



1327 DE LAVINA ST

DOWNTOWN SANTA BARBARA CALIFORNIA 93101

**UNENTITLED LAND WITH LEASE
OPTION TO PURCHASE**

**LAND USE SURVEY AVAILABLE
UPON REQUEST**

**Oversized ±8,712 SF lot with ability to add commercial SF
and/or re-develop the site to accommodate residential
or mixed-use. Offered at \$2,350,000.**

PRESENTED BY

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**OLD MISSION
SANTA BARBARA**

**COURTYARD BY
MARRIOTT & SAINT REMY**

ALAMEDA PARK

**THREE PICKLES
SUBS & SANDWICHES**

**THE UPHAM
HOTEL
& BISTRO
AMASA**

**SANTA BARBARA
PUBLIC MARKET**

DE LA VINA ST.

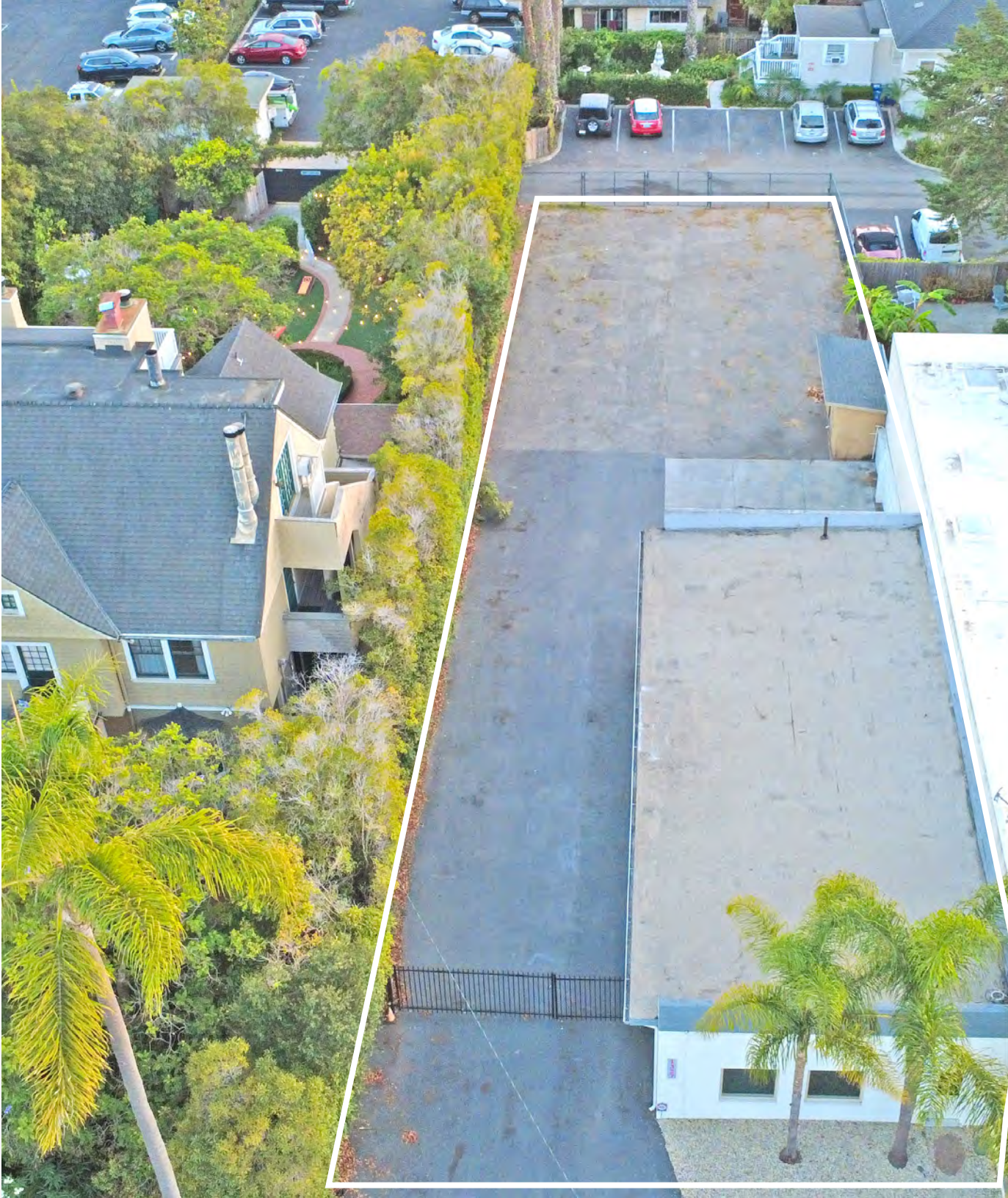
W. SOLA ST.

