

EXCELLENT DEVELOPER OR OWNER-USER OPPORTUNITY

Entitled parcel of land in the heart of a well-established tech and engineering corridor

At the doorstep of UCSB, a university renowned for innovations in science

Entitled for a 60,000± SF two-story office building

Prominent signalized corner parcel in Cabrillo Business Park with 340 feet fronting Hollister Avenue

Coastal Santa Barbara market with high barriers to entry



3.72-ACRE PARCEL
WITH ENTITLEMENTS

Note: Status of entitlements to be confirmed by buyer

FOR SALE | 6701 HOLLISTER AVE GOLETA, CALIFORNIA

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PROPERTY SUMMARY

Property Summary

Rare opportunity to acquire entitled land in the heart of this well-established hub for tech, engineering, and defense at the doorstep of a university renowned for innovations in science. The coastal Santa Barbara area market has high barriers to entry due to both geographic and regulatory growth constraints. Only 230,000 SF of new office product has been delivered in the past 10 years.

LOCATION: Coastal Engineering and Technology Corridor

Situated near UCSB, Santa Barbara Airport, and US 101, this property presents an ideal opportunity to capitalize on Goleta's booming engineering and technology corridor and highly-educated population base. Raytheon, FLIR, Yardi Systems, Orbital ATK, Google, LogMeIn, Medtronic, Apeel Sciences, Seek Thermal, InTouch Health, Resonant, and many other engineering/tech firms are located nearby. Goleta is home to more than 100 defense contractors.

ENTITLEMENTS: 60,000±SF Office Building

The parcel is entitled for a two-story office building. Project clearance, permits and other requirements from the City of Goleta will still be required prior to development.



PRICE	\$8,900,000 (Approx. \$54.92 PSF)
PARCEL SIZE	Approx. 3.72 Acres (162,043 SF)
ADDRESS	6701 Hollister Ave, Goleta, California
PROJECT	Cabrillo Business Park
ZONING	BP (Business Park)
APN	073-610-011
ENTITLEMENTS	Approx. 60,000 SF two-story office building
NEARBY BUSINESSES	Deckers Brands, Teledyne, Google, Raytheon
CSO	Call listing agents

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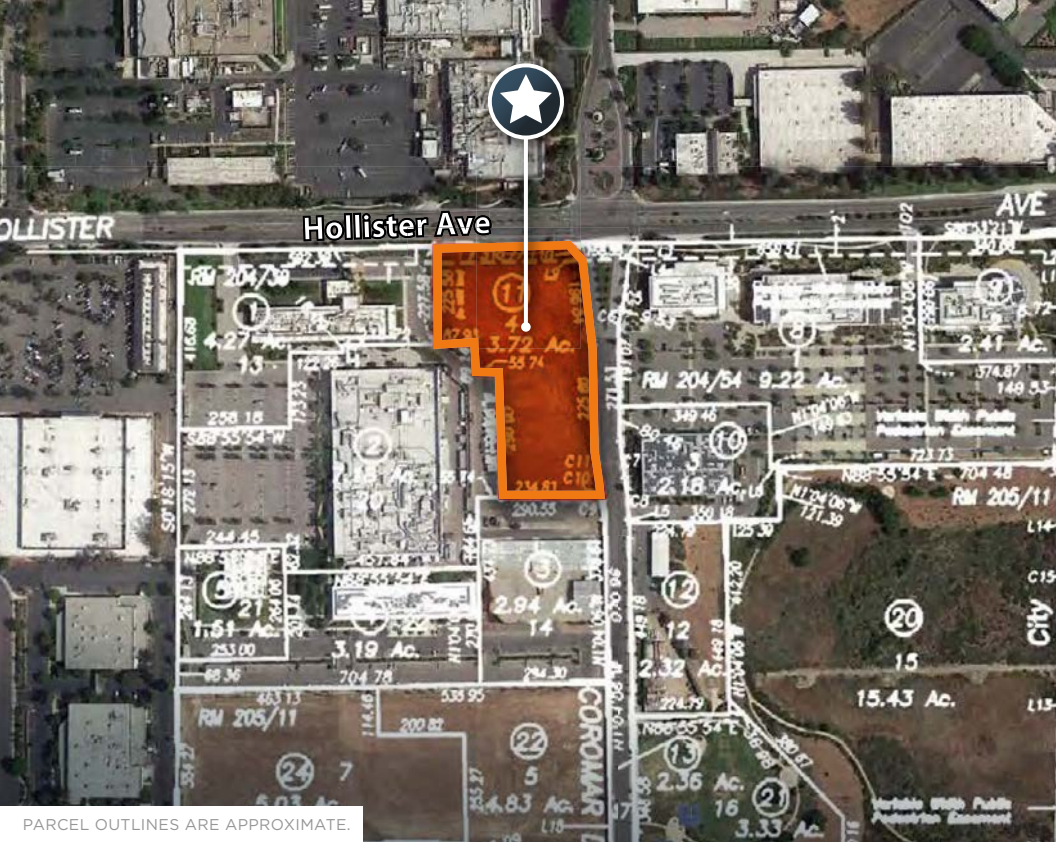
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PROPERTY PROFILE



