

FOR SALE

922 SOQUEL AVENUE

Santa Cruz, CA 95062



\$875,000

Small-Format Retail Opportunity in the Heart of Midtown Santa Cruz
Directly Across from Whole Foods & Santa Cruz Athletic Club

OFFERING SUMMARY

This standalone commercial property offers a rare opportunity to acquire a small-format retail asset along Soquel Avenue, one of Santa Cruz's primary east-west commercial corridors connecting downtown to the city's eastside. The building provides strong street visibility and a functional layout suitable for a variety of retail, service, or office uses within one of the city's most active midtown commercial areas.

Opportunities to purchase small, standalone commercial properties in Santa Cruz are extremely limited. Assets of this size and scale rarely come to market, particularly along established corridors such as Soquel Avenue, which is characterized by a diverse mix of neighborhood-serving retail, food and beverage, and service-oriented businesses. The subject offering represents a highly accessible entry point into commercial real estate ownership in a market defined by constrained supply and long-term ownership.

The property is currently 100% occupied by an established neighborhood retail operator, with a lease in place through March 31, 2027, providing near-term income while preserving flexibility for future occupancy or repositioning.

This opportunity is well-suited for owner-users seeking long-term control of their real estate in a high-demand corridor, as well as investors targeting smaller, well-located assets supported by steady local demand and limited new supply.



PROPERTY CHARACTERISTICS



ADDRESS

922 Soquel Avenue, Santa Cruz, CA 95062



APN

010-071-52



LAND AREA

±2,091 SF



BUILDING SIZE

±2,000 SF (buyer to verify)



ZONING

C-C (Community Commercial)
The Community Commercial (C-C) zoning permits a wide range of retail, service, and office uses, making the property adaptable to a variety of business types.



STREET FRONTAGE

±34 feet on Soquel Avenue



OCCUPANCY

100% Leased (Single Tenant)



LEASE EXPIRATION

March 31, 2027



FLOOD ZONE

FEMA Zone X (Not in Flood Zone)



OPPORTUNITY ZONE

Yes



LOCATION OVERVIEW

Soquel Avenue is a primary commercial corridor connecting downtown Santa Cruz to the eastside, supporting a diverse mix of neighborhood-serving retail, food and beverage, and service-oriented uses. Together with nearby Water Street and Seabright Avenue, the area forms the core of Santa Cruz's Midtown business district—one of the city's most active and established commercial nodes.

The property is positioned directly across from Whole Foods Market and Santa Cruz Athletic Club, two of the area's most prominent anchors, generating consistent daily traffic and drawing customers from across the broader Santa Cruz market. This immediate intersection functions as a central hub for Midtown, with a strong concentration of complementary businesses.

The surrounding area features a well-established mix of local retailers, dining, and entertainment destinations, including The Rio Theatre, The Crepe Place, and other neighborhood-serving operators that contribute to steady foot traffic and a highly active streetscape. Nearby centers, such as the Seabright corridor, further reinforce the area's identity as a convenience-oriented retail district with long-standing tenancy and limited turnover.

In addition, the broader Midtown area—including the Water Street corridor—continues to see meaningful reinvestment, with a number of approved and proposed residential developments expected to introduce new density and support long-term demand for nearby retail and service uses.



AREA OVERVIEW



LULU'S MIDTOWN



PUBLIC PARKING



TAQUERIA SANTA CRUZ



922 SOQUEL AVENUE

TRADE AREA



BAY PHOTO



LULU'S MIDTOWN

922 SOQUEL AVENUE

SOQUEL AVE

CITY OF SANTA CRUZ

Santa Cruz is a premier coastal California city located only 30 miles from Silicon Valley. Santa Cruz is home to both home-grown companies as well as a growing depth of technological companies that have established a presence in the City to supplement their Silicon Valley headquarters. The city's technology innovation is driven largely by the University of California Santa Cruz and has a focus in environmental technologies and sustainability.

Labeled as a "Top 20 Small Beach Town in the World", Santa Cruz has seen a sharp spike in demand for housing following the pandemic.

The city is a mecca for outdoor enthusiasts. From surfing to mountain biking, and everything in between, millions of people flock from all over the world to come and experience what Santa Cruz has to offer.

DEMOGRAPHICS

| | 1 Mile | 3 Miles | 5 Miles |
|---------------------------|-----------|-----------|-----------|
| Population | 23,295 | 93,205 | 120,229 |
| AVG. HH Income | \$146,306 | \$152,020 | \$155,350 |
| Daytime Population | 30,648 | 105,752 | 133,361 |





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WAKEFIELD**

FOR MORE INFORMATION, CONTACT:

BEN RUMSEY

Associate

Direct: + 831 232 6922

ben.rumsey@cushwake.com

LIC #02317972

Doud Arcade Building | Suite 202

Ocean Avenue South

PO Box 999

Carmel-by-the-Sea, CA 93921

cushmanwakefield.com

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