**CROSS DIGITAL
DENTAL
LABORATORY**

CAT DOCTORS

**1327 DE LA VINA
STREET**

DE LA VINA INN



FOR SALE INQUIRIES

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RADIUS®
Commercial Real Estate

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THE OFFERING AT A GLANCE

FOR LEASE WITH OPTION TO PURCHASE • 2-YEAR NNN LEASE • FIXED-PRICE PURCHASE OPTION		
MONTHLY RENT (NNN) \$10,000	LEASE TERM 24 Months	PURCHASE OPTION PRICE \$2,350,000
UP-FRONT EQUITY REQUIRED \$0	ANNUAL CARRY, RENT + EST. TAXES * 6.1%	TOTAL 2-YEAR RENT \$240,000

Property Summary

Address	1327 De La Vina St, Santa Barbara, CA 93101	APN	039-121-008
Building	±1,502 SF Flex • Three (3) Roll-up Doors	Lot Size	±8,712 SF (0.20 acres)
Zoning	C-G (Commercial General)	AUD Overlay	Priority Housing: 37–63 du/acre**
Clear Height	11' – 11'8" • Single Level	Condition	Vacant — immediate possession

The site is mapped within the City of Santa Barbara AUD Priority Housing Overlay — buyer to verify with the City.

How The Lease Option Works — In Plain English

1. Lease it	Sign a 2-year NNN lease at \$10,000/month and take possession immediately.
2. Lock the price	The purchase option fixes today's price — \$2,350,000 — for the full two years. Whatever value you create in the meantime, the price does not move.
3. Create value	Use the term to entitle a residential/mixed-use project — and sublease the existing building and yard while you do (with Lessor consent; no uses with environmental impact) — or establish and grow your own business on site.
4. Close when ready	Exercise the option during the lease term and close — pairing the purchase with construction financing or owner-user financing, arranged on your timeline.

Summary Of Lease-Option Terms

Structure	Two-year NNN lease with a fixed-price purchase option
Monthly Rent	\$10,000 per month, NNN (tenant pays taxes, insurance & maintenance)
Option Price	\$2,350,000 — fixed for the full term
Option Window	Exercisable during the lease term (final window per option agreement)

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Offering Summary, Cont.

2 WAYS TO WIN – BUYER PROFILES

PATH 1 — DEVELOPER: ENTITLE, THEN BUY

- Control the site for \$10K/month while you entitle apartments — no land loan, no equity outlay.
- Sublease the existing building while entitling (with Lessor consent) — cut your net carry roughly in half.
- Entitlement value you create accrues to you — the price is already fixed.

PATH 2 — OWNER/USER: OCCUPY, THEN OWN

- Move your business in now; buy the property in 2028 at a price you already know.
- Two years to prove the location before committing capital — option, not obligation.
- Owner-occupant financing at exercise — SBA-style low down payments after two years in occupancy.

Subleasing & Due Diligence

Subleasing: permitted with Lessor consent — designed for a developer offsetting carry during entitlement; uses with environmental impact are excluded.

