

FOR SALE

407 STATE & 12 WEST GUTIERREZ

*Flexible Commercial
Building & Jeff Shelton-
Designed Residence in the
Heart of Downtown*

High-architecture 3BD/3BA
home with short-term
rental potential

Commercial building with
State Street frontage and
retail visibility

Co-listed with

The Easter Team

805.898.4392

associates@easterteamrealtors.com

DRE 00917775, 01858581, 01923719



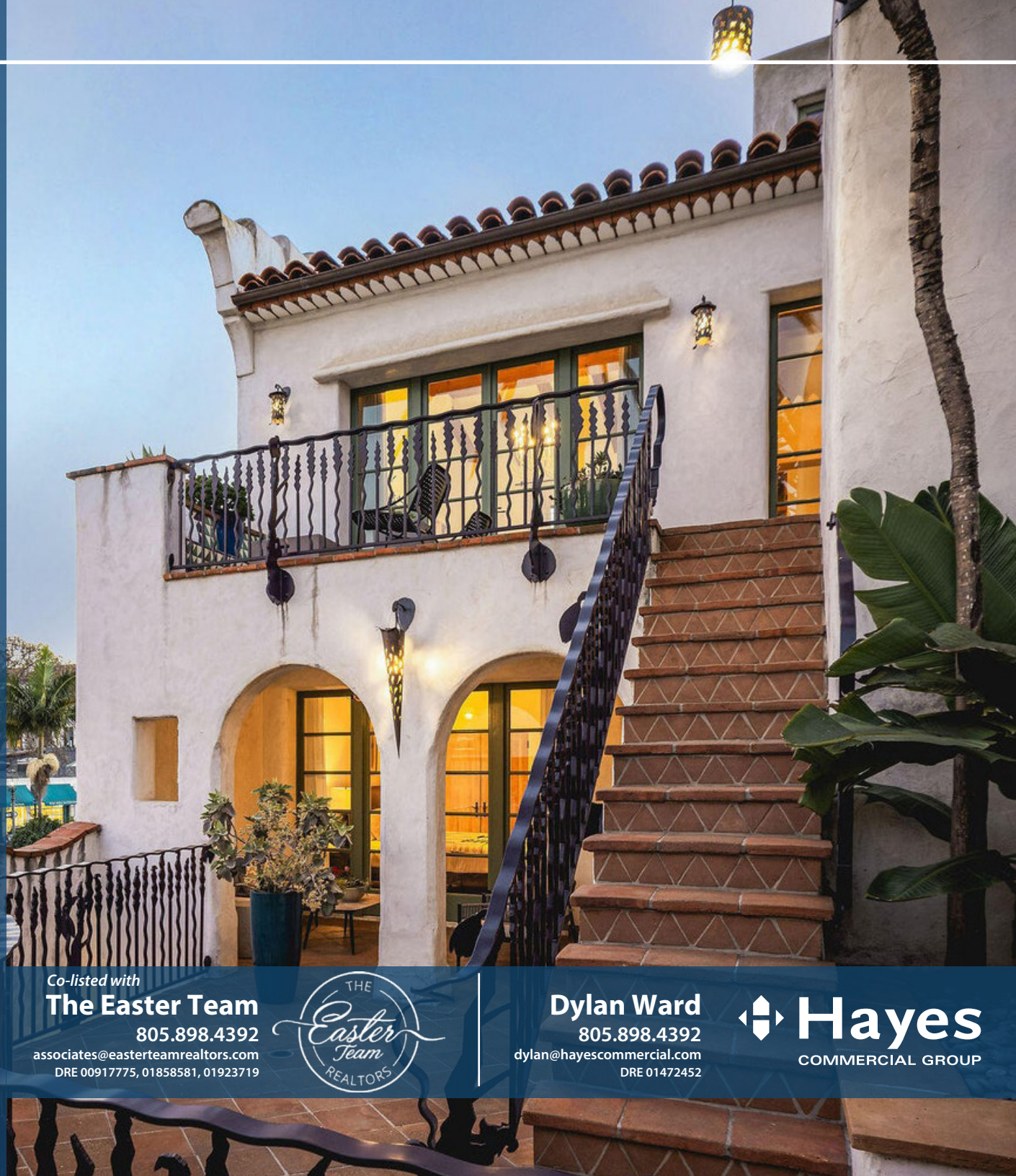
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 **Hayes**
COMMERCIAL GROUP





