

685 N LA CUMBRE RD & 3915 HARROLD AVE

SANTA BARBARA
CA 93110

NEW TO MARKET

**Fully Vacant
Redevelopment Opportunity
Two Large San Roque Lots**

OFFERED AT \$2,200,000

PPSF Bldg. \$369.75 • PPSF Land \$105.58

Land Use Survey Available Upon Request

**685 N LA CUMBRE RD
CORNER LOT • 13,504 SF (0.31 AC)**

**3915 HARROLD AVE
INTERIOR LOT • 7,330 SF (0.17 AC)**

N LA CUMBRE ROAD

HARROLD AVENUE

PRESENTED BY

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RADIUS COMMERCIAL REAL ESTATE

226 E DE LA GUERRA ST, SUITE 100

SANTA BARBARA CA 93101

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INTERIOR LOT • 7,330 SF (0.17 AC)**

HARROLD AVENUE

**685 N LA CUMBRE RD
CORNER LOT • 13,504 SF (0.31 AC)**

N LA CUMBRE ROAD



RADIUSGROUP.COM

First Time on Market! Rare two-parcel, fully vacant opportunity for the experienced developer or investor in the San Roque Neighborhood.

Offering a unique opportunity for an experienced developer or investor to optimize two contiguous parcels totaling approximately 0.48 acres in the San Roque area of Santa Barbara. The fully vacant offering includes 685 N La Cumbre Road, a 3,287 SF structure on a 13,504 SF lot, and 3915 Harrold Avenue, a 448 SF one-bedroom cottage on a 7,330 SF lot. Held under common ownership for decades, the two properties provide a rare combination of scale, existing improvements, and flexibility. Both properties will require significant renovation or redevelopment and are not move-in ready.

685 N La Cumbre features a large existing structure with a 434 SF garage, basement space, and pool. The scale of the lot and existing structure give a buyer meaningful flexibility in how the site is ultimately configured. 3915 Harrold offers a 1920-era house with a detached garage and additional potential for future improvements, including possible ADU conversion, subject to significant renovation.

Both parcels are zoned 8-R-1, providing additional residential flexibility subject to applicable County requirements and buyer due diligence. Land use survey available upon request. Together, the properties create a rare, near-half-acre assemblage with the opportunity to transform the existing improvements or pursue future residential development.



Offering Specifics

Price

\$2,200,000

Gross Building Size

±5,950 SF

Price/SF Building

\$369.75

Land Size

±20,837 SF

Price/SF Land

\$105.58

Units

*3

Unit Mix

(*1) 7 BD/5 BA, including ADU; (1) 1 BD/1 BA

APN

057-063-007; 005

Year Built

1953/1920

Zoning

8-R-1

*The structure at 685 N La Cumbre is subdivided into five total informal units, completed primarily without permits, and is not offered as livable space. Buyer to complete their own due diligence regarding permit status and/or feasibility to permit each if deciding to maintain the current building structure.

Land Use Survey Available Upon Request

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FOR SALE

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Rare Two-Parcel Redevelopment Opportunity in Santa Barbara

Development Potential

Per Land Use Report

PARCEL ONE

685 N LA CUMBRE RD

4 UNITS

APN	057-063-007
LOT	Corner lot • ±13,504 SF (0.31 AC)
ZONING	8-R-1 General Plan RES-4.6
EXISTING	Home + permitted ADU (1995)
ADD BY RIGHT	1 detached ADU (up to 800 SF) + 1 JADU (up to 500 SF)

PARCEL TWO

3915 HARROLD AVE

3 UNITS

APN	057-063-005
LOT	Interior lot • ±7,330 SF (0.17 AC)
ZONING	8-R-1 General Plan RES-4.6
EXISTING	Home
ADD BY RIGHT	1 ADU + 1 JADU

Combined ±20,834 SF (0.48 AC) • Two adjacent, separately assessed legal lots in the MacQuiddy Terrace No. 2 subdivision

Up to 7 Units

3 existing + 4 new ADU/JADUs • 60-day ministerial review

Full land use report available upon request.

