

PORTFOLIO SALE

DEVELOPMENT + INCOME OPPORTUNITY

Across From Goleta Valley Cottage Hospital
Offered at \$5,650,000

DEVELOPMENT POTENTIAL
5400 HOLLISTER AVE
Oversized Lot w/
Single Family Residence
+ 2 Additional Units

MIXED-USE INCOME
5392-5396
HOLLISTER AVE
6 Residential Cottages
+ 1 Commercial Unit

PRESENTED BY

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MAGNOLIA SHOPPING CENTER

Lassen's Health Foods
Ralphs
Shalhoob's Magnolia
ZENSHI Handcrafted Sushi
SOLOS Pilates Studio Fitness Goodland
Del Pueblo Cafe

↑
**DOWNTOWN
SANTA BARBARA**
(15-Minute Drive)

→
MORE MESA BEACH
(15-Minute Drive)

GOLETA VALLEY
COTTAGE HOSPITAL

U.S. POST OFFICE

S. PATTERSON AVENUE

LA SUMIDA NURSERY

SOUTH COAST DELI

HOLLISTER AVENUE

5400 HOLLISTER AVE

5392-5396 HOLLISTER AVE

↓
UCSB/Isla Vista
(5-Minute Drive)

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 **RADIUS®**
Commercial Real Estate

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5400 & 5392-5396 HOLLISTER AVE • GOLETA, CA 93111

Offered at \$5,650,000

This is a truly exceptional opportunity for potential redevelopment, ideally located directly across the street from Goleta Cottage Hospital. The portfolio comprises two value-add properties and offers multiple paths to achieve the highest and best use, whether through repositioning, redevelopment, or long-term hold.

5400 Hollister Avenue features a rare oversized lot of approximately 20,473 SF, currently improved with income-producing structures consisting of a single-family residence and two additional units. The expansive lot size and favorable zoning present significant potential for redevelopment, expansion, or reconfiguration to maximize value.

5392-5396 Hollister Avenue is a mixed-use asset situated on a 21,344 SF lot, comprised of six residential cottages and one commercial unit. Most of the cottages have been extensively renovated, offering modern finishes and strong in-place income with additional upside potential. The commercial unit is occupied by a well-established tenant with a lease in place through 2029, providing stable and predictable income.

Offered at	\$5,650,000
Units	1 SFR; 8 Apartments; 1 Commercial
Pro Forma NOI	\$296,676
Unit Mix	5400 Hollister Ave: (1) 6BD/4BA; (1) 1BD/BA; (1) Detached Studio 5392-5396 Hollister Ave: (1) Commercial; (4) 2BD/1BA; (2) 1BD/1BA
Building Sizes	5392-5396 Hollister Ave: ±6,750 SF 5400 Hollister Ave: ±1,472 SF SFR (Plus Studio & 1-Bedroom)
Lot Sizes	5392-5396 Hollister Ave: ±21,344 SF 5400 Hollister Ave: ±20,473 SF Total: ±41,817 SF
Parking	Ample Residential + 6 Commercial Spaces
APNs	5392-5396 Hollister Ave: 071-101-015 5400 Hollister Ave: 071-101-002
Zoning	See Next Page

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More Mesa
Beach & Preserve



HOLLISTER AVENUE

5392-5396 HOLLISTER AVE

OVERSIZED
LOT

5400 HOLLISTER AVE

ZONING & DEVELOPMENT*

5400 Hollister Ave
APN 071-101-002 • ±0.49 AC

RM: Medium Density Residential Zone

DU/Acre: 13-20

Current Use: Single family residence + detached 1BD/1BA with detached converted garage.

Examples of Uses:

- Apartment Buildings (Multi-Family)
- Duplexes, Triplexes, Fourplexes
- Townhomes/Condos
- Student Housing/Workforce Housing
- Senior Housing

5392-5396 Hollister Ave
APN 071-101-015 • ±0.47 AC

CC: Community Commercial

Current Use: One commercial building and six residential units

**Buyer is solely responsible for independently verifying all zoning regulations, permitted uses, and development standards prior to close of escrow.*