407 State Street, the commercial building with high retail visibility

PROPERTY SUMMARY

Rarely available commercial/residential mixed-use property in the heart of downtown Santa Barbara, comprised of a $\pm 2,464$ SF two-story commercial building fronting State Street and a separate 3BD/3BA residence designed by prominent Santa Barbara architect Jeff Shelton.

The commercial building offers established rental income and flexible potential use with M-C (Manufacturing Commercial) zoning. Configured as two retail suites, one on each level, with long-term tenants — Above & Beyond Body Arts and Golden Eagle Tattoo — both having more than 15 years of occupancy at the property.

Ideally positioned on State Street near the Funk Zone, four blocks from the beach, and surrounded by premium dining, shopping, hotels, and cultural amenities, 407 State Street presents a rare opportunity to acquire one of Santa Barbara's most distinctive architectural properties.

Price	\$4,999,000	
Size	Commercial building	2,464 SF
	Residence	1,693 SF
	Total	4,157 SF
Zoning	M-C (Manufacturing Commercial)	
APN	037-211-016	
Parking	Multiple city lots nearby	
HVAC	Yes, throughout	
To Show	Call listing agent	

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12 W Gutierrez Street, the three-story Pistachio House



A JEFF SHELTON RESIDENCE

Pistachio House is a privately accessed 3BD/3BA residence behind 407 State St, with approximately 1,693 SF of living space. Each living area connects to its own finished outdoor terrace, with seven terraces total, many featuring patterned tile, ironwork, and built-in seating. Upper-level terraces offer approximately 280-degree views, providing exceptional indoor-outdoor living throughout. The floorplan includes a finished two-car garage with ample storage, dedicated work area, EV charger, exercise space, and an elevator servicing all levels — amenities rarely found in downtown Santa Barbara residences.

The house was designed by award-winning Santa Barbara architect Jeff Shelton, commissioned and built in 2002 by the owners of the Santa Barbara Pistachio Company. Though part of a mixed-use project, the home maintains a strong and private residential identity and is accessed via a secluded paseo.

Shelton's imaginative interpretation of Spanish Colonial Revival architecture features white plaster walls, arched openings, handcrafted tilework, expressive wrought-iron railings, and richly saturated accent colors throughout. Interior spaces are intimate yet dynamic, defined by sculptural forms, artisan tile surfaces, and carefully framed windows.



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State Street

407 STATE ST
2,464 SF, TWO-STORY
COMMERCIAL BUILDING

12 W GUTIERREZ ST
1,693 SF, THREE-STORY
RESIDENCE

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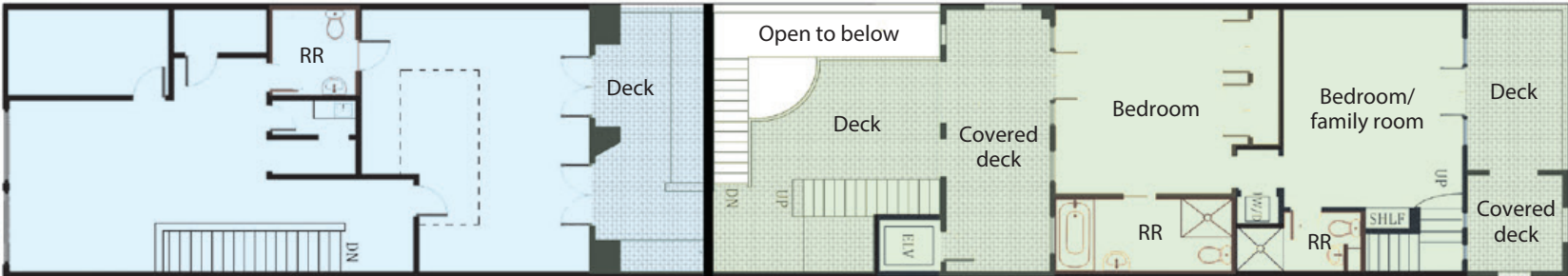
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FLOOR PLAN

