

FOR SALE

CORNER RETAIL COLLECTION

1201

WILSHIRE BLVD
Santa Monica

WW



ZACUTO GROUP
COMMERCIAL REAL ESTATE

EXECUTIVE SUMMARY

1201 WILSHIRE BLVD
Santa Monica

Matthew Luchs & John Lally of Zacuto Group are pleased to exclusively present 1201-1211 Wilshire Boulevard, a fully occupied $\pm 6,318$ square foot strip retail property situated on $\pm 8,482$ square feet of land at the corner of Wilshire Boulevard and 12th Street in the heart of Santa Monica, one of the Westside's most coveted, supply-constrained, and historically top-performing retail markets.

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EXECUTIVE SUMMARY

The property is a highly visible, single-story retail building divided into six storefronts and leased to a diverse mix of long-standing national and local service-oriented tenants that provide both daily-needs services and destination experiences. The roster includes neighborhood staples Love Bug & Me, Brow Mantra, Ukraina Deli, Modern Nails, State Farm Insurance, and destination tenant, Petitgrain Boulangerie a local institution that attracts a loyal following and draws weekend crowds that often wrap around the block. Several tenants have occupied their spaces for many years, reflecting the stability of the location and the surrounding customer base.



PROPERTY INFORMATION

ADDRESSES

121 Wilshire Blvd
Santa Monica, CA 90403

PRICE

\$4,900,000

CAP RATE

4.44%

PRO-FORMA CAP RATE

7.14%

BUILDING SIZE

6,383 SF

LOT SIZE

8,482 SF

PRICE/SF (BLDG)

\$776

PRICE/SF (LAND)

\$578

YEAR BUILT

1925

ZONING

SMC6*

LISTING CONTACT



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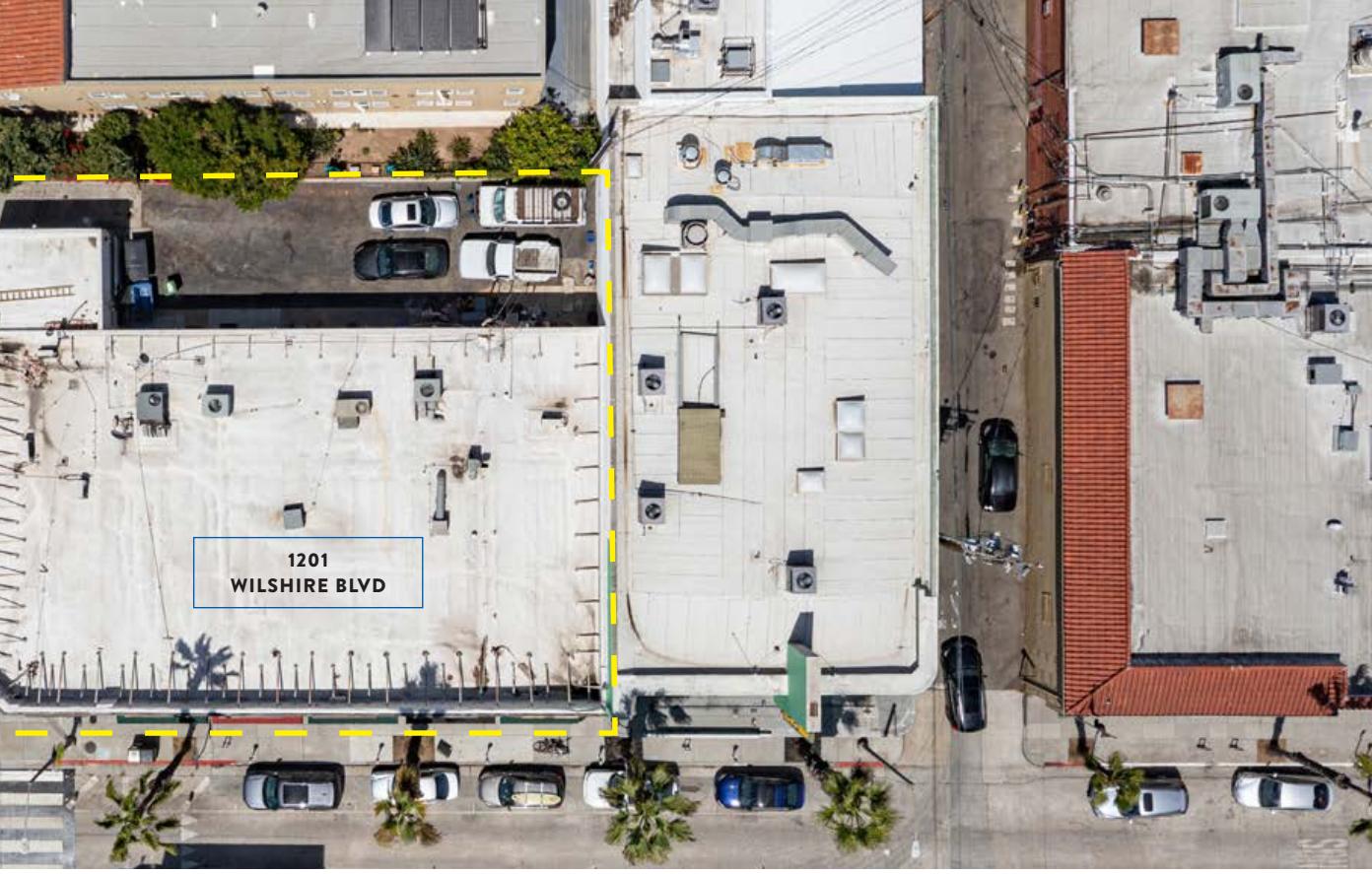
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PROPERTY TENANTS



