

RETAIL FOR SALE



MIXED USE RETAIL/OFFICE - HUGE UPSIDE OPPORTUNITY

210-212 WEST MAIN STREET, SANTA MARIA, CA 93458



FOR SALE \$1,249,000

KW COMMERCIAL
111 N First St
Burbank, CA 91502



Each Office Independently Owned and Operated

PRESENTED BY:

DAVID MOSKOWITZ
Regional Ambassador/CA Central Southern
C: (323) 493-3659
dmoskowitzkw@gmail.com
DRE: 01372552, CA

SCOTT TAYLOR
Sr Commercial Advisor, Broker Associate
O: 805-540-4825
scotttaylorteam@gmail.com
DRE #01864709

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DISCLAIMER

210-212 WEST MAIN STREET



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EACH PARTY SHALL CONDUCT ITS OWN INDEPENDENT INVESTIGATION AND DUE DILIGENCE.

Any party contemplating or under contract or in escrow for a transaction is urged to verify all information and to conduct their own inspections and investigations including through appropriate third-party independent professionals selected by such party. All financial data should be verified by the party including by obtaining and reading applicable documents and reports and consulting appropriate independent professionals. KW Commercial makes no warranties and/or representations regarding the veracity, completeness, or relevance of any financial data or assumptions. KW Commercial does not serve as a financial advisor to any party regarding any proposed transaction.

All data and assumptions regarding financial performance, including that used for financial modeling purposes, may differ from actual data or performance. Any estimates of market rents and/or projected rents that may be provided to a party do not necessarily mean that rents can be established at or increased to that level. Parties must evaluate any applicable contractual and governmental limitations as well as market conditions, vacancy factors and other issues in order to determine rents from or for the property. Legal questions should be discussed by the party with an attorney. Tax questions should be discussed by the party with a certified public accountant or tax attorney. Title questions should be discussed by the party with a title officer or attorney. Questions regarding the condition of the property and whether the property complies with applicable governmental requirements should be discussed by the party with appropriate engineers, architects, contractors, other consultants, and governmental agencies. All properties and services are marketed by KW Commercial in compliance with all applicable fair housing and equal opportunity laws.

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210-212 WEST MAIN STREET

Property Information

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EXECUTIVE SUMMARY

PROPERTY PHOTOS

FLOORPLAN-DOWNSTAIRS

FLOORPLAN-UPSTAIRS

ANNUAL PROPERTY OPERATING DATA

CASH FLOW ANALYSIS

EXECUTIVE SUMMARY

210-212 WEST MAIN STREET



Price:	\$1,249,000
Building SF:	10,387
Lot Size:	9,360 SF
Rental SF:	8,860
Occupancy:	100%
NOI:	\$58,909
CAP Rate:	4.47%
Available SF:	100% Occupied
APN:	123-043-015
Year Built:	1914
Parking:	Street and Rear Lot
Zoning:	SP Gateway, Commercial

Property Highlights

- Centrally located on Main Street, one block from Broadway
- Two-story - Retail downstairs, 10 offices upstairs
- Tremendous upside potential
- Over 330 projected new apartments nearby
- 65' Main Street retail frontage with curbside parking in front, lot in back
- Front and rear access
- 100% Leased, all on month-to-month
- Frame stucco walls with block masonry dividing walls
- Potential uses: Commercial, Retail, Restaurant, Theater, etc.
- Close to the 101 freeway

Property Overview

Two-story mixed use (retail and office building) with abundant upside potential. The property is conveniently located near the high traffic intersection of Broadway and Main St. in downtown Santa Maria. There is curbside parking in front on Main Street and a large, shared parking lot behind building with back door access.

Tremendous growth potential as the area gentrifies and over the next several years with extensive commercial and residential revitalization projects, and over 330 projected new apartments in the immediate area.

The property is currently 100% leased with long-term, tenants all on month-to-month tenancy, offering maximum flexibility to a savvy investor. Seller will consider seller-financing for a qualified buyer.

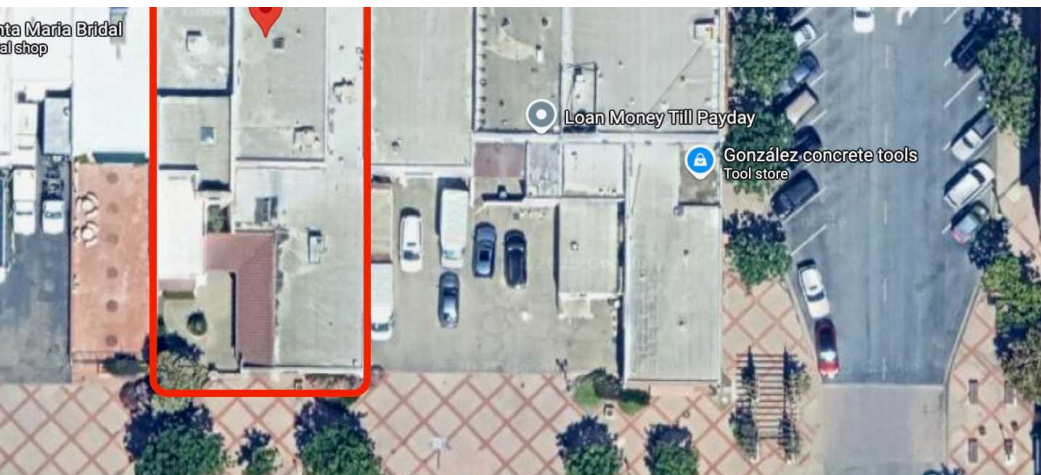
Financial data available upon request.

