



OFFERING MEMORANDUM

6221 Graham Hill Road

Felton, CA 95018

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\$2.40M
PRICE

5.52%
CAP RATE

\$132.42K
NOI

Exp Realty
26362 Carmel Rancho Lane
Carmel, CA 93923
831-335-9000
www.slawinski.com

6221 Graham Hill Road

Felton, CA 95018

PRICE
\$2,400,000

CAP RATE
5.52%

NOI
\$132,420

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Executive Summary

6221 Graham Hill Road
Felton, CA 95018

We are pleased to present this Felton property, a premier retail center strategically positioned at 6221 Graham Hill Road in Felton, CA. This exceptional asset offers investors a rare opportunity to acquire a well-located retail property in one of the region's most dynamic trade areas.

 \$2,400,000 ASKING PRICE	 \$132,420 NOI
 100% OCCUPANCY	 \$182K BASE RENT
 \$182K EGI	 1976 YEAR BUILT
PROPERTY DATA	
Year Built	1976
Building (SF)	6,533
Lot Size (SF)	31,886
Parcel ID	071-331-07
Full Bathrooms	2
Zoning	C-2-GH
County	Santa Cruz
Coordinates	37.051874,-122.068125

Investment Highlights

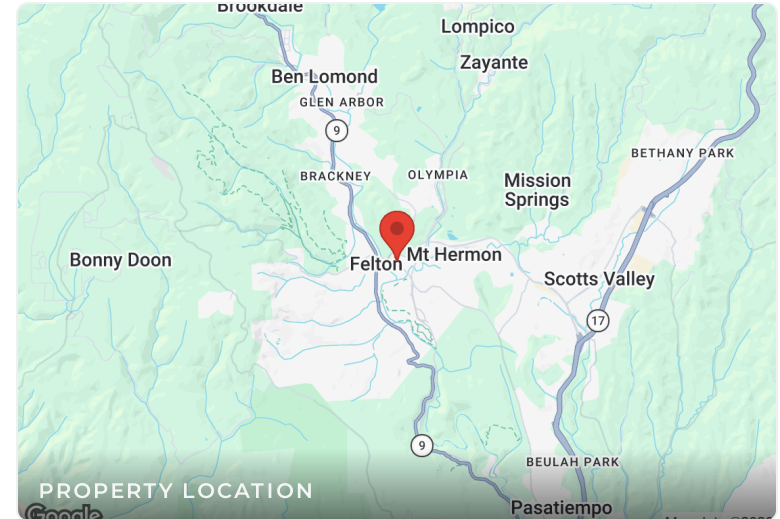
- Long-Term NNN Lease in Place Through February 28, 2031
- Strong Monthly Rental Income of Approximately \$15,205
- Passive Investment Opportunity with Triple Net Lease Structure
- Tenant Responsible for Many Operating Expenses
- Attractive Santa Cruz Mountains Location
- Easy Access to Santa Cruz, Scotts Valley & Silicon Valley
- Located Along Well-Traveled Graham Hill Road Corridor
- Surrounded by Beautiful Redwoods & Natural Setting
- Excellent Opportunity for 1031 Exchange Buyers
- Stable Cash Flow Investment
- High Visibility Location
- Potential Long-Term Appreciation Opportunity
- Investor-Friendly Asset with Predictable Income Stream
- Desirable Felton Location Near Recreation & Tourism Destinations
- Close Proximity to Highway 17 and Coastal Communities

KEY METRICS

 Asking Price	\$2,400,000
 NOI	\$132,420
 Occupancy	100%
 Base Rent	\$182K
 EGI	\$182K
 Year Built	1976

Location Highlights

6221 Graham Hill Road, Felton is prominently positioned along a high-traffic retail corridor in Felton, CA, capturing maximum visibility from the primary trade area.



LOCATION

Address	6221 Graham Hill Road
City	Felton
State	California
Zip Code	95018
County	Santa Cruz
APN / Parcel #	071-331-07
Coordinates	37.051874,-122.068125

TRANSIT

Graham Hill Rd & Hwy 9 (Covered Bridge)	0.2 mi
Graham Hill Rd & Covered Bridge Rd N	0.2 mi
Mt Hermon Rd & Covenant Ln	0.5 mi

AIRPORTS

San Jose Mineta International Airport	22.9 mi
Palo Alto Airport	28.0 mi
Reid-Hillview County Airport	24.0 mi

HIGHWAYS

Santa Cruz Highway	2.8 mi
Cabrillo Highway	4.9 mi
Cabrillo Highway Entrance	5.5 mi
Mission Street	5.6 mi

6221 GRAHAM HILL ROAD

Loch Lomond
Recreation Area



Brookdale



Glenwood

Lompico

Zayante

Ben Lomond

GLEN ARBOR



Fontenay Villa

Fall Creek Unit



BRACKNEY

OLYMPIA

Mission
Springs

BETHANY PARK

Bonny Doon

St. Clare's Retreat Center



Felton Mt Hermon

Scotts Valley

Henry Cowell
Redwoods
State Park



Garden of Eden
- Henry Cowell...