JURISDICTION	Unincorporated SB County, Inland Urban Area
OVERLAY	SBAR jurisdiction - Moderate Fire Hazard Severity Zone • CNDDDB check may apply
LOT SPLIT	SB9 eligible in concept; one parcel only if commonly owned



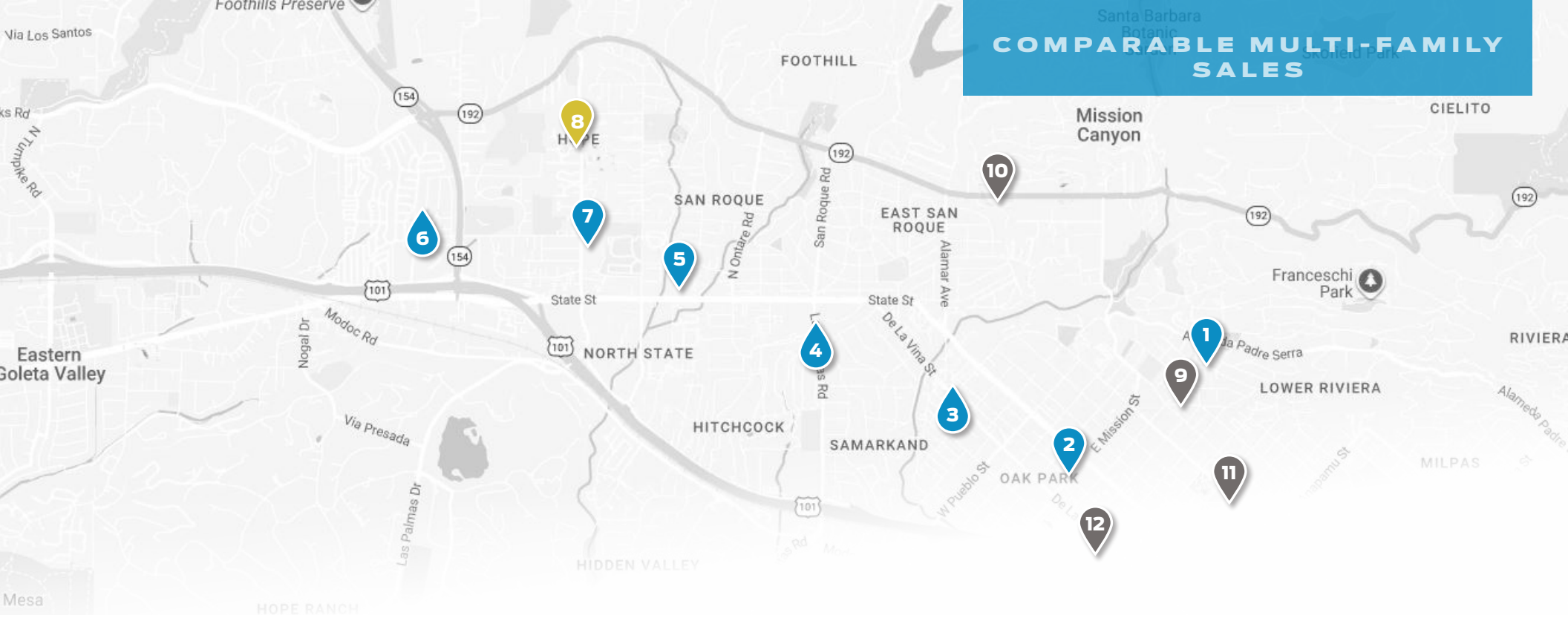
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COMPARABLE MULTI-FAMILY SALES



MULTIFAMILY - SOLD

	PROPERTY ADDRESS	LIST PRICE	SALE PRICE	SALE DATE	# OF UNITS	PPU	UNIT MIX	BLDG. SF	TOTAL LAND
1	513 E Pedregosa St • Santa Barbara	\$1,995,000	\$1,975,000	9/18/2026	4	\$493,750	(1) 2BD/1.5BA, (1) 2BD/1BA, (1) 1BD/1BA, (1) Studio	3,700	7,405
2	15 W Padre St • Santa Barbara	\$2,325,000	\$2,121,500	8/7/2026	2	\$1,060,750	(1) 3BD/2BA, (1) 2BD/1BA	3,045	6,969
3	2535 De La Vina St • Santa Barbara	\$1,495,000	\$1,475,000	5/22/2026	3	\$491,667	(2) 2BD/1BA, (1) 1BD/1BA	2,145	6,098
4	3737-3739 San Remo Dr • Santa Barbara	\$1,749,000	\$1,749,000	1/23/2026	2	\$874,500	(1) 3BD/2BA, (1) 2BD/2BA - SFHs	2,116	5,227
5	3735 San Remo Dr • Santa Barbara	\$1,715,000	\$1,706,600	10/31/2025	2	\$853,300	(2) 2BD/1.5BA - townhomes	1,904	5,227
6	334 Consuelo Dr A & B • Santa Barbara	\$1,849,000	\$1,775,000	9/15/2025	2	\$887,500	(1) 2BD/2BA, (1) 3BD/2BA	—	7,490
7	3891 Sunset Rd • Santa Barbara	\$1,895,000	\$1,883,000	8/20/2025	2	\$941,500	(1) 3BD/2BA, (1) 2BD/2BA - SFHs	2,338	8,276