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Portfolio Specifics

	PRICE	APN	UNITS	RENTABLE SQ. FT.	LOT SIZE (SF)	UNIT MIX	PARKING	YEAR BUILT	ZONING	MARKET CAP	MARKET GRM
5400 Hollister Ave	\$1,800,000	071-101-002	3	~2,250 SF* SFR	20,473	(1) 6BD/4BA SFR; (1) 1BD/1BA Detached Unit; (1) Detached Studio	Ample On-Site Parking	1957	RM - Medium Density Residential Zone	6.44%	9.73
5392-5396 Hollister Ave	\$3,850,000	071-101-015	7 (1 Commercial + 6 Residential)	6,750 SF	21,344	1 Commerical Unit; (2) 1BD/1BA; (4) 2BD/1BA	6 Commercial Spaces + Ample Residential Parking	—	Community Commercial Use	4.69%	13.59
Portfolio	\$5,650,000		10	~9,000 SF*	41,817 SF	(1) 6BD/4BA SFR; (3) 1BD/1BA; (4) 2BD/1BA; (1) Detached Studio; (1) Com- mercial Unit	6 Commercial Spaces + Ample On-Site Parking			5.25%	12.07

*Buyer to verify



5400 Hollister Ave (6BD/4BA SFR)



5392-5396 Hollister Ave (Commercial Unit)

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5400 Hollister Avenue



5392/96 Hollister Avenue



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DEVELOPMENT + INCOME OPPORTUNITY

Rental Income

UNIT	BED	BED	CURRENT	MARKET
5392 Hollister - 1	1	1	\$2,400	\$2,800
5392 Hollister - 2	2	1	\$3,350	\$3,500
5392 Hollister - 3	2	1	–	\$3,500
5396 Hollister - 1	1	1	\$2,790	\$2,800
5396 Hollister - 2	2	1	\$3,400	\$3,500
5396 Hollister - 3	2	1	\$2,815	\$3,500
5392 Hollister - Crush Foods, Inc. (Lease Exp: 6/26)	Commercial Lease		\$3,650	\$4,000
5400HO-A (Vacant)	5400XLSGL	–	–	\$1,550
5400HO-B (Vacant)	5400LSGL	–	–	\$1,495
5400HO-C (Vacant)	5400SSGL	–	–	\$1,390
5400HO-D	5400SSGL	–	\$1,390	\$1,390
5400HO-E	5400SDBL	–	\$1,150	\$1,150
5400HO-F (Vacant)	5400SDBL	–	–	\$1,150
5400HO-G (Vacant)	5400DWB	–	–	\$1,150
5400HO-H (Vacant)	5400DWB	–	–	\$1,150
5400HO-Studio	Studio	1	\$2,237	\$2,237
5440H-I (Vacant at Close)	1	1	–	\$2,750
MONTHLY:			\$23,182	\$39,012
ANNUAL INCOME:			\$278,184	\$468,144

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PORTFOLIO SALE | Across From Goleta Valley Cottage Hospital

DEVELOPMENT + INCOME OPPORTUNITY

Analysis

Summary

LIST PRICE	\$5,650,000
Building Size	±9,000 SF*
Units	1 SFR; 8 Apartments; 1 Commercial
Unit Mix	(3) 2BD/1BA, (4) 1BD/1BA, (1) 6BD/4BA, (1) Studio, (1) Commercial
Lot Size	±41,817 SF
APN	071-101-015 & 071-101-002
Price/SF Land	\$135/SF
	MARKET
CAP RATE	5.25%
GRM	12.07

*Buyer to verify

Annual Property Operating Data

		MARKET EXPENSES (EST.)	As % EGI
Taxes (Projected)			
Standard	\$59,214		12.9%
Supplemental Fixed Charges	\$4,516		1.0%
Utilities			
Electricity	\$8,034		1.7%
Gas	\$1,663		0.4%
Water & Sewer	\$18,871		4.1%
Refuse / Trash Disposal	\$851		0.2%
Cable, Internet & Telephone	\$2,073		0.5%
Total Utilities	\$31,492		6.8%
Insurance (est.)	\$19,000		4.1%
Property Management	\$23,023		5.0%
Landscaping	\$7,040		1.5%
Repairs/Maintenance/Turnover (\$1,500/unit)	\$15,000		3.3%
Turnover	-		-
Pest	-		-
Reserves (\$250/unit)	\$2,500		0.5%
General & Administrative	\$2,000		0.4%
TOTAL EXPENSES:	\$163,785		34.7%
Expense/NRSF	n/a		
Expense/Unit	\$16,378.49		
		MARKET	As % GSR
Gross Scheduled Rent (GSR)	\$468,144		100.0%
Other Income	\$4,020		0.9%
Potential Gross Income	\$472,164		
Vacancy Reserve	(\$11,704)		(2.5%)
Effective Gross Income (EGI)	\$460,460		
Operating Expenses	(\$163,785)		(35.0%)
NET OPERATING INCOME (NOI)	\$296,676		63.4%