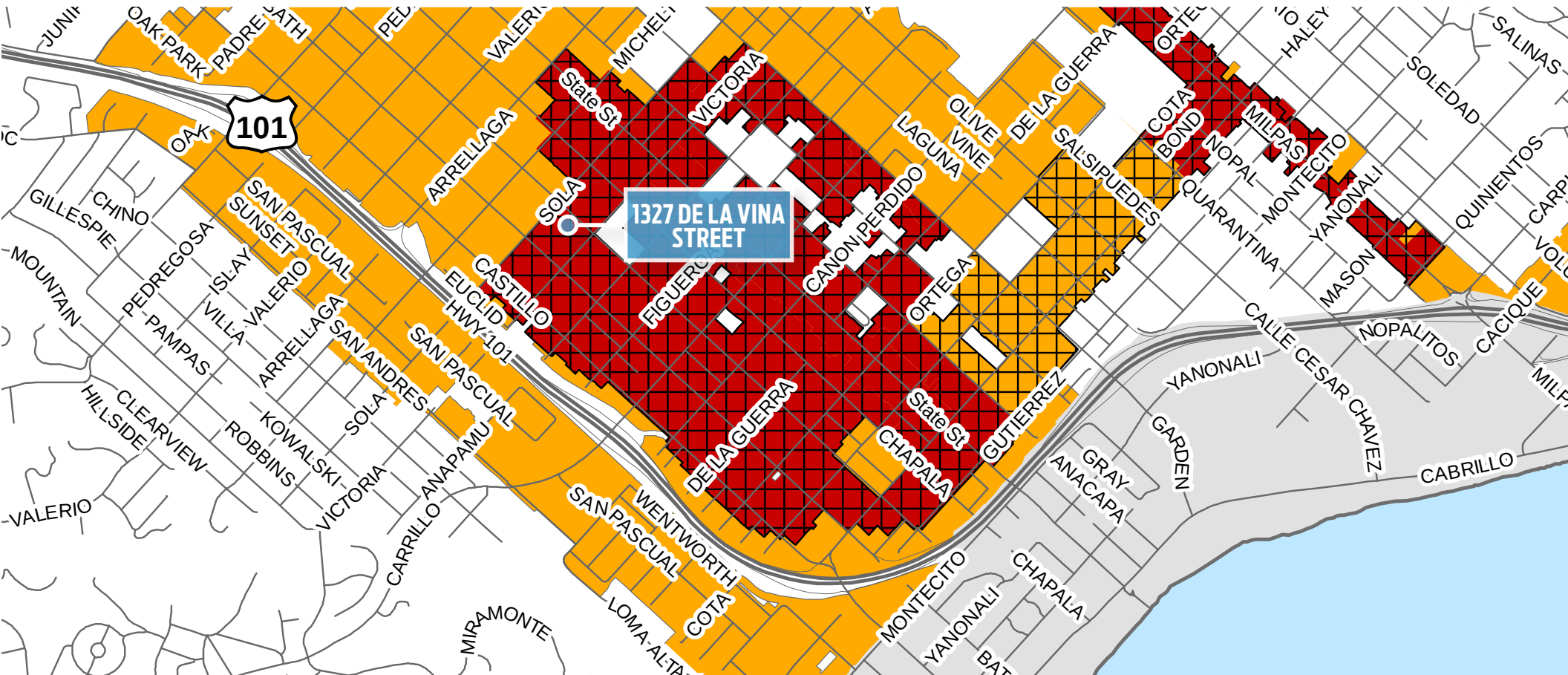
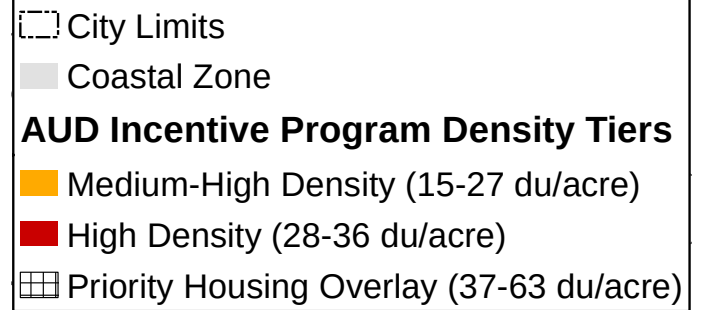
Available upon request: Phase I ESA (Aug 2025), Phase II subsurface soil report (Sep 2025), hoist-removal closure report (Feb 2026), preliminary title report, topographic survey, floor plan, and land use survey.