SUBJECT PROPERTY

8	685 N La Cumbre Rd & 3915 Harrold Ave Santa Barbara	\$2,200,000	—	—	3*	—	(1) 7BD/5BA Incl. ADU, (1) 1BD/1BA	5,950	20,837
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ACTIVE PENDING

	PROPERTY ADDRESS	LIST PRICE	SALE PRICE	SALE DATE	# OF UNITS	PPU	UNIT MIX	BLDG. SF	TOTAL LAND
9	1828-1830 Loma St • Santa Barbara	\$1,995,000	—	PENDING	3	\$665,000	(1) 2BD/2BA, (2) 2BD/1BA	2,873	11,326
10	2937 Glen Albyn Dr • Santa Barbara	\$2,400,000	—	ACTIVE	2	\$1,200,000	(1) 4BD/4BA + (1) 1BD/1BA JADU	3,398	6,970
11	321 E Micheltorena St • Santa Barbara	\$2,999,000	—	ACTIVE	3	\$999,667	(1) 3BD/2BA, (2) 2BD/2BA	3,598	6,534
12	1917 Bath St • Santa Barbara	\$2,400,000	—	ACTIVE	3	\$800,000	(1) 3BD/2BA, (1) 2BD/1BA, (1) Studio	3,297	6,970

COMPARABLE HOME & LAND SALES



SUBJECT PROPERTY		LIST PRICE	SALE PRICE	# OF UNITS	PPU	UNIT MIX	BLDG. SF	TOTAL LAND
13	685 N La Cumbre Rd & 3915 Harrold Ave Santa Barbara	\$2,200,000	-	3*	-	(1) 7BD/5BA Incl. ADU, (1) 1BD/1BA	5,950	20,837

SINGLE-FAMILY SOLD									
	PROPERTY ADDRESS	NEIGHBORHOOD	LIST PRICE	SALE PRICE	TOTAL BLDG.	TOTAL LAND	PRICE/SF BLDG.	PRICE/SF LAND	YEAR BUILT
14	4079 Naranjo Dr	Hope	\$2,395,000	\$2,369,380	2,542	10,019	\$932.09	\$236.49	1964
15	3855 Calle Cita	Hope	\$3,495,000	\$3,368,000	2,465	10,019	\$1,366.33	\$336.80	2025
16	3213 Calle Mariposa	East San Roque	\$3,695,000	\$3,565,000	3,379	11,900	\$1,055.05	\$299.58	1930
17	777 N Ontare Rd	San Roque	\$3,795,000	\$3,750,000	2,323	24,394	\$1,614.29	\$153.73	1955

ACTIVE / PENDING									
18	209 N Ontare Rd	San Roque	\$2,975,000	PENDING	2,506	18,295	\$1,187.15	\$162.61	1989
19	304 Sherwood Dr	Noleta	\$2,870,000	ACTIVE	2,948	19,602	\$973.54	\$146.41	1993
20	3930 Foothill Rd	Hope	\$1,695,000	ACTIVE	1,684	13,950	\$1,006.53	\$121.51	1954

LAND - SOLD										
	PROPERTY ADDRESS	LIST PRICE	SALE PRICE	SALE DATE	LAND AC	PRICE/AC	ZONING	LOT SF	PRICE/SF	UTILITIES
21	258 Puente Dr • Santa Barbara	\$950,000	\$875,000	6/21/2024	0.34	\$2,573,529	R-1	14,810	\$59.08	Electric; Water; Gas; Sewer; Tel; Cable
22	819 Cheltenham Rd • Santa Barbara	\$798,000	\$690,000	3/6/2025	0.18	\$3,833,333	R-1	7,841	\$88.00	Water; Water Distance: On Site
23	3855 Calle Cita • Santa Barbara	\$1,100,000	\$968,000	5/24/2024	0.23	\$4,208,696	R-1	10,019	\$96.62	Electric (on site); Water (on-site); Gas (on site); Sewer (on site); Cable (on site)



