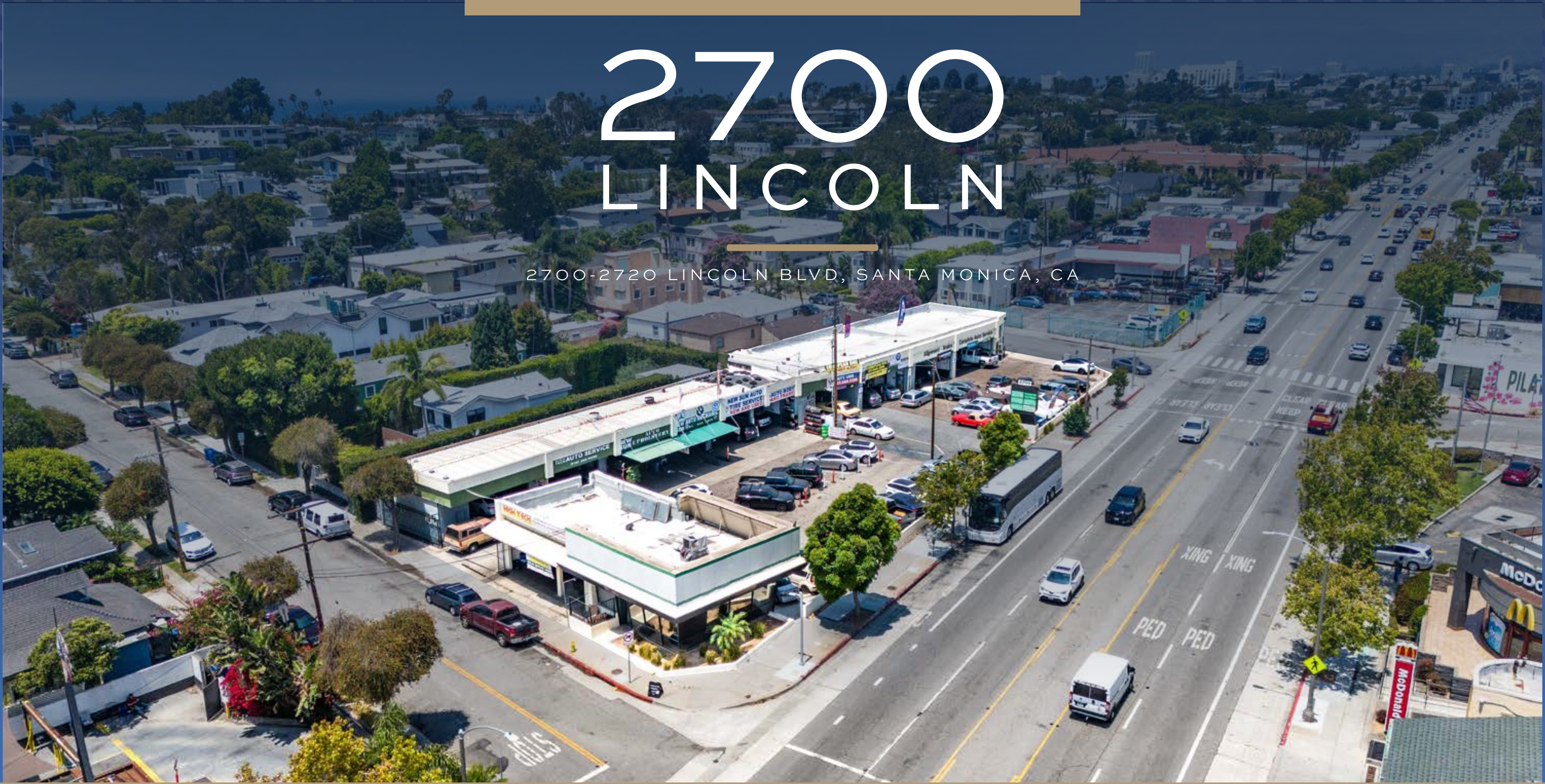

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