Call Listing agents for more details or to arrange a tour.



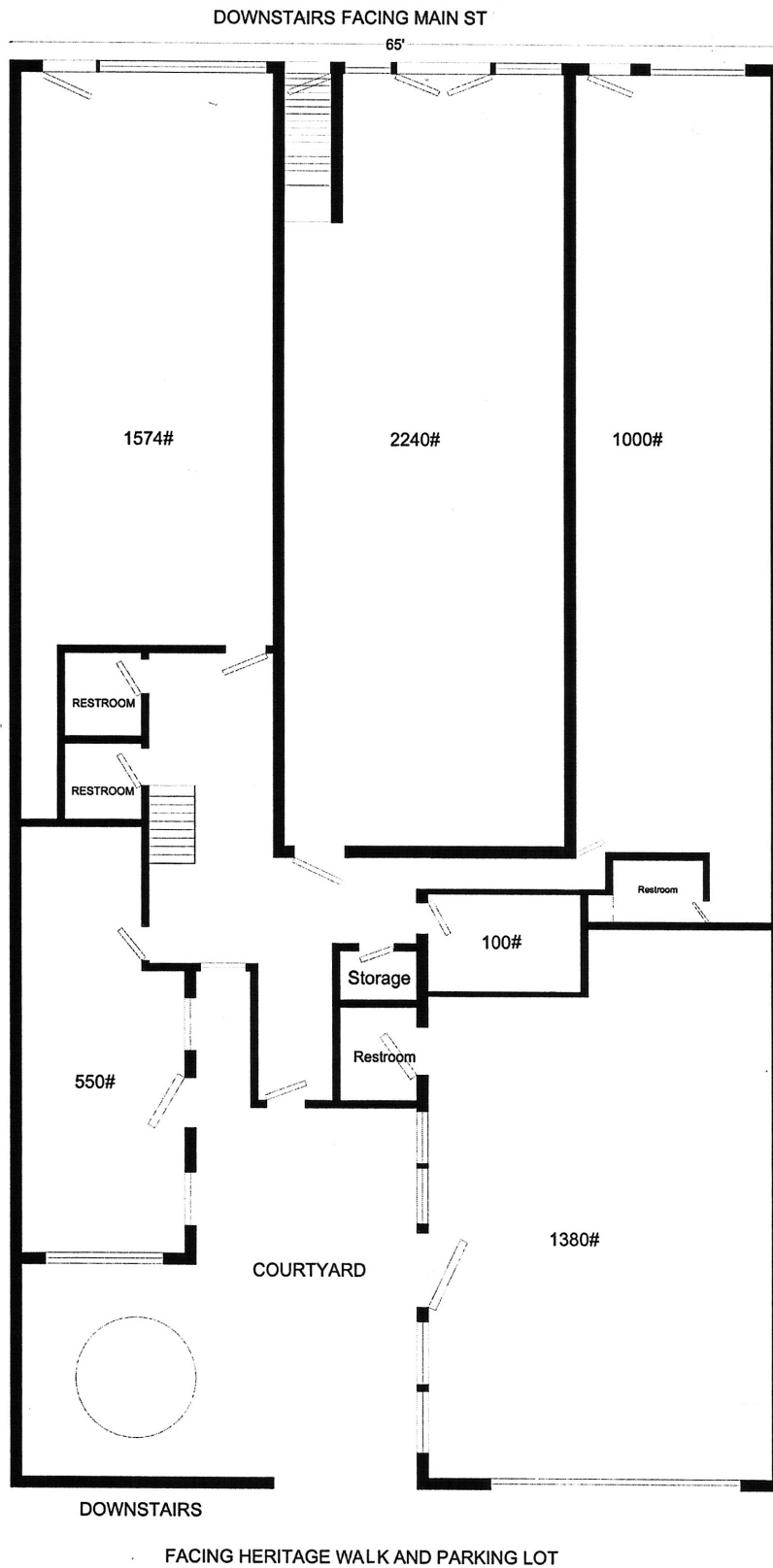
PROPERTY PHOTOS

210-212 WEST MAIN STREET



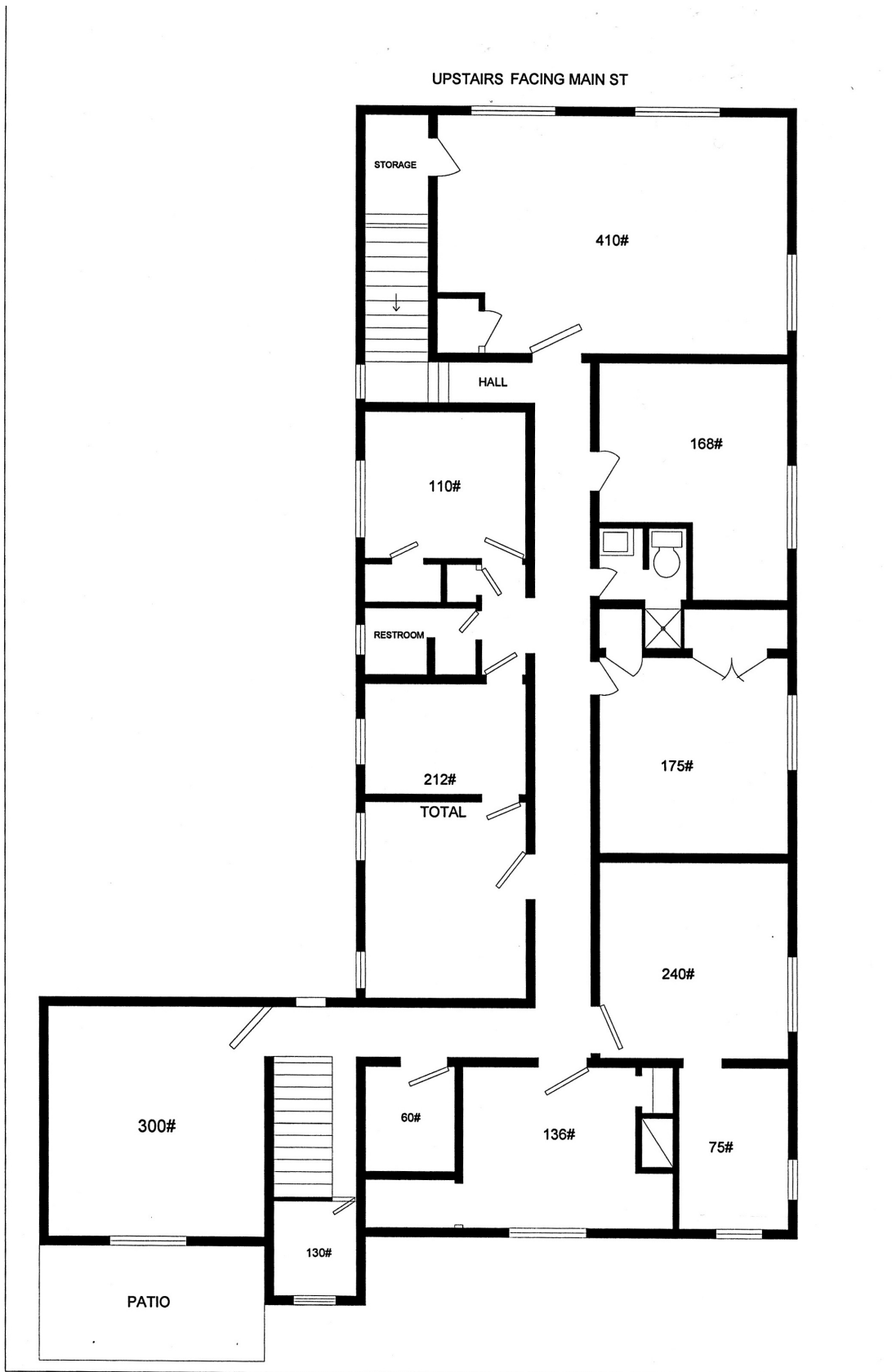
FLOORPLAN-DOWNSTAIRS

210-212 WEST MAIN STREET



FLOORPLAN-UPSTAIRS

210-212 WEST MAIN STREET



ANNUAL PROPERTY OPERATING DATA

210-212 WEST MAIN STREET



Description Year Ending	Year 1 01/2027	Year 2 01/2028	Year 3 01/2029	Year 4 01/2030	Year 5 01/2031
Income					
Rental Income	\$126,168	\$129,953	\$133,852	\$137,867	\$142,003
Gross Scheduled Income	\$126,168	\$129,953	\$133,852	\$137,867	\$142,003
Turnover Vacancy	(\$3,785)	(\$3,899)	(\$4,016)	(\$4,136)	(\$4,260)
Gross Operating Income	\$122,383	\$126,054	\$129,836	\$133,731	\$137,743
Expenses					
Building Insurance *	(\$2,323)	(\$2,392)	(\$2,464)	(\$2,538)	(\$2,614)
Landscaping	(\$1,305)	(\$1,344)	(\$1,384)	(\$1,426)	(\$1,469)
Maintenance & Cleaning	(\$15,532)	(\$15,998)	(\$16,478)	(\$16,972)	(\$17,481)
Management Fees	(\$9,650)	(\$9,940)	(\$10,238)	(\$10,545)	(\$10,861)
Security Service	(\$5,340)	(\$5,500)	(\$5,665)	(\$5,835)	(\$6,010)
Repairs	(\$2,500)	(\$2,575)	(\$2,652)	(\$2,732)	(\$2,814)
Taxes - Real Estate	(\$14,863)	(\$14,863)	(\$14,863)	(\$14,863)	(\$14,863)
Utilities	(\$11,961)	(\$12,320)	(\$12,690)	(\$13,071)	(\$13,463)
Total Operating Expenses	(\$63,474)	(\$64,932)	(\$66,434)	(\$67,982)	(\$69,575)
Operating Expense Ratio	51.87%	51.51%	51.17%	50.83%	50.51%
Net Operating Income	\$58,909	\$61,122	\$63,402	\$65,750	\$68,168