685 N. La Cumbre Rd.



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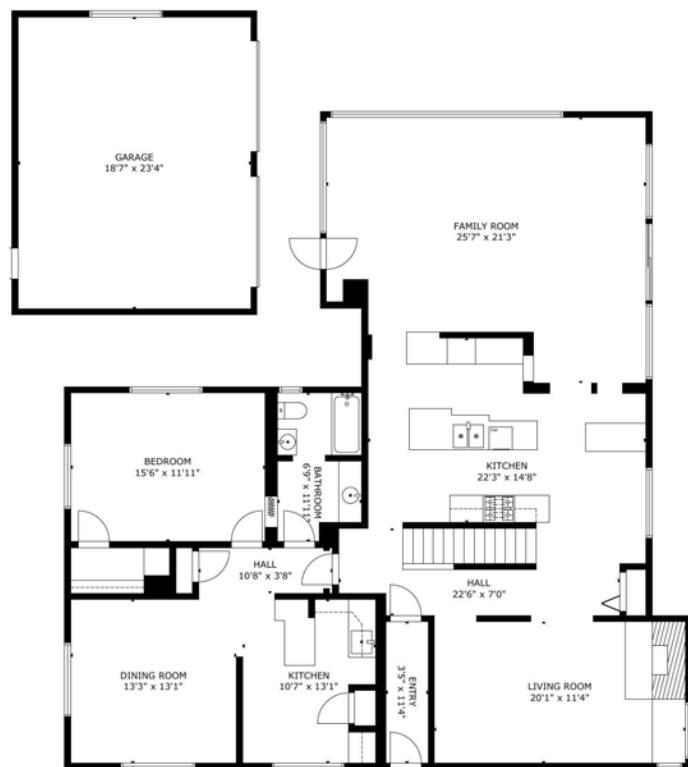
FOR SALE

First time on market in decades!

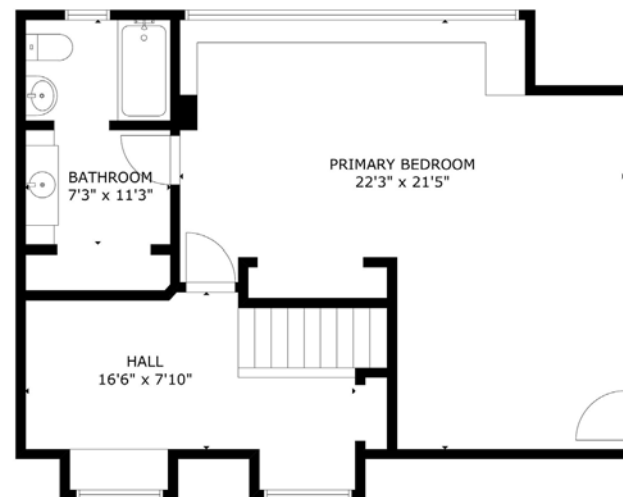
Rare Two-Parcel Redevelopment Opportunity in Santa Barbara