AUD POTENTIAL

Potential Development Opportunity Under the City's Average Unit Density (AUD) Incentive Program

The subject property is in the Priority Housing Overlay (37-63 du/acre) – Buyer to verify.



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RENT COMPARABLES

	Property	Location	Year Built	Units	Studio	1-Bed	2-Bed	3-Bed	Avg Rent/SF
1	El Jardin, 452 Garden St	Santa Barbara	2026	36	–	–	\$4,950	\$6,700	\$6.16/SF
2	825 De La Vina St	Santa Barbara	2025	21	\$3,450	–	–	–	–
3	Soltara, 27 E. Gutierrez St	Santa Barbara	2024	78	\$2,950	–	–	–	\$5.84/SF
4	414 Chapala St	Santa Barbara	2023	21	\$3,400	\$3,500	\$6,000	–	–
5	800 Santa Barbara St	Santa Barbara	2022	23	–	\$5,975	\$7,500	–	\$7.29/SF
6	Anacota, 602-612 Anacapa St	Santa Barbara	2022	–	–	–	\$4,875	–	–



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RENT COMPARABLES, *CONT.*

	Property	Location	Year Built	Units	Studio	1-Bed	2-Bed	3-Bed	Avg Rent/SF
7	Mayee Plaza, 214-226 E. De la Guerra St	Santa Barbara	2021	26	–	\$3,295	–	–	\$549/SF
8	Casa Anatega, 634 Anacapa St	Santa Barbara	2019	30	\$3,300	\$4,275	\$5,350	–	\$5.47/SF
9	Arlington Village	Santa Barbara	2018	33	\$3,085	\$3,595	\$4,520	–	\$5.83/SF



Unit Type	Plans Observed	Plans w/ Published Rent	Units in Comp Set (Disclosed Mix)	Avg SF	Min SF	Max SF	Avg Asking Rent	Min Asking Rent	Max Asking Rent	Avg Rent / SF
Studio	7	5	34	538	409	638	\$3,237	\$2,950	\$3,450	\$6.19
1BR	12	6	75	672	564	870	\$4,153	\$3,295	\$5,975	\$6.11
2BR	21	12	40	917	697	1,161	\$5,239	\$4,450	\$7,500	\$5.82
3BR	5	3	5	1,014	780	1,119	\$7,633	\$6,650	\$9,500	\$6.21
All Types	45	26	154	811	409	1,161	\$4,879	\$2,950	\$9,500	\$5.99



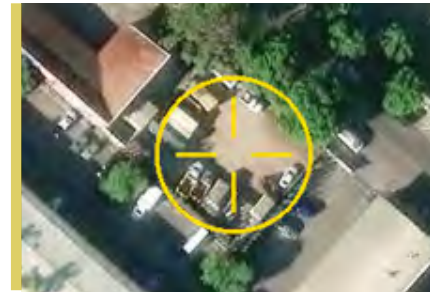
AUD Development Comps

What has been built nearby. Santa Barbara projects delivered under the City's AUD Incentive Program — proof of achievable density around 1327 De La Vina Street. The subject's ± 0.20 -acre Priority Housing Overlay parcel pencils to 7–12 units at the mapped 37–63 du/acre base — with a target of ± 15 units using density-bonus programs (buyer to verify). Below is how comparable AUD projects around downtown have actually delivered — unit counts, densities and average unit sizes per City of Santa Barbara AUD program record.