CASH FLOW ANALYSIS

210-212 WEST MAIN STREET



Before-Tax Cash Flow Year Ending	Year 1 01/2027	Year 2 01/2028	Year 3 01/2029	Year 4 01/2030	Year 5 01/2031
Before-Tax Cash Flow					
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Total Operating Expenses	(\$63,474)	(\$64,932)	(\$66,434)	(\$67,982)	(\$69,575)
Net Operating Income	\$58,909	\$61,122	\$63,402	\$65,750	\$68,168
Loan Payment	\$0	\$0	\$0	\$0	\$0
Before-Tax Cash Flow	\$58,909	\$61,122	\$63,402	\$65,750	\$68,168
Cash-On-Cash Return	4.72%	4.89%	5.08%	5.26%	5.46%



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Location Information

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REGIONAL MAP

LOCATION MAPS

AERIAL MAP

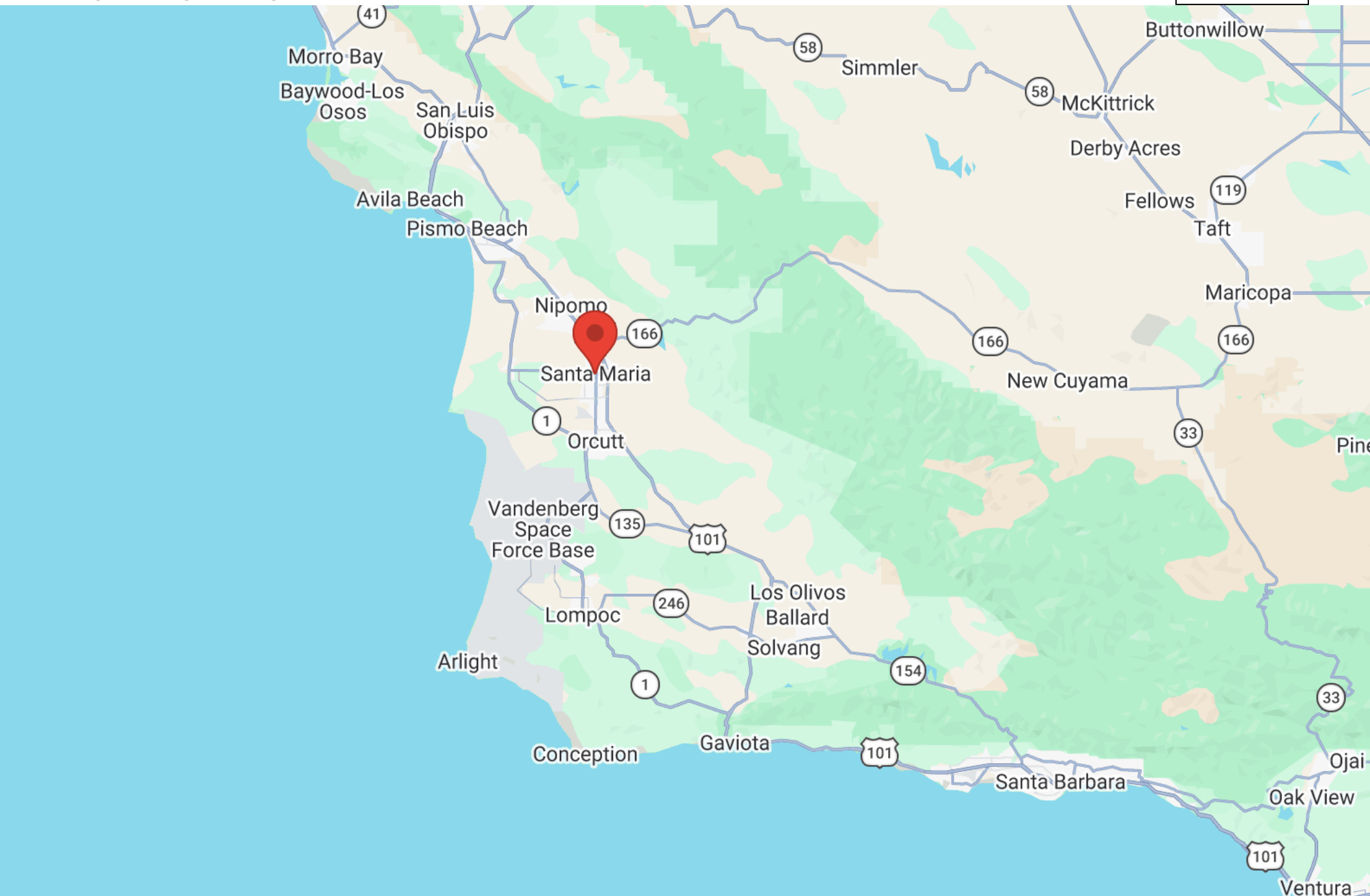
SANTA BARBARA COUNTY

SANTA MARIA

DEMOGRAPHICS

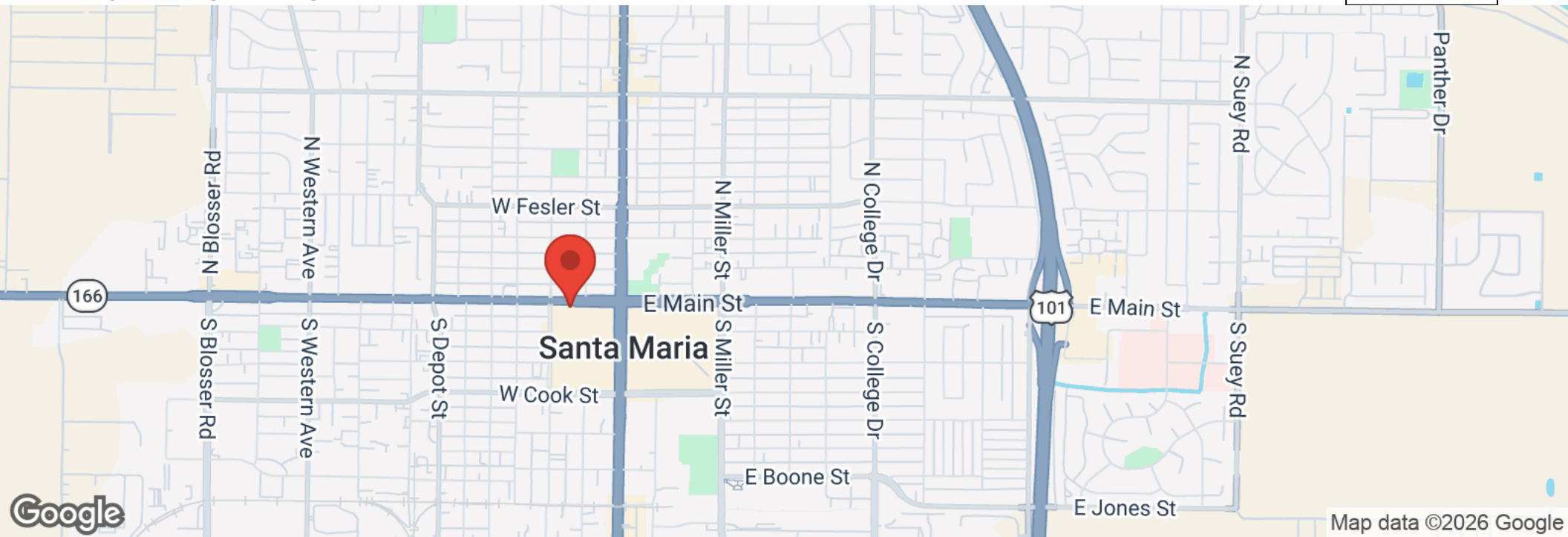
REGIONAL MAP

210-212 WEST MAIN STREET



LOCATION MAPS

210-212 WEST MAIN STREET



AERIAL MAP

210-212 WEST MAIN STREET



SANTA BARBARA COUNTY

210-212 WEST MAIN STREET



Encompassing approximately 2,735 square miles, Santa Barbara County stretches from the Pacific Ocean to the rugged Santa Ynez and San Rafael Mountains. Coastal areas benefit from cooling ocean breezes, maintaining moderate temperatures year-round, while inland valleys like Santa Ynez and Santa Maria experience greater temperature swings, with hotter summers and cooler winters.

Santa Barbara County's economy is diverse, driven by tourism, agriculture, education, and technology. Tourism thrives on the region's scenic beauty, historic sites like Mission Santa Barbara, and events such as the Santa Barbara International Film Festival, contributing millions annually.

Agriculture, particularly wine production, is a cornerstone, with over 280 wineries and 21,000 acres of vineyards, alongside strawberry and avocado farming. The University of California, Santa Barbara, fuels innovation, supporting a growing tech sector with companies in aerospace, biotech, and software. Vandenberg Space Force Base in North County bolsters defense-related industries and frequently launches Space-X rockets.