The Mystery Spot



BEULAH PARK

Medicine



Pasatiempo



Chaminad



Panther Beach

University of
California,
Santa Cruz



37.0519°N, 122.0681°W

Rent Roll

Suite	Tenant	SF	% of Bldg	Rent/SF	Monthly	Annual Rent	Lease Type	Start	End	Incr %
1	U.S. Bank	5,533	84.7%	\$32.98	\$15,205.20	\$182,462.40	NNN	03/01/26	02/28/31	2.0%
2	—	1,000	15.3%	\$0.00	\$0.00	\$0.00	—	—	—	—
Total		6,533	100.0%	\$27.93	\$15,205.20	\$182,462.40				

GLA **6,533 SF**

% LEASED **100.0%**

AVG RENT/SF **\$27.93**

TENANTS **2**

AVG LEASE TERM **4.8 yrs**

Valuation Summary

KEY METRICS

\$2,400,000

ASKING PRICE

5.52%

CAP RATE

\$132,420

NOI

Vacancy Factor 0%

PROJECTED EXIT

Hold Period 5 yrs

INCOME

Base Rental Income \$182,462

Effective Gross Income \$182,462

EXPENSES

Property Tax \$13,128

Insurance \$16,779

GENERAL EXPENSES

Security Patrol \$19,030

Yard Maintenance \$320

Security Alarm \$786

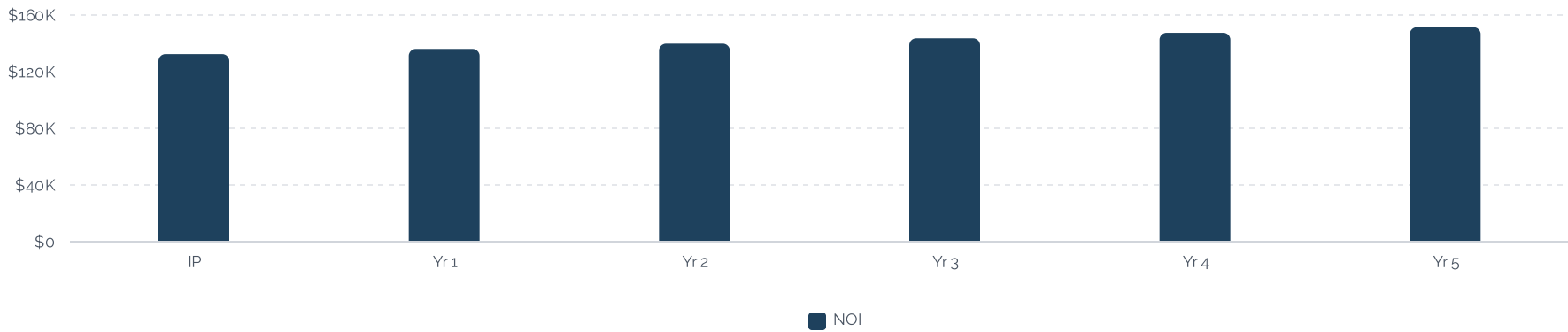
Total General Expenses \$20,136

Total Expenses \$50,042

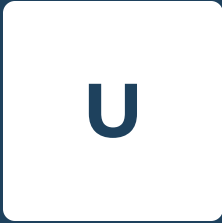
Cash Flow Projection

	In-Place	Year 1	Year 2	Year 3	Year 4	Year 5
Base Rental Revenue	\$182,462	\$186,112	\$189,834	\$193,631	\$197,503	\$201,453
Effective Gross Income	\$182,462	\$186,112	\$189,834	\$193,631	\$197,503	\$201,453
Property Tax	(\$13,128)	(\$13,128)	(\$13,128)	(\$13,128)	(\$13,128)	(\$13,128)
Insurance	(\$16,779)	(\$16,779)	(\$16,779)	(\$16,779)	(\$16,779)	(\$16,779)
General Expenses	(\$20,136)	(\$20,136)	(\$20,136)	(\$20,136)	(\$20,136)	(\$20,136)
Total Operating Expenses	(\$50,042)	(\$50,042)	(\$50,042)	(\$50,042)	(\$50,042)	(\$50,042)
Net Operating Income	\$132,420	\$136,070	\$139,792	\$143,589	\$147,461	\$151,411
Cap Rate	5.52%	5.67%	5.82%	5.98%	6.14%	6.31%

NET OPERATING INCOME



Tenant Profiles



U.S. Bank
Financial Services
www.usbank.com

Square Feet: **6,000 SF**

Lease Exp.: **02/28/2031**

Market Overview

Market Overview: Felton, CA

Felton is a census-designated place (CDP) in Santa Cruz County, California, United States. The population was 4,489 as of 2020 census and according to the United States Census Bureau, the CDP has a total area of 4.6 square miles (12 km²), all of it land. edit A Graniterock quarry is located in Felton, southwest of downtown. ^

"California Materials" . Granite Construction . Retrieved July 18, 2025 .