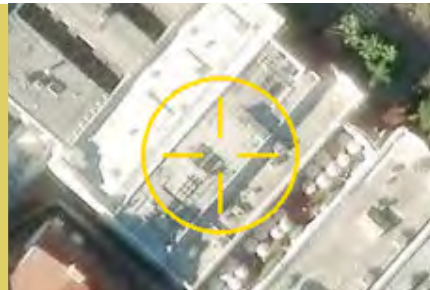
418 N. Milpas St Santa Barbara, CA 93103

PLN2024-00156 · AUD · AUD Yes
Total Units: 90
Market vs. Affordable: 75/15
Density (du/ac): 95
Lot Size: 0.95 AC
Status: Project Design Approval



425 Garden St Santa Barbara, CA 93101

PLN2021-00523 · AUD · AUD Yes
Total Units: 36
Market vs. Affordable: 30/6
Density (du/ac): 95
Lot Size: 0.38 AC
Status: Building Permit Issued



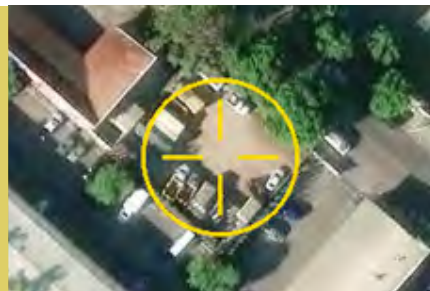
821 State St Santa Barbara, CA 93101

PLN2022-00085 · AUD · AUD Yes
Total Units: 14
Market vs. Affordable: 10/4
Density (du/ac): 95
Lot Size: 0.15 AC
Status: C of O Issued-Project Complete



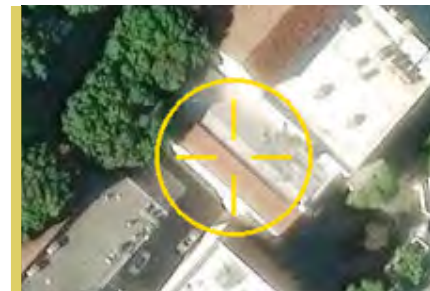
320 W. Carrillo St Santa Barbara, CA 93101

PLN2024-00156 · AUD · AUD Yes
Total Units: 90
Market vs. Affordable: 75/15
Density (du/ac): 95
Lot Size: 0.95 AC
Status: Project Design Approval



425 Santa Barbara St Santa Barbara, CA 93101

PLN2020-00426 · AUD · AUD Yes
Total Units: 19
Market vs. Affordable: 16/3
Density (du/ac): 91
Lot Size: 0.20 AC
Status: Building Permit Issued



12 E. Carrillo St Santa Barbara, CA 93101

PLN2024-00182 · AUD · AUD Yes
Total Units: 12
Market vs. Affordable: 10/2
Density (du/ac): 79
Lot Size: 0.15 AC
Status: Approved

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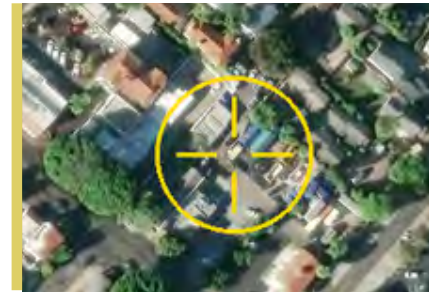
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AUD Development Comps, Cont.



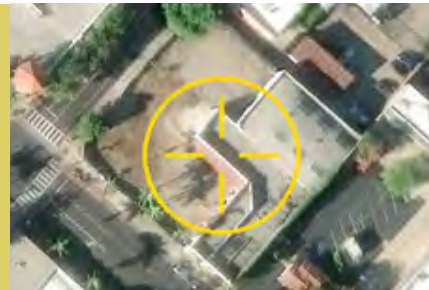
214-226 E. De La Guerra St Santa Barbara, CA 93101

PLN2016-00447 · AUD · AUD Yes
 Total Units: 26
 Market vs. Affordable: 26/0
 Density (du/ac): 76
 Lot Size: 0.34 AC
 Status: C of O Issued-Project Complete