SANTA MARIA

210-212 WEST MAIN STREET



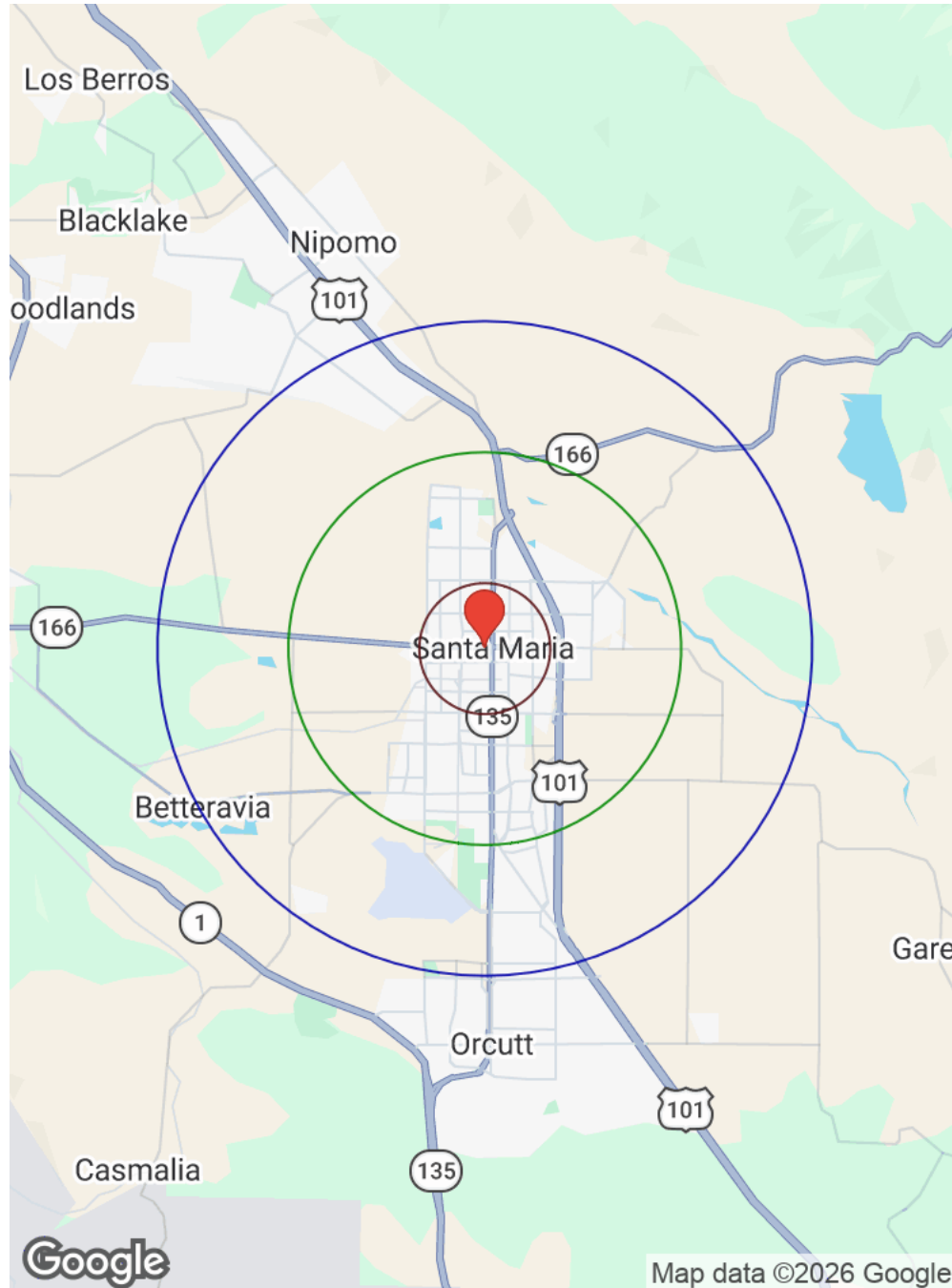
Santa Maria: Santa Maria boasts a diverse economy rooted in agriculture, with its rich soil supporting a \$1.5 billion industry that includes strawberries, wine grapes, and vegetables like broccoli and lettuce, alongside a growing wine sector with proximity to Santa Ynez and Foxen Canyon wine trails. The city also thrives on retail, with major centers like the Crossroads and Enos Ranch, and has seen recent growth in consumer spending, construction, and property values, with residential and commercial development adding \$88–\$97 million in valuation annually.

Downtown Area: Located in the central portion of the City of Santa Maria. The area businesses are strip-type commercial with several professional office complexes. The Westside Mall complex is just 1 block away to the south and southeast. The area is considered to be the central business and shopping area of central Santa Maria.

Downtown Revitalization: Located in Santa Maria, the Empire Building's immediate area is undertaking extensive downtown revitalization which focuses on multi-story mixed-use buildings for residential and commercial use, plus a new Heritage Walk public plaza. Plans call for approximately 336 apartments within a two and a half block radius, with 104 apartments currently under construction on the adjacent parcel. Key revitalization development projects include the Gateway Project, the Heritage Walk Lofts in the former Mervyn's/Fallas building, and two other Vernon Group projects - the 82 unit Alvin Newton Apartments and 150-unit Perlman Apartments. A new El Super market in the former Sears building is also planned to serve as a major catalyst in reshaping the downtown area.