EXECUTIVE SUMMARY

All tenants are on NNN lease structures, shifting operating expenses to the tenant and creating predictable cash flow with minimal landlord management. The property generates \$282,600 in annual scheduled base rent with current average rents of \$3.73 per square foot per month NNN, significantly below Santa Monica market averages. With a weighted average lease remaining term of approximately 1.44 years, the asset is positioned for near-term re-leasing or renewal at market rates, providing an immediate path to income growth.. At market rents of approximately \$4.75 per square foot per month NNN, the property's annual income potential would exceed \$350,000, representing an attractive upside opportunity for investors.

The corner location offers prominent Wilshire Boulevard frontage with exposure to approximately 28,730 vehicles per day, and strong pedestrian activity generated by the surrounding dense, affluent neighborhoods.

Within a one-mile radius, average household income exceeds \$110,000, the population is more than 45,000, and median home values are above \$1.1 million. Within three miles, the population approaches 200,000 with similar income levels. The property also benefits from six on-site parking spaces, which are scarce in this corridor and enhance tenant and customer convenience.

Santa Monica's retail market is defined by high barriers to entry, strict zoning and development restrictions, and consistently strong tenant demand that has led to historically low vacancy rates. The Wilshire Boulevard corridor in particular combines stable year-round local spending power with consistent daytime traffic from commuters, creating a resilient retail environment that outperforms broader Los Angeles trends.

With its combination of prime Westside location, stable occupancy, NNN lease structure, strong tenant mix, and immediate value-add potential through rent growth, 1201 Wilshire Boulevard offers investors a rare opportunity to secure a durable income stream with significant upside in one of Southern California's most competitive and desirable retail submarkets.



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INVESTMENT HIGHLIGHTS

■ Prime Santa Monica Corner Location:

Exceptional frontage along Wilshire Boulevard at 12th Street, one of the city's primary commercial corridors connecting Santa Monica to Brentwood, Westwood, Beverly Hills, and West Los Angeles. The site benefits from ±28,730 vehicles per day, strong pedestrian activity, and walkability to surrounding residential neighborhoods.



■ Fully Leased, Diverse Tenant Mix:

±6,318 SF single-story retail building leased to six established national and local tenants including Ukraina Deli, Petitgrain Boulangerie, Brow Mantra, Modern Nails, Love Bug & Me, and State Farm Insurance. Several tenants have long operating histories at the property, reflecting strong location loyalty.

■ Destination Traffic Generator:

Petitgrain Boulangerie is a recognized neighborhood destination attracting daily customers and significant weekend crowds, often with lines extending around the block, benefiting co-tenants and reinforcing the property's retail draw.

■ NNN Lease Structure w Minimal Management:

All tenants are responsible for property taxes, insurance, and maintenance, resulting in predictable income and limited landlord obligations.

■ Significant Rental Upside:

Current average rent is \$4.93/SF/month, 32% below the estimated market rate. Lease rollover within approximately 1.44 years provides a clear and immediate opportunity to increase income by over \$75,000 annually at market rates.