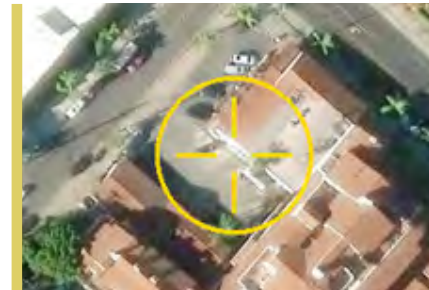
102 W. De La Guerra St Santa Barbara, CA 93101

PLN2024-00246 · AUD · AUD Yes
 Total Units: 44
 Market vs. Affordable: 40/4
 Density (du/ac): 75
 Lot Size: 0.59 AC
 Status: Revisions Required



630 Chapala St Santa Barbara, CA 93101

PLN2024-00156 · AUD · AUD Yes
 Total Units: 39
 Market vs. Affordable: 35/4
 Density (du/ac): 63
 Lot Size: 0.63 AC
 Status: On Hold by Applicant



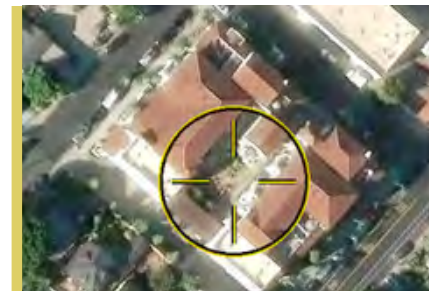
1529 State St Santa Barbara, CA 93101

PLN2024-00226 · AUD · AUD Yes
 Total Units: 27
 Market vs. Affordable: 24/3
 Density (du/ac): 62
 Lot Size: 0.43 AC
 Status: Project Design Approval



800 Santa Barbara St Santa Barbara, CA 93101

PLN2015-00023 · AUD · AUD Yes
 Total Units: 23
 Market vs. Affordable: 23/0
 Density (du/ac): 53
 Lot Size: 0.43 AC
 Status: Project Built or Installed



835 E. Canon Perdido St Santa Barbara, CA 93103

PLN2016-00531 · AUD · AUD Yes
 Total Units: 41
 Market vs. Affordable: 41/0
 Density (du/ac): 51
 Lot Size: 0.77 AC
 Status: C of O Issued-Project Complete



AUD LAND SALE COMPARABLES

	PROPERTY ADDRESS	LIST PRICE	SALE PRICE	SALE DATE	LAND AREA (SF)	LAND AREA (AC)	PRICE/SF OF LAND	PRICE/AC OF LAND	ZONING
1	730 Anacapa St • Santa Barbara	\$1,600,000	\$1,575,000	1/7/2025	3,049	0.070	\$516.56	\$22,501,476	C-2
2	425 N. Milpas St • Santa Barbara	—	\$3,675,000	3/29/2024	4,356	0.100	\$843.66	\$36,750,000	C-2
3	1528 State St • Santa Barbara	\$2,175,000	\$2,150,000	6/28/2022	7,840	0.180	\$274.23	\$11,945,663	C-2
4	225 Equestrian Ave • Santa Barbara	\$1,600,000	\$1,650,000	2/2/2022	5,227	0.120	\$315.67	\$13,750,526	O-R
5	SUBJECT PROPERTY 1327 De La Vina St • Santa Barbara	\$2,350,000	—	—	±8,712 SF	±0.20 AC	\$269.74/SF	\$11,750,000	C-G

	PROPERTY ADDRESS	LIST PRICE	SALE PRICE	SALE DATE	LAND AREA (SF)	LAND AREA (AC)	PRICE/SF OF LAND	PRICE/AC OF LAND	ZONING
6	517 Chapala St • Santa Barbara	\$2,500,000	—	ACTIVE	11,325	0.26	\$220.75	\$9,615,385	C-2
7	422 N. Milpas St • Santa Barbara	\$1,650,000	—	ACTIVE	10,890	0.25	\$151.52	\$6,600,000	C-2

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• BATH & BODY WORKS
• CALIFORNIA PIZZA KITCHEN
• ZUMIEZ • BANANA REPUBLIC
• HOLLISTER • EUREKA BURGER
• PANDA EXPRESS • T-MOBILE
• VICTORIA'S SECRET