ADDRESS	6701 Hollister Ave, Goleta, California
PROJECT NAME	Cabrillo Business Park
PARCEL	Lot 4
OWNER	Deckers Outdoor Corporation
APN	073-610-011

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Site Features

Lot 4 is the premium remaining undeveloped parcel in the master-planned Cabrillo Business Park, situated on a prominent, signalized corner and offering extensive frontage on Hollister Avenue. The subject property is located between Deckers Outdoor Corporation's world headquarters and FLIR / Teledyne's Goleta campus.



NOTE: TO RECEIVE THE DETAILED OFFERING MEMORANDUM, PLEASE EXECUTE AND SUBMIT THE CONFIDENTIALITY AGREEMENT.

Project Features

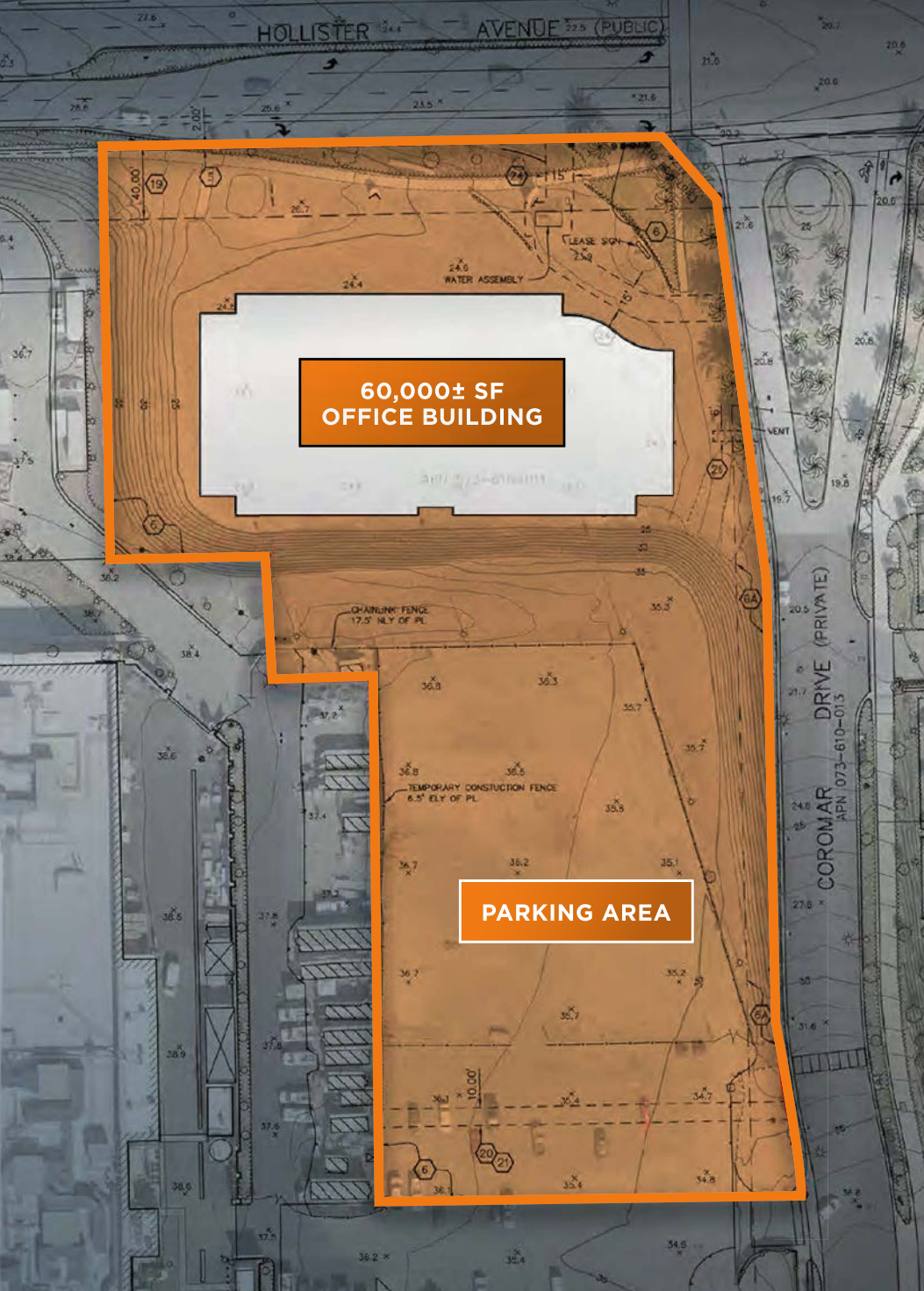
Cabrillo Business Park stands alone on the South Coast of Santa Barbara County. No other development approaches its combination of location, scale, amenities, sustainability, and tenant mix.