DEMOGRAPHICS

210 WEST MAIN STREET



Distance: ○ 1 Mile ○ 3 Miles ○ 5 Miles

Category	Sub-category	1 Mile	3 Miles	5 Miles
Population	Male	18,890	54,145	61,781
	Female	17,892	53,029	60,939
	Total Population	36,782	107,174	122,720
Race / Ethnicity	White	11,310	34,778	41,295
	Black	360	1,511	1,792
	Am In/AK Nat	140	300	344
	Hawaiian	22	86	110
	Hispanic	23,169	63,040	70,539
	Asian	1,177	5,316	6,087
	Multiracial	526	1,854	2,246
	Other	81	279	307
Housing	Total Units	9,687	30,469	36,274
	Occupied	8,675	27,396	32,627
	Owner Occupied	2,392	12,833	16,702
	Renter Occupied	6,283	14,563	15,925
	Vacant	1,012	3,072	3,648
Age	Ages 0 - 14	8,104	22,479	25,395
	Ages 15 - 24	7,193	20,027	22,455
	Ages 25 - 54	15,160	42,395	47,703
	Ages 55 - 64	2,766	9,414	11,217
	Ages 65+	3,560	12,858	15,951
Income	Median	\$65,313	\$85,545	\$88,330
	Under \$15k	693	1,748	2,057
	\$15k - \$25k	719	1,687	1,834
	\$25k - \$35k	721	1,720	2,055
	\$35k - \$50k	1,166	2,956	3,328
	\$50k - \$75k	1,648	4,029	4,767
	\$75k - \$100k	1,133	3,697	4,259
	\$100k - \$150k	1,361	6,028	7,236
	\$150k - \$200k	648	2,810	3,440
Over \$200k	587	2,722	3,650	



210-212 WEST MAIN STREET

Team Profile

KW REGIONAL ADVISORS

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KW REGIONAL ADVISORS

210-212 WEST MAIN STREET



KW Regional Advisors
Your Commercial Real Estate Resource
Retail & Industrial Brokerage Services

KW REGIONAL ADVISORS

210-212 WEST MAIN STREET



MISSION STATEMENT

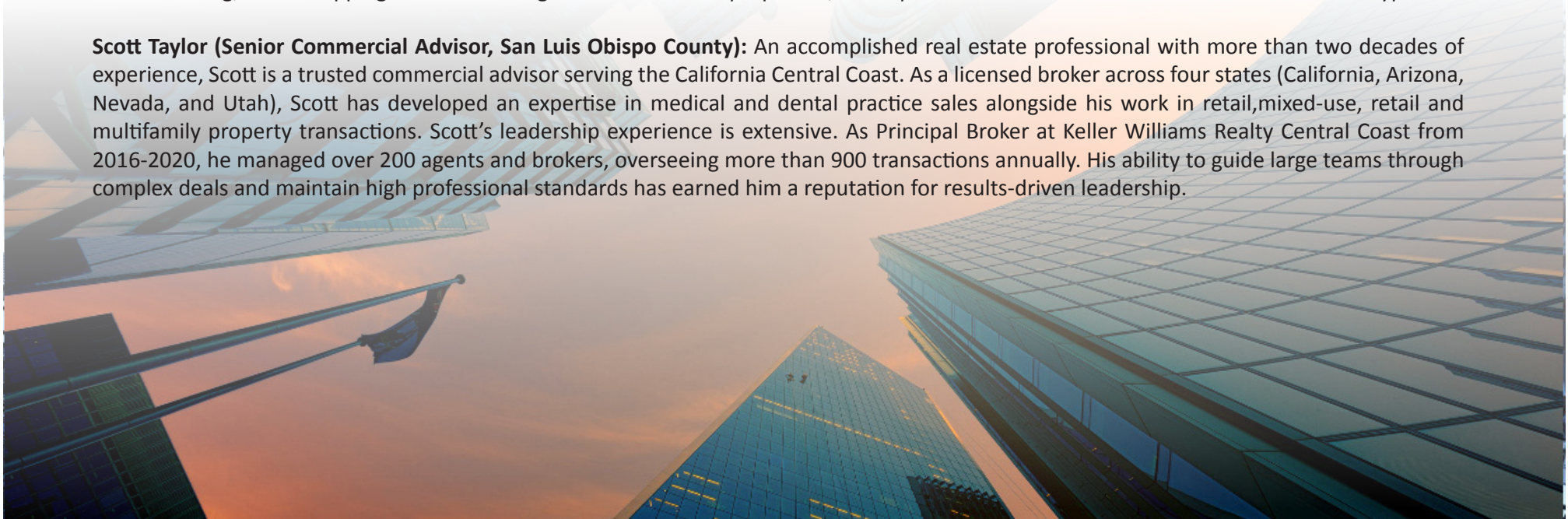
To create a boutique alliance of key regional agents from Los Angeles to San Luis Obispo County, working together to provide buyers and sellers greater opportunities within the region. Uniting the Markets just north of Los Angeles and the opportunities they offer, with the core investment community of the state's largest metro. Bringing to life the foundational premises of Local Expertise & Community Presence with a National Commercial Real Estate Reach. LOCAL/REGIONAL & GLOBAL.