SANTA BARBARA HARBOR

SANTA BARBARA CITY COLLEGE

RALPHS

TINO'S ITALIAN GROCERY & DELI

CVS PHARMACY

RUSTY'S PIZZA PARLOR

SUSHI TERI JAPANESE RESTAURANT

TAQUIERA CUERNAVACA

STARBUCKS

SPUDNUTS DONUTS

SPENCER ADAMS PARK

MTD TRANSIT CENTER

EOS FITNESS

CITY LOT PARKING 3

CITY LOT PARKING 4

AMAZON

SUSHI 29

THE RACK

CHINA PAVILION

SANTA BARBARA PUBLIC MARKET

1327 DE LA VINA STREET

VARIOUS RETAIL

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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. This stretch of coast is known as the "American Riviera" because of its mild Mediterranean climate.

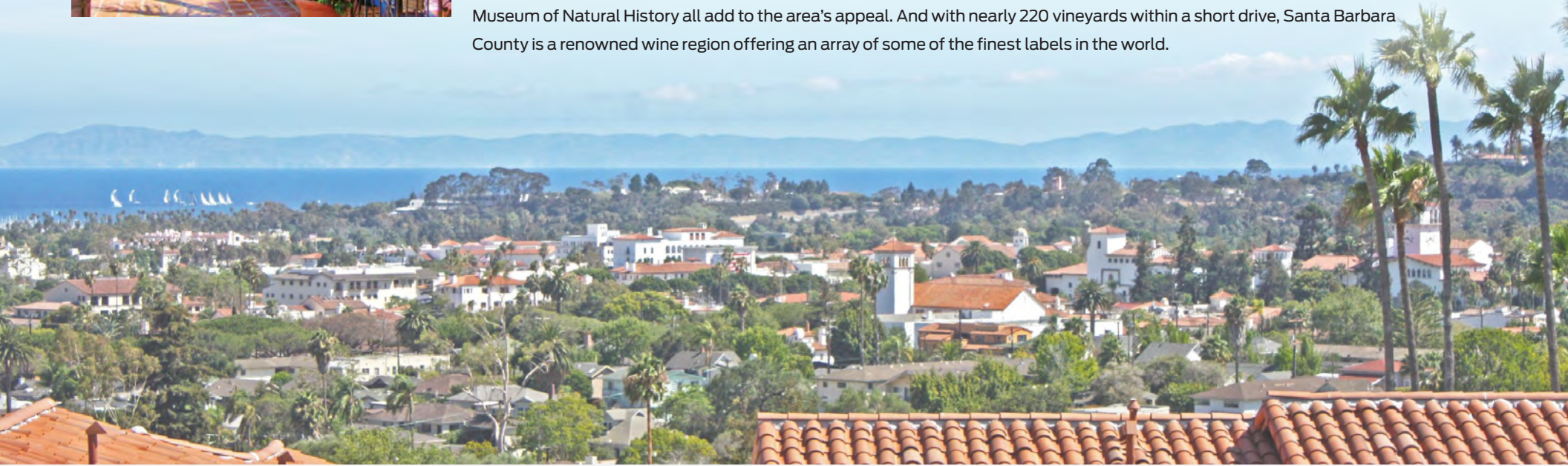
With a population of approximately 87,533, Santa Barbara is both small and vibrant. Locals and visitors are drawn to the city's charming downtown and picturesque State Street with its rich Spanish architecture and historical sites, wide variety of shops and galleries, numerous Zagat-rated restaurants and thriving open-air shopping centers like the famed Paseo Nuevo Mall. Pristine, sunny beaches, an expansive harbor and countless outdoor attractions including the Santa Barbara Zoo, Santa Barbara Mission, Stearns Wharf and Santa Barbara Museum of Natural History all add to the area's appeal. And with nearly 220 vineyards within a short drive, Santa Barbara County is a renowned wine region offering an array of some of the finest labels in the world.

**"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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