LAND AREA	20 acres
ZONING	BP (Business Park)
LOCATION	Outstanding location in the heart of Goleta's engineering/tech corridor with easy access to the Santa Barbara Airport, UCSB, the US 101 freeway. The property is also an easy bicycle commute from most of the South Coast's new (and more affordable) homes.
FLEXIBILITY	The parcel allows for all Business Park uses, including office, R&D, industrial, warehouse, retail, and health club.
AMENITIES	Walking paths, sidewalks, bike paths, and restored wetlands
GOOD NEIGHBORS	Cabrillo Business Park is already home to Deckers, Teledyne, UCSB, Google, Montecito Bank & Trust, and Ergomotion.

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Entitlements

The subject parcel is entitled for an approximately 60,000 SF, two-story office building with approximately 3/1000 parking. Project clearance, permits and other requirements from the City of Goleta will still be required prior to development.



SOUTH ELEVATION



EAST ELEVATION



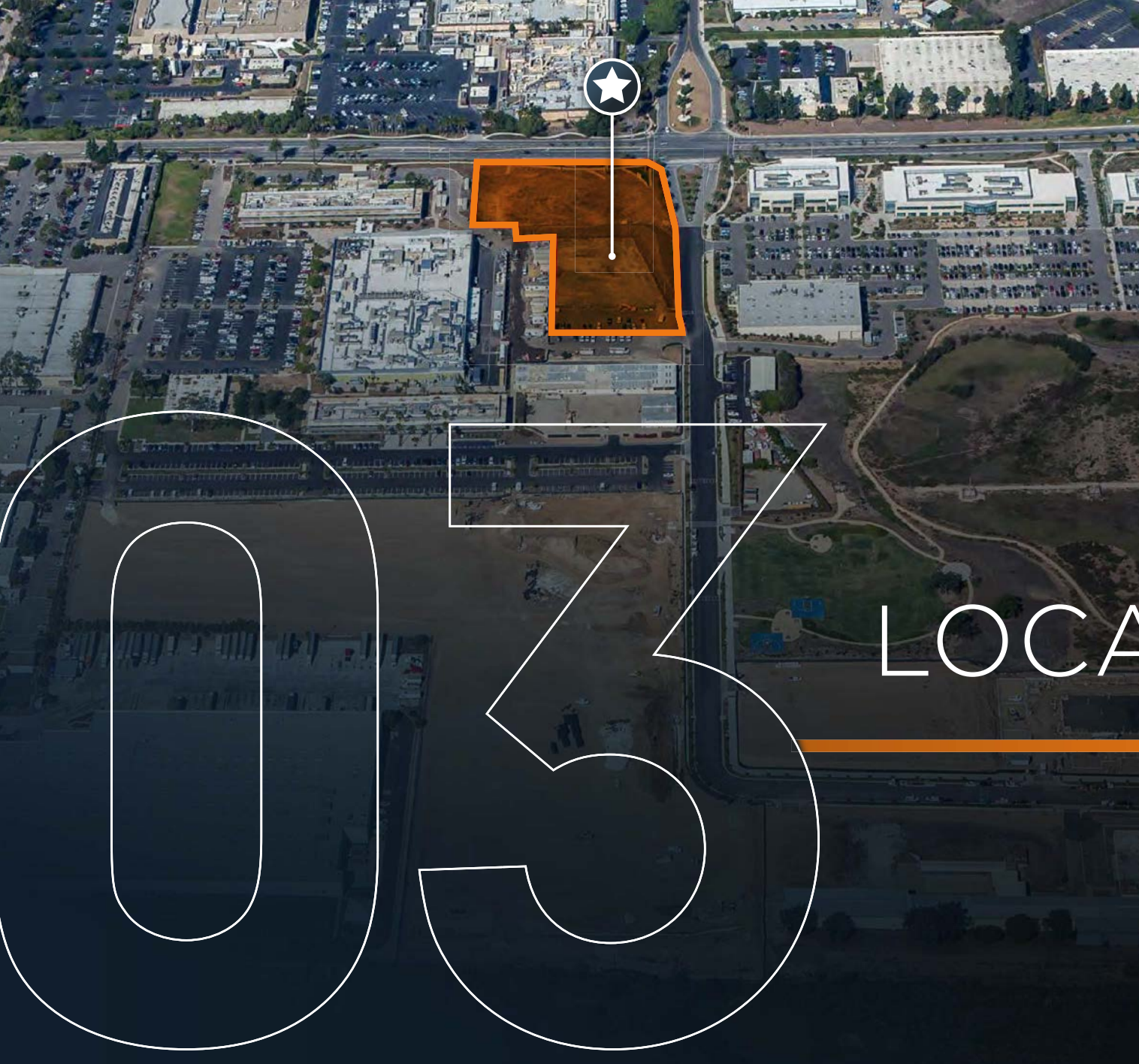
NORTH ELEVATION



WEST ELEVATION

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LOCATION

Neighboring Businesses

1	Anduril
2	Apeel Sciences
3	AppFolio
4	Arthrex California Technology
5	Deckers (4)
6	Garmin
7	Google
8	Inogen
9	Intuitive Surgical
10	Karl Storz Imaging
11	Kyocera (2)
12	L3
13	Lockheed Martin
14	Microsoft
15	Northrop Grumman
16	Raytheon (2)
17	Redwire Space Systems (3)
18	Renasas
19	Resonant
20	Seek Thermal
21	Sonos
22	Teladoc
23	Teledyne (FLIR)
24	Toyon Research Corporation
25	Umbra Labs
26	Yardi Systems



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SANTA BARBARA AIRPORT

The 952-acre airport is adjacent to Goleta, offering 3 major airlines flying to 7 non-stop destinations. As the busiest airport between San Jose and Los Angeles, SBA serves more than 750,000 passengers annually.

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The Santa Barbara Area

The South Coast of Santa Barbara County is a continuous metro area encompassing Goleta, Santa Barbara, Montecito, Summerland, and Carpinteria with a combined population of 205,000. The area is referred to as “Silicon Beach” for its burgeoning technology/engineering sector. Alternately, the area has been nicknamed the American Riviera due to its Mediterranean climate and beauty.

LOCATION. Santa Barbara is 90 miles north of Los Angeles and 330 miles south of San Francisco and is served by the 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. Santa Barbara’s beaches, parks and mountains provide a wide array of outdoor activities enjoyed by residents and visitors alike.

ECONOMY. Renowned internationally for its fine restaurants, shopping, hotels and architecture, the tourism industry is the region’s main economic driver. In addition, the economy includes a large service sector, education, technology, defense, health care, finance, agriculture, manufacturing and local government. Education in particular is well represented with several world-class higher learning institutions including the University of California, Santa Barbara (23,497 students), Santa Barbara City College (12,000 students), and Westmont College (1,200 students).