KEY FACTS

Population	4,057
Area	4.6 sq mi
Elevation	935 ft
Time Zone	Pacific Time Zone
County	Santa Cruz County
State	California

DEMOGRAPHIC SNAPSHOT

1-MILE RADIUS		3-MILE RADIUS		5-MILE RADIUS	
Population	4,260	Population	20,694	Population	48,800
Median HH Income	\$125,000	Median HH Income	\$126,288	Median HH Income	\$127,147
Households	1,657	Households	8,268	Households	16,345

Source: ESRI / ArcGIS Business Analyst

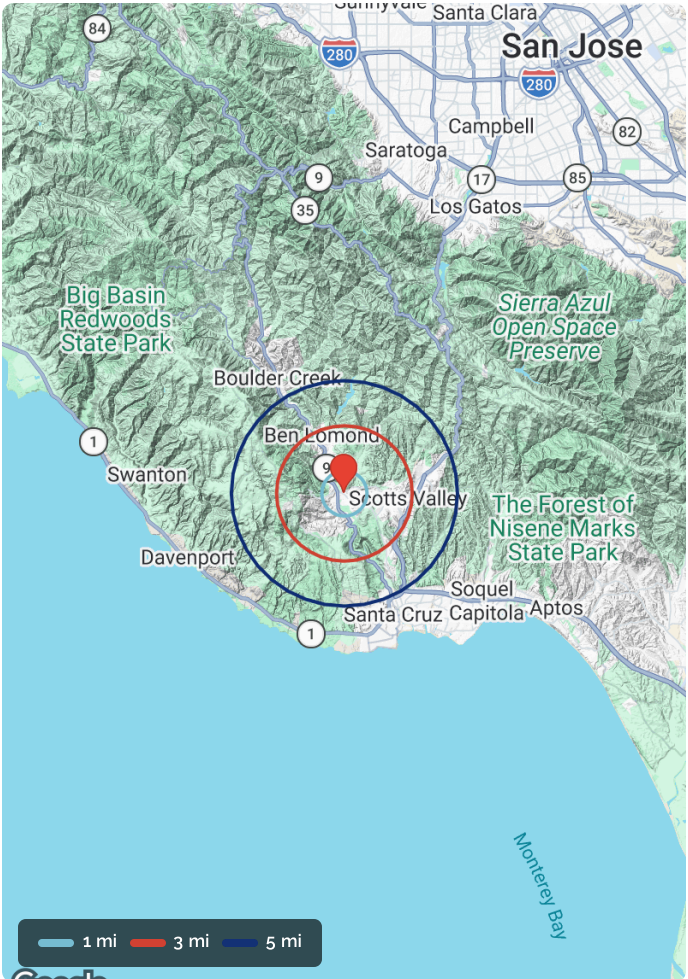
Demographics (Detail)

POPULATION	1 MILE	3 MILE	5 MILE
2000 Population	4,469	22,297	44,717
2010 Population	4,022	20,377	46,227
2025 Population	4,260	20,694	48,800
2030 Population	4,188	20,331	48,306
2025-2030 Growth Rate	-0.34 %	-0.35 %	-0.20 %
2025 Daytime Population	4,031	19,580	46,348

HOUSEHOLDS	1 MILE	3 MILE	5 MILE
2000 Total Households	1,647	8,083	15,421
2010 Total Households	1,643	8,152	15,897
2025 Total Households	1,657	8,268	16,345
2030 Total Households	1,643	8,202	16,284
2025 Avg. Household Size	2.46	2.47	2.49
2025 Owner Occupied Housing	1,159	6,159	11,845
2030 Owner Occupied Housing	1,176	6,182	11,946
2025 Renter Occupied Housing	498	2,109	4,500
2030 Renter Occupied Housing	467	2,020	4,338
2025 Vacant Housing	200	670	1,552
2025 Total Housing	1,857	8,938	17,897

2025 HOUSEHOLD INCOME	1 MILE	3 MILE	5 MILE
less than \$15,000	47	351	728
\$15,000-\$24,999	24	231	527
\$25,000-\$34,999	38	148	372
\$35,000-\$49,999	117	596	1,074
\$50,000-\$74,999	178	896	1,765
\$75,000-\$99,999	211	828	1,613
\$100,000-\$149,999	387	1,742	3,279
\$150,000-\$199,999	254	1,093	1,983
\$200,000 or greater	401	2,383	5,004
Median HH Income	\$125,000	\$126,288	\$127,147
Average HH Income	\$156,266	\$171,138	\$176,792

\$125,000 MEDIAN HH INCOME	\$156,266 AVG HH INCOME
69.9% OWNER OCCUPIED	30.1% RENTER OCCUPIED
10.8% VACANCY RATE	-0.34 % 2025-2030 GROWTH



Source: ESRI / ArcGIS Business Analyst



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