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		UNITS	LIST PRICE	SALE PRICE	SALE DATE	PPU	UNIT MIX	BLDG SF	LAND SF	\$/BLDG SF	\$/LAND SF	CURRENT CAP RATE
SUBJECT PROPERTY 5392, 5396 & 5400 Hollister Ave Goleta		10	\$5,650,000	—	—	\$565,000	(3) 2BD/1BA, (4) 1BD/1BA, (1) 6BD/4BA, (1) Studio, (1) Commercial	9,000* (Buyer to verify)	41,817	\$627.78	\$135.11	5.25% Pro Forma
SOLD PROPERTIES												
5392/96 Hollister	23 Magnolia Ave, Goleta	19	\$5,550,000	\$5,400,000	3/13/2026	\$284,211	(17) 1BD/1BA, (2) 3BD/1BA	12,755	14,810	\$423.36	\$364.62	4.97%
	406 Ellwood Beach Dr, Goleta	8	\$3,600,000	\$3,235,000	7/21/2026	\$404,375	(4) 2BD/2BA, (4) 2BD/1BA	6,819	11,326	\$474.41	\$285.64	5.66%
	2220 Oak Park Ln, Santa Barbara	10	\$5,000,000	\$4,400,000	8/23/2025	\$440,000	(8) 2BD/1BA, (2) 1BD/1BA	7,830	14,810	\$561.94	\$297.10	4.38%
	19 W. Padre St, Santa Barbara	7	\$2,950,000	\$2,950,000	11/18/2025	\$421,429	(5) 1BD/1BA, (2) 2BD/1BA	—	13,504	—	\$218.45	4.50%
	706–708 E. Haley St, Santa Barbara	8	\$3,325,000	\$3,305,000	4/15/2026	\$413,125	(3) 1BD/1BA, (1) 2BD/1BA, (1) Studio, (3) Commercial	4,487	10,800	\$736.57	\$306.02	5.43%
	2016–2018 Bath St, Santa Barbara	8	\$3,650,000	\$3,266,310	10/18/2024	\$408,289	(4) 2BD/1BA, (4) 1BD/1BA - Cottage	6,106	19,079	\$534.93	\$234.16	4.97%
5400 Hollister	242–246 Puente Dr, Goleta	3	\$2,650,000	\$2,500,000	9/6/2024	\$833,333	(1) 4BD/2BA, (2) 2BD/1BA - All SFHs	3,523	28,816	\$709.62	\$86.76	4.04%
	125 N. Arboleda Rd, Goleta	2	\$2,585,000	\$2,495,000	10/22/2024	\$1,247,500	(1) 3BD/2BA, (1) 2BD/1BA	3,285	20,037	\$759.51	\$124.52	—
	118 W. Pedregosa St, Santa Barbara	3	\$2,695,000	\$2,510,535	10/23/2025	\$836,845	(2) 1BD/1BA, (1) 3BD/1BA	4,351	13,503	\$577.00	\$185.92	3.38%
	Redevelopment: 215 E. Victoria St, Santa Barbara	8	\$3,200,000	\$2,787,500	1/22/2026	\$348,438*	(4) 1BD/1BA, (2) 2BD/1BA, (1) 3BD/2BA, (1) 2BD/2.5BA	—	12,900	—	\$216.09	—
	331 N. Alisos St, Santa Barbara	4	\$2,000,000	\$1,750,000	5/22/2026	\$437,500	(1) 4BD/2BA, (1) 3BD/3BA, (1) 3BD/2BA, (1) 1BD/1BA	—	16,988	—	\$103.01	4.71%
	2019 Bath St, Santa Barbara	4	\$2,100,000	\$2,040,000	6/8/2026	\$510,000	(1) 2BD/2BA, (1) 2BD/1.5BA, (2) 1BD/1BA	4,400	8,712	\$463.64	\$234.16	3.81%
ACTIVE/PENDING PROPERTIES												
5392/96 Hollister	257 Mathilda Dr, Goleta	6	\$2,195,000	—	ACTIVE	\$365,833	(4) 2BD/1.5BA Townhomes, (2) 1BD/1BA	4,710	6,970	\$466.03	\$314.92	4.58%
	5859 Mandarin Dr, Goleta	6	\$2,267,076	—	ACTIVE	\$377,846	(6) 2BD/1BA	4,472	6,534	\$506.95	\$346.97	4.55%
	431 Ellwood Beach Dr, Goleta	7	\$2,900,000	—	ACTIVE	\$414,286	(7) 2BD/2BA	6,450	10,454	\$449.61	\$277.41	5.20%
	357 Mathilda Dr, Goleta	10	\$2,950,000	—	ACTIVE	\$295,000	(10) Studio Loft	4,864	10,018	\$606.50	\$294.47	3.90%
5400 Hollister	117 Magnolia Ave, Goleta	6	\$1,995,000	—	PENDING	\$332,500	(2) 2BD/2BA, (2) 1BD/1BA, (2) Studios	3,972	6,534	\$502.27	\$305.33	5.13%
	4156 Vista Clara Rd, Goleta	2	\$2,595,000	—	ACTIVE	\$1,297,500	(1) 3BD/2BA, (1) 2BD/1BA	2,032	20,473	\$1,277.07	\$126.75	—
	10800 Calle Real, Goleta	2	\$2,175,000	—	ACTIVE	\$1,087,500	(1) 3BD/2BA, (1) 2BD/1BA	2,350	93,654	\$925.53	\$23.22	—
LAND SALES			LIST PRICE	SALE PRICE	SALE DATE	ZONING	TOTAL LAND ACREAGE					
455 & 465 S. Patterson Ave, Goleta			\$7,380,000	\$6,285,398	10/31/2025	OI	3.39					
7190 Hollister Ave, Goleta			—	\$17,124,000	11/25/2025	RM	10.6					
233 W. Quinto St, Santa Barbara			\$1,995,000	\$1,600,000	6/15/2026	RM	0.21					