CULTURE. The city’s history is evident in its Spanish architecture, emanating from the majestic Mission Santa Barbara. The downtown is brimming with restaurants, theaters, museums and hosts an international film festival. Wine lovers can sample the Urban Wine Trail downtown or take a short drive to the world-class vineyards of Santa Ynez Valley.

Technology & Engineering Sector

The Santa Barbara area is a dynamic hub for high-tech research and development companies. The establishment of the University of California campus in 1954 and the arrival of aerospace and defense companies such as Raytheon and Delco changed the Goleta Valley forever from a prosperous farming region to a technology research area and an urban bedroom community. Today the area is home to more than 100 defense and government contractor companies, including Raytheon, Tecolote Research, Orbital ATK, and Kidde Technologies.

The area's computer science pedigree was founded decades ago when UCSB was one of four sites selected to develop the Department of Defense's ARPAnet, the predecessor of the world wide web. Dubbed "Techtopia" by CNBC, Santa Barbara is dotted with internet companies and start-ups, many of which have spun out of UCSB research teams.

NOTABLE TECH & ENGINEERING COMPANIES

- Amazon
- Anduril
- Apeel Sciences
- AppFolio
- Arthrex
- Garmin
- Google
- Inogen
- Intuitive Surgical
- Karl Storz Imaging
- Kyocera
- L3
- LinkedIn (Microsoft)
- Lockheed Martin
- Microsoft
- Northrop Grumman
- Procore
- Raytheon
- Redwire Space Systems
- Resonant
- Seek Thermal
- Sonos
- Teladoc
- Teledyne (FLIR)
- Umbra Labs
- Yardi Systems



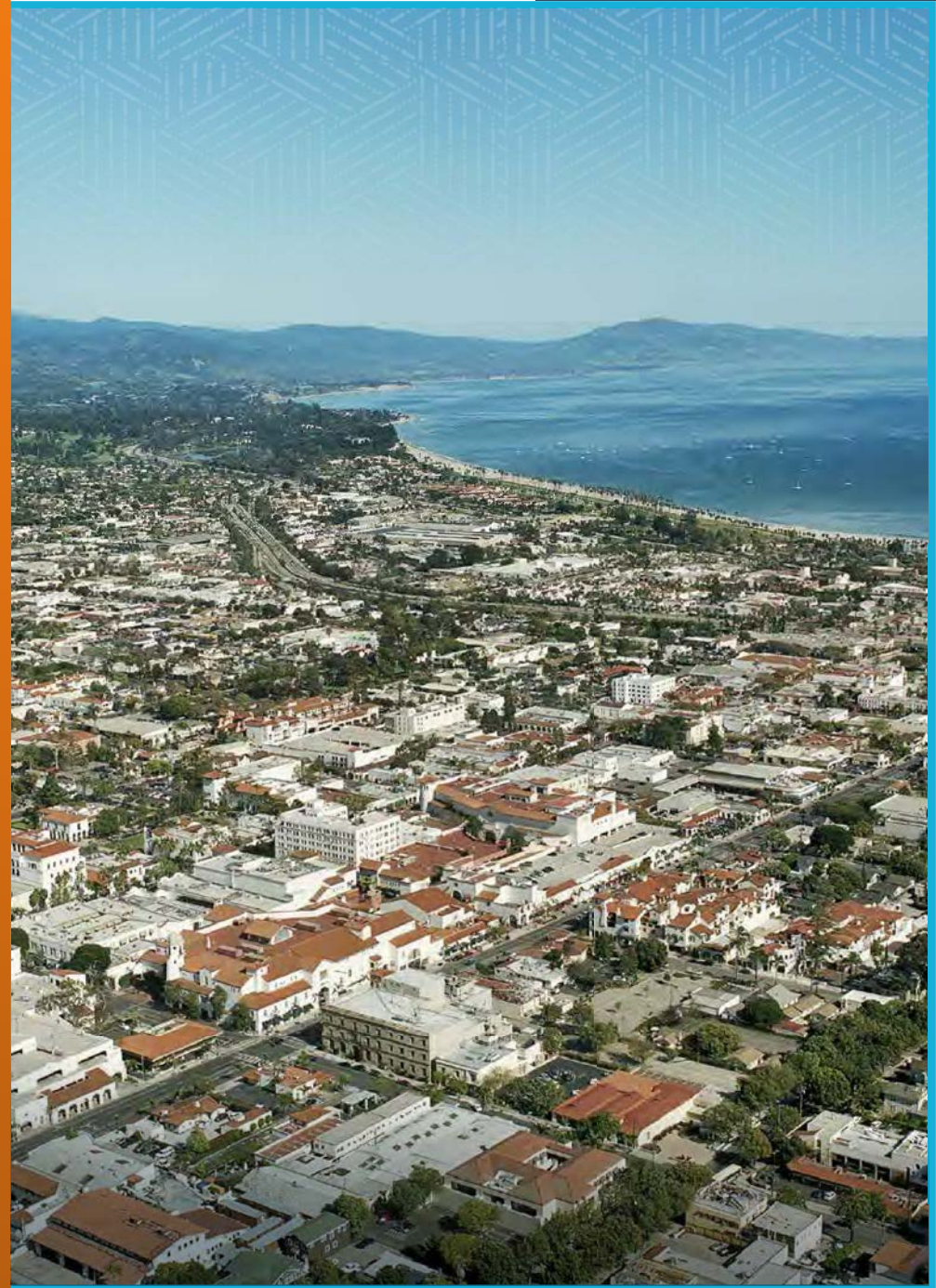
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Principal Employers

