

FOR SALE

DEVELOPMENT + INCOME OPPORTUNITY

Across From Goleta Valley Cottage Hospital
Offered at \$1,800,000

5400 HOLLISTER AVE

Oversized Lot w/
Single Family Residence
+ 2 Additional Units

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

Crushcakes & Café

↓
UCSB/Isla Vista
(5-Minute Drive)

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STUDIO • 5400

6BD/4BA HOUSE (SFR) • 5400

1BD/1BA • 5400

HOLLISTER AVENUE

5400 HOLLISTER AVE • GOLETA, CA 93111

Offered at \$1,800,000

This is a truly exceptional opportunity for potential redevelopment, ideally located directly across the street from Goleta Cottage Hospital. This offering allows for 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 — buyer to verify permit status. The single-family home is currently operated as student housing, allowing for reliable turnover and repositioning for any intended use. The expansive lot size and favorable zoning present significant potential for redevelopment, expansion, or re-configuration to maximize value.

Offered at	\$1,800,000
Units*	3 Units 1 SFR; (1) 1BD/1BA; (1) Studio
NOI	\$107,037
Unit Mix	(1) 6BD/4BA; (1) 1BD/BA; (1) Detached Studio
Bldg Size	±2,250 SF*
Lot Size	±20,473 SF (\$87.92/SF)
Parking	Oversize Lot; Ample On-Site Parking
APN	071-101-002
Zoning	See Next Page

*Buyer to verify building square footage and permit status.

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More Mesa
Beach & Preserve



HOLLISTER AVENUE

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 IBD/IBA with detached
converted garage.

Examples of Uses:

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

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

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DEVELOPMENT + INCOME OPPORTUNITY

Rental Income

UNIT	BED	BATH	'26/'27	MARKET	
5400HO-A	5400XLSGL	—	\$1,550	\$1,700	
5400HO-B	5400LSGL	—	\$1,495	\$1,625	
5400HO-C	5400SSGL	—	\$1,390	\$1,500	
5400HO-D	5400SSGL	—	\$1,390	\$1,500	
5400HO-E	5400SDBL	—	\$1,150	\$1,300	
5400HO-F	5400SDBL	—	\$1,150	\$1,300	
5400HO-G	5400DWB	—	\$1,495	\$1,700	
5400HO-Studio	Studio	1	\$2,237	\$2,400	
5440H-I (Vacant at Close)	1	1	\$2,750	\$2,750	
			MONTHLY:	\$14,607	\$15,775
			Effective Rent/Month:	\$4,869	\$5,258
			ANNUAL INCOME:	\$175,288	\$189,300

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Annual Property Operating Data

**Buyer to verify*

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COMPARABLE SALES

	PROPERTY ADDRESS	LIST PRICE	SALE PRICE	SALE DATE	NO. OF UNITS	PPU	UNIT MIX	BLDG SIZE	LAND AREA (SF)	PRICE/SF OF LAND	CURRENT CAP RATE
Comparable Sales	242–246 Puente Dr • Goleta	\$2,650,000	\$2,500,000	9/6/2024	3	\$833,333	(1) 4BD/2BA, (2) 2BD/1BA - All SFHs	3,523	28,816	\$86.76	4.04%
	125 N. Arboleda Rd • Goleta	\$2,585,000	\$2,495,000	10/22/2024	2	\$1,247,500	(1) 3BD/2BA, (1) 2BD/1BA	3,285	20,037	\$124.52	–
	118 W. Pedregosa St • Santa Barbara	\$2,695,000	\$2,510,535	10/23/2025	3	\$836,845	(2) 1BD/1BA, (1) 3BD/1BA	4,351	13,503	\$185.92	3.38%
	Re-development: 215 E. Victoria St • Santa Barbara	\$3,200,000	\$2,787,500	1/22/2026	8	\$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	\$2,000,000	\$1,750,000	5/22/2026	4	\$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	\$2,100,000	\$2,040,000	6/8/2026	4	\$510,000	(1) 2BD/2BA, (1) 2BD/1.5BA, (2) 1BD/1BA	4,400	8,712	\$234.16	3.81%

SUBJECT PROPERTY 5400 Hollister Ave • Goleta		\$1,800,000	—	—	3	\$600,000	(1) 6BD/4BA; (1) 1BD/1BA; (1) Studio	±2,250 SF (Est.)	±20,473 SF	\$87.92 /SF	5.95%
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	PROPERTY ADDRESS	LIST PRICE	SALE PRICE	SALE DATE	NO. OF UNITS	PPU	UNIT MIX	BLDG SIZE	LAND AREA (SF)	PRICE/SF OF LAND	CURRENT CAP RATE
Active/ Pending	4156 Vista Clara Rd • Santa Barbara	\$2,595,000	—	ACTIVE	2	\$1,297,500	(1) 3BD/2BA, (1) 2BD/1BA	2,032	20,473	\$126.75	–
	10800 Calle Real • Goleta	\$2,175,000	—	ACTIVE	2	\$1,087,500	(1) 3BD/2BA, (1) 2BD/1BA	2,350	93,654	\$23.22	–

	PROPERTY ADDRESS	LIST PRICE	SALE PRICE	SALE DATE	LAND AREA (AC)	\$/SF LAND	ZONING
Land Sales	455 & 465 S. Patterson Ave • Goleta	\$7,380,000	\$6,285,398	10/31/25	3.39	\$42.56/SF	OI
	7190 Hollister Ave • Goleta	–	\$17,124,000	11/25/25	10.6	\$37.08/SF	RM
	233 W. Quinto St • Santa Barbara	\$1,995,000	\$1,600,000	6/15/2026	0.21	\$174.92/SF	RM

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



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5400 Hollister Ave



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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.