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5400 Hollister Ave | 6BD/4BA Single Family Residence



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5392 Hollister Ave | Commercial Unit



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5392-2 Hollister Ave | 2-Bed / 1 Bath



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Nearby Amenities & Merchants

- | | |
|---|---|
| 1 University of California, Santa Barbara | 8 Santa Barbara Beach Club |
| 2 Santa Barbara Municipal Airport | 9 Pacific Diagnostic Laboratories |
| 3 Old Town Goleta (Wendy's, McDonalds, Habit Burger, Taco Bell) | 10 Goleta Valley Cottage Hospital |
| 4 Calle Real Shopping Center (Albertsons, Trader Joe's, Walgreens, Bank of America, CVS, Chevron, Carl's Jr., Subway) | 11 South Coast Deli |
| 5 Kimpton Goodland Hotel, Best Western South Coast Inn | 12 Crushcakes and Cafe |
| 6 More Mesa Preserve (Hiking & Biking Trails) | 13 Public Storage |
| 7 More Mesa Beach | 14 Sansum Clinic |
| | 15 US Post Office |
| | 16 Magnolia Shopping Center (Ralphs, Lassen's, U.S. Bank, Shalhoob's) |



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“THE GOOD LAND”

The city of Goleta rests a few minutes north of Santa Barbara in the South Coast region of Santa Barbara County, roughly 330 miles south of San Francisco and 90 miles north of Los Angeles. Goleta and the Gaviota Coast to the north make up 12 picturesque miles of the Santa Barbara coastline. In fact the area is known as The Good Land for its sprawling ranches, fertile farms, lemon orchards and sustainable gardens that supply local restaurants and farmers markets year round. From the Goleta pier to Point Arguello, the area is a recreational paradise. Whether fishing off the pier, hiking the bluffs, surfing Campus Point or getting up close and personal with wildlife while kayaking in the Goleta Slough, there is something for everyone.

The South Coast region's central location, year-round mild climate, proximity to the University of California, Santa Barbara (UCSB), high quality of living, bustling technology industry and wealth of outdoor amenities are but a few of the reasons Goleta and Santa Barbara are regularly selected among the best places to live and work by numerous sources including livability.com, Money Magazine and Sunset Magazine.

THE MARKET



Ellwood Mesa Sperling Preserve & Santa Barbara Shores Park

This 230-acre preserve is the largest publicly-owned coastal open space on Santa Barbara County's South Coast. Popular with runners, surfers, bikers and equestrians, the Ellwood Mesa Coastal Trail meanders through natural habitats and provides beach access via the Ellwood Mesa bluffs. The Monarch Butterfly Grove lies just north and spans 78 acres of eucalyptus groves giving safe shelter to the butterflies who bear its name from late autumn through winter.