1	UCSB 10,400 Employees	17	Deckers 475 Employees
2	Santa Barbara County 4,600 Employees	18	Procore Technologies 425 Employees
3	Cottage Health System 2,600 Employees	19	Invoca 400 Employees
4	Santa Barbara City College 2,050 Employees	19	Sonos 400 Employees
5	Santa Barbara School District 2,000 Employees	21	Karl Storz Imaging 350 Employees
6	City of Santa Barbara 1,700 Employees	21	LinkedIn 350 Employees
7	Raytheon 1,600 Employees	23	Marborg 307 Employees
8	Samsum Clinic 1,040 Employees	24	Agilent 300 Employees
9	US Postal Service 800 Employees	25	Apeel Sciences 275 Employees
10	Appfolio 625 Employees	26	Devereux 250 Employees
11	Tecolote Research 609 Employees	27	CenCal Health 230 Employees
12	Yardi Systems 600 Employees	28	Inogen 200 Employees
13	Bacara Ritz-Carlton 575 Employees	28	Amazon Alexa 150 Employees
13	Jordano's 575 Employees	29	InTouch Health 150 Employees
15	Teledyne FLIR 550 Employees	31	Curvature 115 Employees
16	Goleta Union School District 530 Employees		

NOTE: NUMBER OF EMPLOYEES IS APPROXIMATE.
Sources: Chamber of Commerce, Pacific Coast
Business Title, Hayes Commercial Group



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#5 PUBLIC UNIVERSITIES

#30 NATIONAL UNIVERSITIES

University of California, Santa Barbara



UCSB



University of California, Santa Barbara (UCSB) is a public institution founded in 1909. It has a total undergraduate enrollment of 23,181, its setting is suburban, and the campus size is 989 acres. UCSB is ranked 5th among public universities and 30th overall by *US News and World Report* (2019).

Boasting six nobel laureates on faculty and ranked eighth in the world for its impact on the sciences,* UCSB is integral to the Goleta community and its largest employer. Students graduating with degrees in engineering and computer science frequently stay in the area to work for local businesses or start their own.

UCSB encompasses five schools and colleges offering over 200 majors. Graduate programs at UCSB include the highly ranked College of Engineering. The Gevirtz Graduate School of Education and Donald Bren School of Environmental Science and Management are other notable graduate schools at UCSB. Undergraduates can apply for the College of Creative Studies, which emphasizes focused studies in one of eight disciplines: art, biology, chemistry and biochemistry, computer science, literature, mathematics, music composition or physics.

** Ranked #8 of 750 universities worldwide in 2014 by the Centre for Science and Technology Studies of Leiden University.*

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The City of Goleta

Conveniently located just 8 miles from Santa Barbara, the city of Goleta is nestled between a backdrop of majestic mountains and sprawling coastal bluffs. Home to beautifully-designed business parks, safe and family-oriented neighborhoods, and a world-class university, Goleta is one of California's premier locations for businesses.