THE TEAM

David Moskowitz (Regional Ambassador KW Commercial Central Southern Region): David is Currently the Regional Ambassador for KW Commercial in the CACentral Southern Region. Formerly the Managing Director for KW Commercial Hollywood Hills, Brentwood and in the Central Coast Region of California. David was also a founding member of the KW Commercial National Leadership Counsel and Co-Chair of the divisions National Education Committee. David has built a successful and comprehensive real estate practice based on knowing his clients goals, ethics, diligence, superior service, professionalism and long-term relationships.

Kathy Partch (Director of Sales, Los Angeles & Ventura County): Kathy is Director of Commercial Sales at ICS Real Estate, an independently owned division of KW Commercial focused primarily in Southern California. She brings a wealth of professional experience as an Accountant, Principal, Builder, Syndicator and Investor for over 25-years. Focused on business owners, Kathy and her team specialize in industrial warehouses, manufacturing, retail shopping centers and single-tenant business properties, but experienced across all commercial real estate asset types.

Scott Taylor (Senior Commercial Advisor, San Luis Obispo County): An accomplished real estate professional with more than two decades of experience, Scott is a trusted commercial advisor serving the California Central Coast. As a licensed broker across four states (California, Arizona, Nevada, and Utah), Scott has developed an expertise in medical and dental practice sales alongside his work in retail, mixed-use, retail and multifamily property transactions. Scott's leadership experience is extensive. As Principal Broker at Keller Williams Realty Central Coast from 2016-2020, he managed over 200 agents and brokers, overseeing more than 900 transactions annually. His ability to guide large teams through complex deals and maintain high professional standards has earned him a reputation for results-driven leadership.



KW REGIONAL ADVISORS

210-212 WEST MAIN STREET



PROFILE



DAVID MOSKOWITZ

KW Commercial Regional Ambassador,
Central Southern
DRE# 01372552
323-493-3659
dmoskowitzkw@gmail.com

PROFESSIONAL BACKGROUND

Los Angeles/Central Coast KW Commercial
Regional Ambassador, California Central/Southern

Director, Mentorship/Training KW Commercial
Burbank/Glendale

Former Division Head, KW Commercial:
Former Division Head, KW Commercial Hollywood Hills

Former Managing Director, KW Commercial: Central Coast

SPECIALTY

- Retail Sales, STNL & Strip Centers
- Multifamily and Investment Property
- 1031 Tax Deferred Exchanging

SUMMARY

David Moskowitz is currently the Regional Ambassador for KW Commercial in the CA-Central Southern Region. Formerly the Managing Director for KW Commercial Hollywood Hills, Brentwood and in the Central Coast Region of California. David was also a founding member of the KW Commercial National Leadership Counsel and Co-Chair of the Commercial Division National Education Committee.

PROFILE



KATHY PARTCH

Director Commercial Sales
Los Angeles/Ventura
DRE #01004568
323-230-0407
kpartch@kwcommercial.com

PROFESSIONAL BACKGROUND

2025 SRAR Commercial & Investment Division Board
Member SRAR (Southland Regional Realtors® Association)

KW Commercial Regional Ambassador Associate

CA Central/Southern

SPECIALTY

- Retail Sales and Leasing
- Industrial Sales and Leasing
- 1031 Tax Deferred Exchanging

SUMMARY

Focused on business owners, Kathy specializes in industrial warehouses, manufacturing, retail shopping centers and single-tenant business properties, but experienced across all commercial real estate asset types. Kathy is also an expert in 1031 Exchanges and exchange alternatives for both investment and retirees. Kathy adds value through assisting her clients with real property ownership or investments.

PROFILE



SCOTT TAYLOR, MBA

Sr Commercial Advisor, Broker Associate
San Luis Obispo/Santa Barbara
DRE #01864709
805-540-4825
scotttaylorteam@gmail.com

PROFESSIONAL BACKGROUND

Senior Commercial Advisor, KW Commercial, Central Coast

VP Operations, Southwest States, Integrity Practice Sales
2020- 2024

Commercial Broker Associate, KW Commercial: SLO/SB
Counties 2016-2020

SPECIALTY

- Multifamily and Investment Property
- Dental/Medical Leasing & Sales Leasing,
- Industrial and Retail Investments

SUMMARY

An accomplished real estate professional with more than two decades of experience, Scott is a trusted commercial advisor serving the California Central Coast. As a licensed broker across four states (California, Arizona, Nevada, and Utah), Scott has developed an expertise in medical and dental practice sales alongside his work in retail, mixed-use, and industrial. Scott's leadership experience is extensive. As Principal Broker at Keller Williams Realty Central Coast from 2016-2020, he managed over 200 agents and brokers, overseeing more than 900 transactions annually. Scott is also dedicated to the local real estate community, having served as Chairman and Interim Board Member for the local Association of Realtors.