Floor Plan - 685 N La Cumbre Rd

Street level



Top Floor



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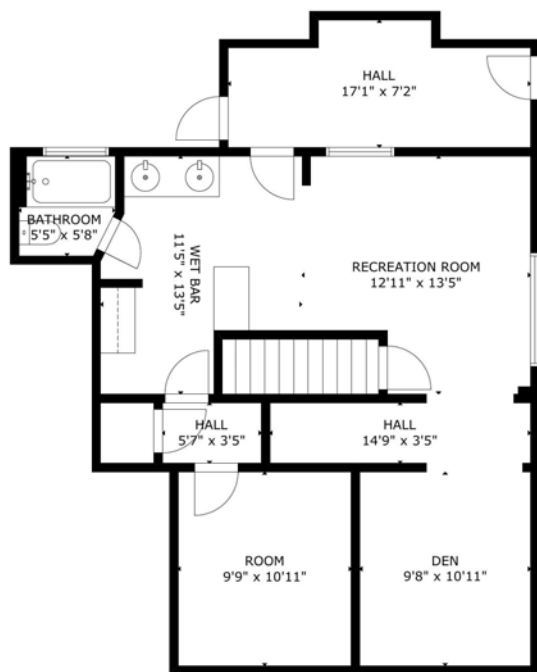
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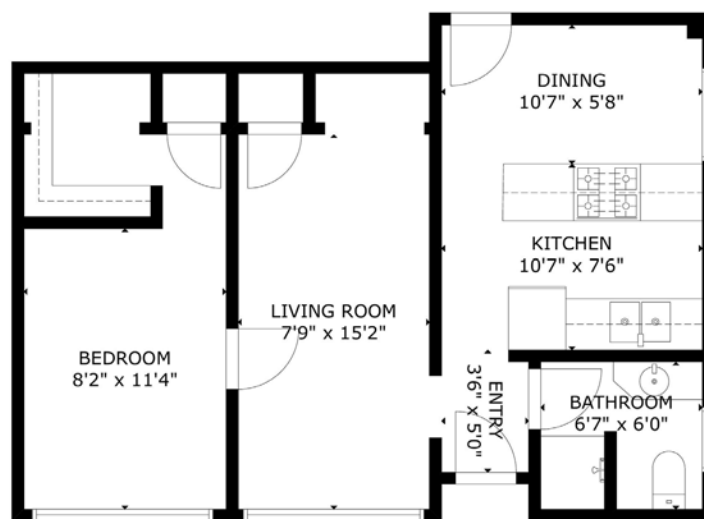
Floor Plan - 685 N La Cumbre Rd

Ground Floor - informal units*

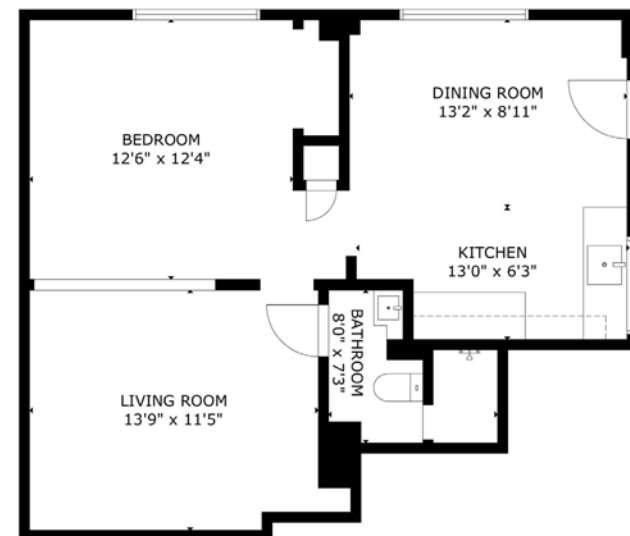
Unit #1



Unit #2



Unit #3



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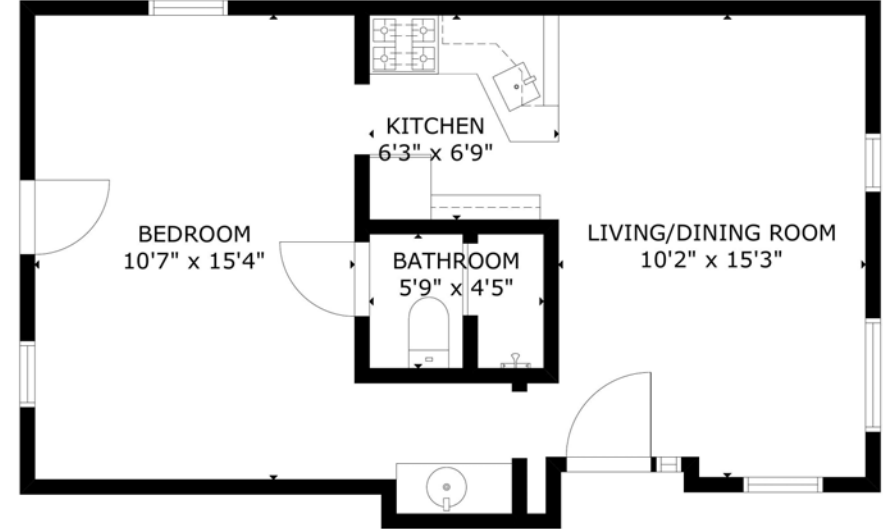
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Floor Plan - 3915 Harrold Ave