Hollister Avenue serves as a central corridor of Goleta, hosting a variety of blooming businesses in the research, development, medical, and technical fields such as Raytheon, Citrix, and Medtronic. The Santa Barbara Airport, convenient for use by the surrounding companies, runs adjacent to Hollister Avenue.

Perhaps the best indication of Goleta's appeal as a place to do business is the array of companies that are investing in the community – literally – by buying property for their own local operations. Deckers Outdoor Corporation recently built new international headquarters at Cabrillo Business Park. Raytheon, FLIR, Citrix Online and Karl Storz Imaging are other successful companies that own facilities in Goleta.



CITY SUMMARY

INCORPORATED:	February 1, 2002
SIZE:	Appx. 8 square miles
POPULATION:	32,376
HOUSEHOLDS	12,137
AVERAGE HOUSEHOLD INCOME	\$148,682

Source: Esri 2025



GOLETA VALLEY COTTAGE HOSPITAL

Located at the corner of Hollister and Patterson avenues, Goleta Valley Cottage Hospital has recently undergone a complete, \$126 million rebuild and expansion. A new 50,000 SF medical office building was also constructed next to the Hospital.



REBUILD OPEN: August 2015
ANNUAL ADMITTANCE: 1,500 patients
ANNUAL EMERGENCY VISITS: 18,000
BEDS: 80

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MARKET OVERVIEW

Market Overview

The South Coast commercial sales market recovered momentum in Q2, recording 20 sales totaling \$74.6 million, compared to just 11 transactions totaling \$29.8 million in Q1. While deal volume is still down compared to recent boom years, the upshift in Q2 reflects a steady flow of owner-users, select high-value transactions, and disciplined investor participation. In a market shaped primarily by interest rate pressure, transactions are still happening, particularly in lower price ranges, with owner-users and local investors stepping in where institutional buyers have pulled back.

After surging during the post-COVID run-up in 2021-22, sales activity decreased profoundly in the years since, primarily in response to higher interest rates. This year's 31 transactions at midyear is only 9% below the 5-year average, though dollar volume is down 49%.

Now that we are more than two years into this cycle, its features have become familiar. High-leverage buyers are scarce, and there's a clear pivot toward properties that align with long-term strategy—owner-occupancy, redevelopment, or cash-flow durability.

OFF-MARKET ACTIVITY SIGNALS STRATEGIC DEMAND

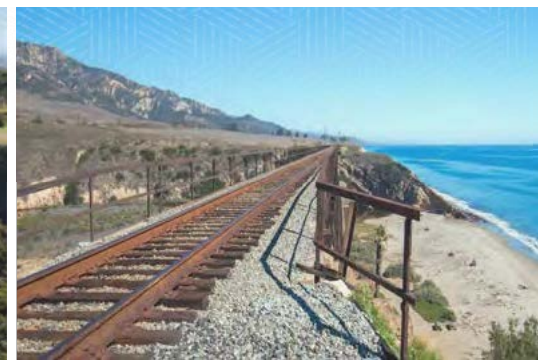
A standout trend in 2025 is the sheer volume of transactions happening off-market. Through midyear, 21 of 31 closed deals, or 68%, were completed off-market, representing 77% of total dollar volume. That's a substantial increase from historic norms, where off-market transactions typically accounted for 45% of the sales. With more than \$79 million changing hands outside the public listing process, it's clear that relationship-driven deals are essential to this cycle.

In a market defined by price sensitivity and underwriting caution, off-market sales offer discretion to sellers and speed to buyers. They also reflect latent demand: buyers who are engaged, well-capitalized, and ready to move when the right opportunity surfaces.

WHO'S BUYING

Elevated interest rates continue to weigh heavily on sales activity. With the federal funds rate holding at 4.3%, debt-dependent acquisitions remain constrained.

For investors, risk-adjusted returns remain challenging to achieve with current financing costs, so the focus has narrowed to assets with predictable income, redevelopment upside, or exceptional locations. In the South Coast's largest commercial sale year to date, the flex/R&D building 326 Bollay Dr in Goleta traded for \$15.8M to an investor buyer. The building's existing long-term lease to Redwire Space and location in the thriving tech and engineering corridor were key selling points.



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