■ Stable In-Place Income:

\$282,600 in annual scheduled base rent with full occupancy and a weighted average remaining lease term of approximately 1.44 years ensures short-term stability while positioning the asset for near-term income growth.

■ Rare On-Site Parking:

Surface parking spaces (0.95 spaces per 1,000 SF) add a competitive advantage for tenants in a high-density urban corridor where dedicated parking is limited.

■ Affluent, Dense Trade Area:

Within a one-mile radius: ±45,758 residents with average household incomes exceeding \$140,000 and median home values above \$1.1 million. The three-mile radius population approaches 200,000, maintaining similar income and spending power levels.

■ High-Barrier-to-Entry Westside Market:

Santa Monica's strict zoning, limited commercial land supply, and consistent tenant demand have historically resulted in low vacancy, above-market rental rates, and strong long-term asset appreciation.

PROPERTY DETAILS

1201 WILSHIRE BLVD, SANTA MONICA, CA 90403

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LOCATION OVERVIEW

Santa Monica, California

1201-1211 Wilshire Blvd is located in the heart of Santa Monica, one of the most desirable and enduring commercial submarkets on the Westside of Los Angeles. This stretch of Wilshire serves as one of the city's primary east-west arteries, connecting Santa Monica to Brentwood, Westwood, Beverly Hills, and West Los Angeles while carrying nearly 29,000 vehicles per day. The property sits at the corner of Wilshire Blvd and 12th Street, placing it at the center of a dense, walkable, and highly affluent trade area where residents live, work, and shop within a few blocks of home.

Santa Monica has a unique blend of coastal lifestyle, economic strength, and international brand appeal that few markets can match. Within a one-mile radius of the property, there are approximately 45,758 residents with an average household income of \$139,849. Expanding to a three-mile radius, the population reaches nearly 200,000 with average household incomes exceeding \$142,000. Median home values across the immediate trade area top \$1.1 million, reflecting the area's long-term wealth and stability. These fundamentals drive consistent demand for retail and service-oriented businesses, even in shifting market cycles.

Wilshire Blvd in this section of Santa Monica functions as a neighborhood-serving corridor with a mix of boutique retailers, restaurants, fitness studios, and daily needs tenants that cater to both local residents and the steady flow of professionals commuting through the area. The street's generous sidewalks, protected bike lanes, and proximity to residential neighborhoods generate strong pedestrian activity throughout the day. Notably, the property benefits from being surrounded by high-quality multi-family developments, single-family homes, and small office buildings, ensuring a diverse and consistent customer base.



MINUTES FROM NOTABLE
RETAIL, RESTAURANTS&AMENITIES



HILLSTONE



EREWTHON



LOCATION OVERVIEW

Santa Monica's strict zoning laws and limited commercial land supply create high barriers to entry, making existing properties along Wilshire Boulevard particularly valuable. Retail spaces in this market are rarely vacant for long, and well-located corner sites like 1201 Wilshire are in especially short supply. The area also benefits from proximity to major destinations including the Santa Monica Pier, Third Street Promenade, Palisades Park, and the beach, all within minutes of the property.

For investors, the Wilshire Boulevard corridor in Santa Monica represents one of the most resilient and prestigious retail markets in Southern California. It combines strong year-round demand, demographic stability, and a limited competitive set, making it an ideal environment for long-term asset performance and rent growth.

1201
WILSHIRE BLVD
Santa Monica

1 Mile Radius

POPULATION:	43,912
DAYTIME POPULATION:	71,294
HOUSEHOLDS:	22,840
AVERAGE HOUSEHOLD SIZE:	1.8
MEDIAN AGE:	41.7
OWNER OCCUPIED HOUSEHOLDS:	5,468
RENTER OCCUPIED HOUSEHOLDS:	17,372
AVERAGE HOUSEHOLD INCOME:	\$150,436
MEDIAN HOUSEHOLD INCOME:	\$97,008

3 Mile Radius

POPULATION:	200,733
DAYTIME POPULATION:	287,720
HOUSEHOLDS:	100,515
AVERAGE HOUSEHOLD SIZE:	2.0
MEDIAN AGE:	41.3
OWNER OCCUPIED HOUSEHOLDS:	33,982
RENTER OCCUPIED HOUSEHOLDS:	66,532
AVERAGE HOUSEHOLD INCOME:	\$162,773
MEDIAN HOUSEHOLD INCOME:	\$103,514