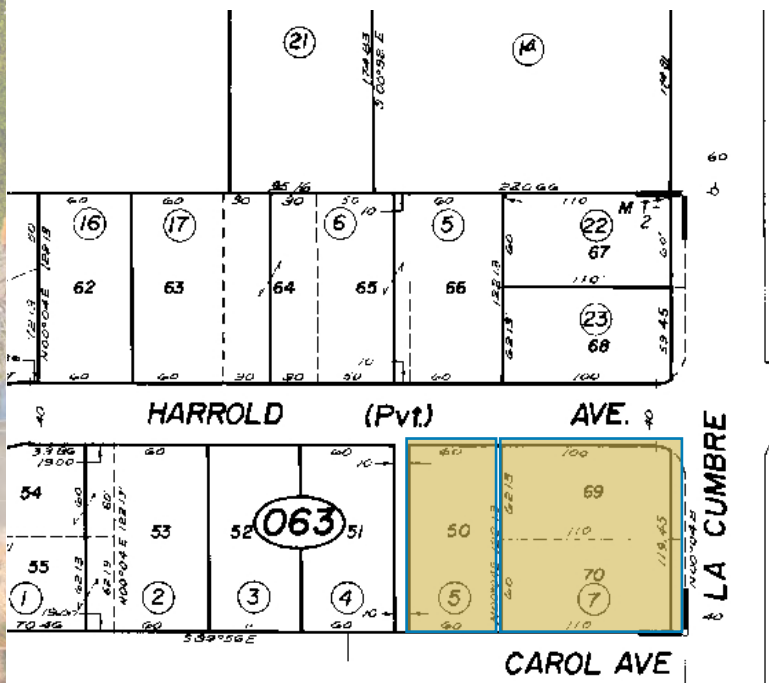


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THE AMERICAN RIVIERA

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.

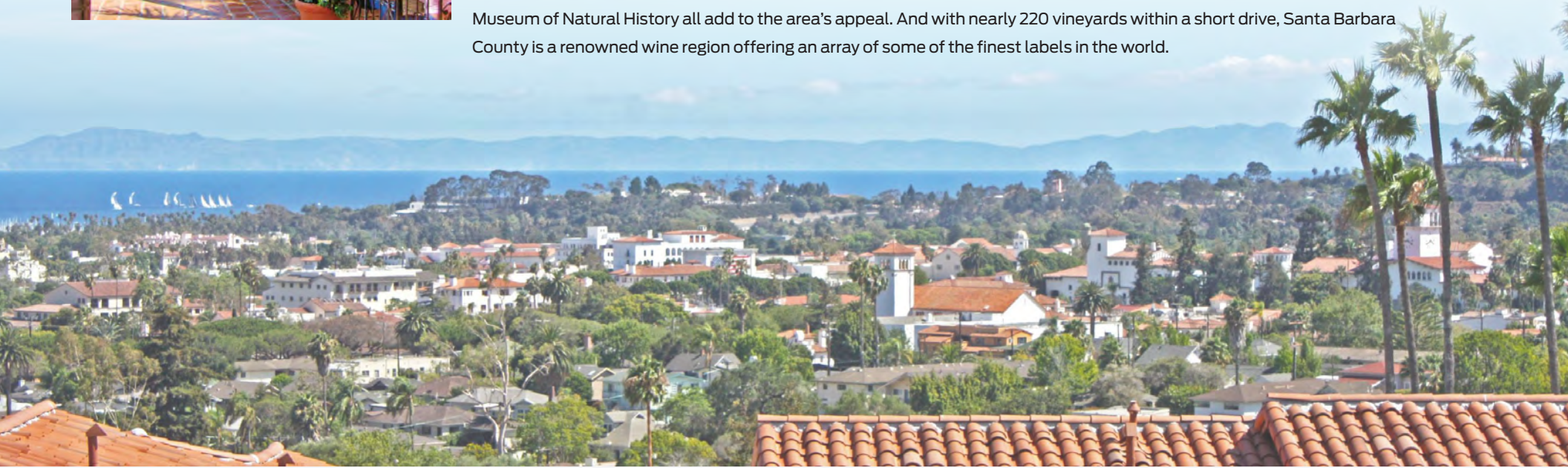
With a population of approximately 87,533, Santa Barbara is both small and vibrant. Locals and visitors are drawn to the city's charming downtown and picturesque State Street with its rich Spanish architecture and historical sites, wide variety of shops and galleries, numerous Zagat-rated restaurants 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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