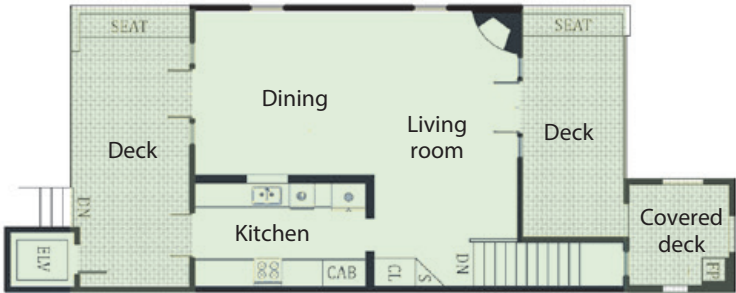


GROUND FLOOR



SECOND FLOOR

-  Commercial space
2,464 SF (interior)
-  Residential space
1,693 SF (interior)



THIRD FLOOR

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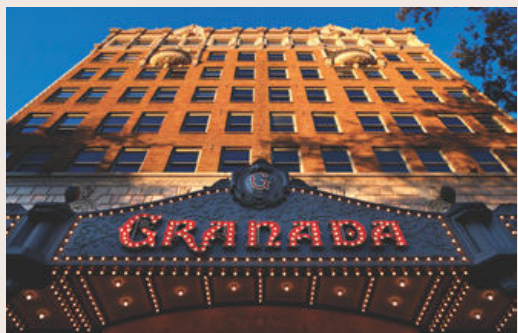
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STATE STREET

Santa Barbara's retail heart



At the heart of Santa Barbara lies State Street, dense with countless options for food and drink, shopping, and entertainment. Stretching the entire length of downtown and eventually turning into Stearns Wharf, State Street serves as the retail hub and most sought-after tourist attraction in the city. Up and down State Street, food & drink hotspots continue to thrive while new retailers join the scene, pulling in locals and tourists alike.



'Walker's Paradise'

WALKSCORE

96

Daily errands do not require a car



FOOT TRAFFIC
(pedestrians per day)

12,000



AUTO TRAFFIC
(at Carrillo St and State St)

11,854 CPD



'Biker's Paradise'

BIKESCORE

99

Daily errands can be done on a bike



AREA POPULATION
(3 mi radius)

89,878



MEDIAN HOUSEHOLD INCOME
(3 mi radius)

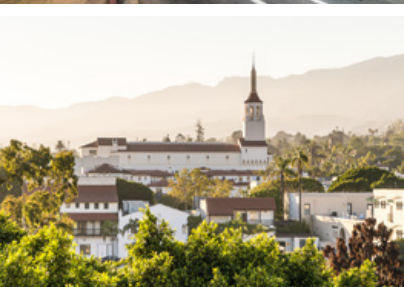
\$153,787

Source: esri. 2023 demographics centered on 900 block of State Street.

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Santa Barbara is 90 miles north of Los Angeles and served by Santa Barbara Airport and Amtrak. Tucked between the Santa Ynez Mountains and the Pacific Ocean, Santa Barbara enjoys a mild, Mediterranean climate averaging 300 sunny days a year.



89,095
current residents



\$165,519
avg. household income



78%
college-educated

Source: esri. 2026 demographics



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