Demographics

→ 1 mile, 3 mile, & 5 mile radius

45K
VPD

5 Mile Radius

POPULATION:	440,733
DAYTIME POPULATION:	629,005
HOUSEHOLDS:	206,016
AVERAGE HOUSEHOLD SIZE:	2.0
MEDIAN AGE:	39.2
OWNER OCCUPIED HOUSEHOLDS:	72,816
RENTER OCCUPIED HOUSEHOLDS:	133,200
AVERAGE HOUSEHOLD INCOME:	\$164,810
MEDIAN HOUSEHOLD INCOME:	\$103,503



Destination: Santa Monica

- Prime upside market opportunity for investment
- Santa Monica on the verge of major revitalization
- Dozens of new development projects planned/approved, and in process
- The city is deeply committed to supporting business; addressing homelessness, enhancing cleanliness and safety, fostering economic growth, and promoting cultural vitality.
- Santa Monica remains one of the wealthiest and highest priced enclaves of Los Angeles.

(Median listing price in Santa Monica \$2,200,000)



FINANCIALS

TENANT INFORMATION																
Unit	Tenant	SF	Floor	%	Lease Start	Lease Exp.	Increases	Options	Rent	Rent/SF	Time at Center	Term Remaining	Lease Type	PF Rent	PF Rent/SF	PF Lease Type
1201	Love Bug & Me	1,805	1	28.58%	4/1/23	3/31/29	See Chart Below	(1) 3-Year	\$5,000.00	\$2.77	2.79 Year(s)	3.22 Year(s)	NNN	\$8,573.75	\$4.75	NNN
1203	Brow Mantra	902	1	14.28%	3/1/2011	MTM	See Chart Below		\$4,200.00	\$4.66	14.88 Year(s)	0.00 Year(s)	NNN	\$4,510.00	\$5.00	NNN
1205	*Statefarm	902	1	14.28%	10/1/1998	9/30/26	See Chart Below	(1) 5-Year	\$3,450.00	\$3.82	27.30 Year(s)	0.72 Year(s)	NNN	\$4,510.00	\$5.00	NNN
1207	Ukraina Deli	902	1	14.28%	10/1/1996	3/31/28	See Chart Below		\$3,350.00	\$3.71	29.30 Year(s)	2.22 Year(s)	NNN	\$4,510.00	\$5.00	NNN
1209	*Petitgrain Boulangerie	902	1	14.28%	4/1/2018	4/30/26	See Chart Below	(1) 3-Year	\$4,200.00	\$4.66	7.79 Year(s)	0.30 Year(s)	NNN	\$4,510.00	\$5.00	NNN
1211	Modern Nails	902	1	14.28%	10/1/1984	3/31/28	See Chart Below		\$3,350.00	\$3.71	41.31 Year(s)	2.22 Year(s)	NNN	\$4,510.00	\$5.00	NNN
		6,315	100%						\$23,550.00	\$3.73	20.56 Year(s)	1.44 Year(s)		\$31,123.75	\$4.93	

*Tenant's Lease has a Prop 13 Protection Clause

OPERATING DATA	CURRENT	PRO-FORMA
Monthly Rent:	\$23,550	\$31,244
Annual Rent:	\$282,600	\$334,850
Scheduled Lease Income:	\$282,600	\$334,850
CAM Reimbursement:	\$48,088	\$64,220
Additional Income:	\$0	\$0
Effective Gross Income:	\$30,688	\$49,907
Vacancy:	5%	\$16,534
Expenses:	\$96,422	\$96,422
Net Operating Income:	\$21,732	\$49,990

RENT INCREASE SCHEDULE	2026	2027
Love Bug & Me	\$5,250.00	\$5,500.00
Brow Mantra	\$4,300.00	\$4,400.00
*Statefarm	\$-	\$4,400.00
Ukraina Deli	\$3,450.00	\$3,550.00
*Petitgrain Boulangerie	\$4,300.00	\$4,400.00
Modern Nails	\$3,450.00	\$3,550.00

OPERATING EXPENSES	PER YEAR	PER SF
Property Taxes @ 1.22%	\$9,780	\$9.6/SF
Management	\$11,340	\$1.79/SF
Insurance	\$10,571	\$1.66/SF
Utilities	\$12,321	\$1.95/SF
Building Repairs	\$2,500	\$0.40/SF
% of PF Gross Rent	34.1%	
Total Expenses	\$96,422	\$1526
Expenses/SF/Month		\$127

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