FOR LEASE: PREMIER STATE STREET & PASEO NUEVO LOCATION

Turn Key Restaurant & Retail Opportunities in the Heart of Downtown Santa Barbara

Santa Barbara, CA 93101



PROPERTY DETAILS

- Paseo Nuevo is a 458,971 square foot, open-air shopping and dining destination, accounting for one third of retail and restaurant leasable area
- Tenants here include Zumiez, Skechers, Tilly Timms, Caje Coffee Roasters, and Sunglass Hut
- 575 center parking spaces and over 1,100 nearby parking structure spaces
- Average restaurant sales here do in excess of $1,000 per square foot annually

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PROPERTY HIGHLIGHTS

Highlighted by the Spanish architecture and open air paseos, the Pavilion at Paseo Nuevo serves as the center of Downtown Santa Barbara. Originally opening in 1990, the Pavilion at Paseo Nuevo boasts a mix of entertainment, retail and restaurant tenants. The Pavilion at Paseo Nuevo mixes both local and national, retailers and restaurants like Zumiez, California Pasta, 805 Boba, Footlocker and more.



02 – The Pavilion at Paseo Neuvo courtyard



01 – State Street frontage

DEMOGRAPHIC INFORMATION

Population
3 miles: 88,603
5 miles: 110,934
10 miles: 180,624

Total Households
3 miles: 34,718
5 miles: 44,877
10 miles: 65,608

Avg. Household Income
3 miles: $94,942
5 miles: $98,250
10 miles: $97,227

Estimated 5 million shoppers per year.

- 416,000 shoppers per month—96,000 shoppers per week.
- 58% of shoppers reside in the area.
- Ages 18–34 make up 52% of shoppers.
- 84,000 office population within 3 miles.

7.2 million visitors spend an estimated $1.9 billion every year in Santa Barbara.

- 35% of visitors are from outside the trade area.
- 13% are considered “visitors/tourist.”
- Over 100,000 cars travel past per day.

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12 W DE LA GUERRA STREET

- 1,893 square feet
- $4.50 NNN ($1.55)
- Corner restaurant space with outdoor patio

805 STATE STREET

- 2,858 square feet
- 23 ½ feet of frontage on State
- $6.00 NNN ($1.59)
- For Lease as Pop-Up store only

811-E

- 766 square feet
- $8.00 NNN ($1.80)
- Turn-key restaurant space with hood and walk-in fridge

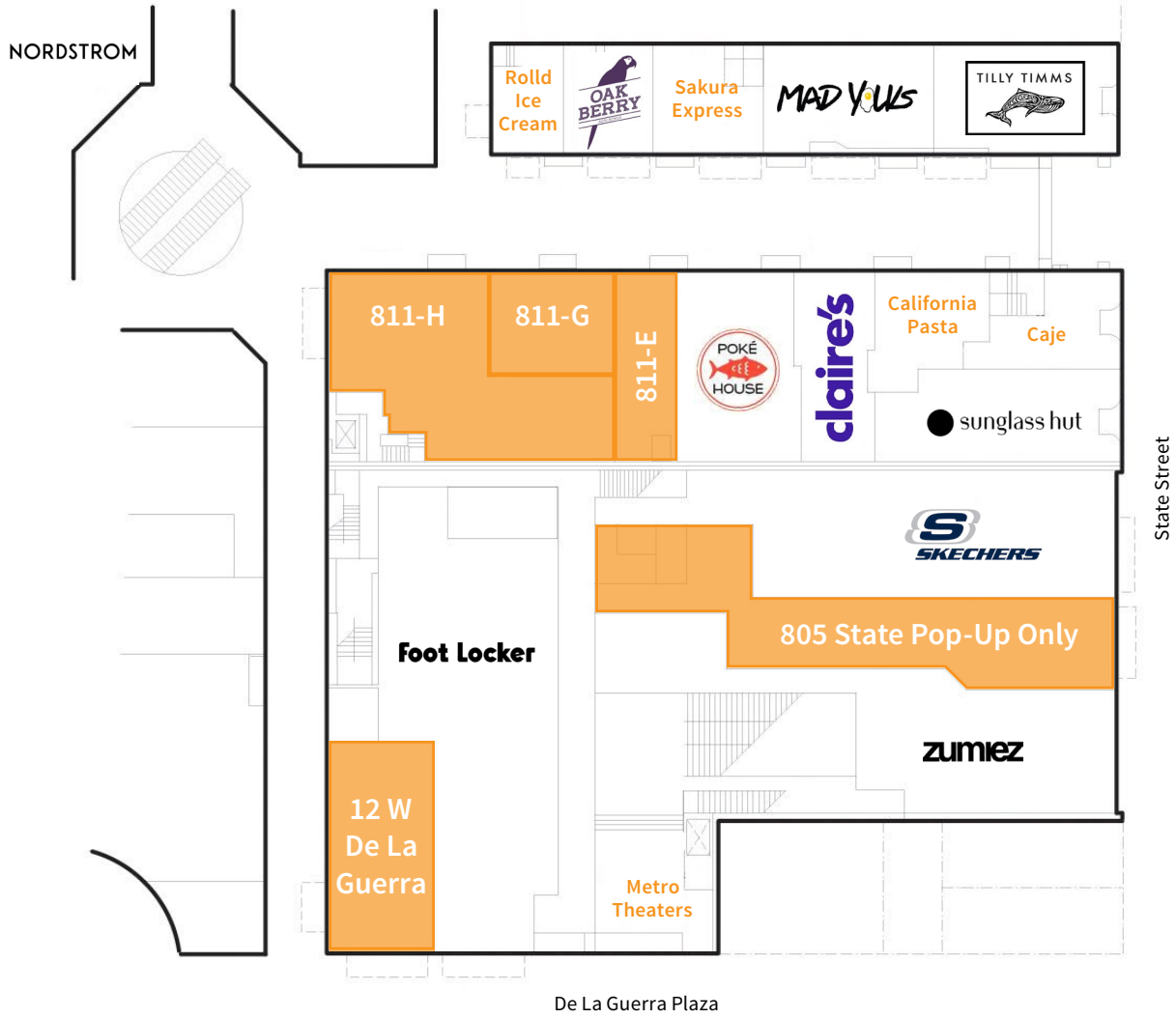
811-G

- 803 square feet
- $5.00 NNN ($1.80)
- Can be combined with 811-E or 811-H

811-H

- 2,400 square feet
- $4.50 NNN ($1.71)
- Dual window lines, adjacent to parking escalator with excellent visibility

SITE PLAN



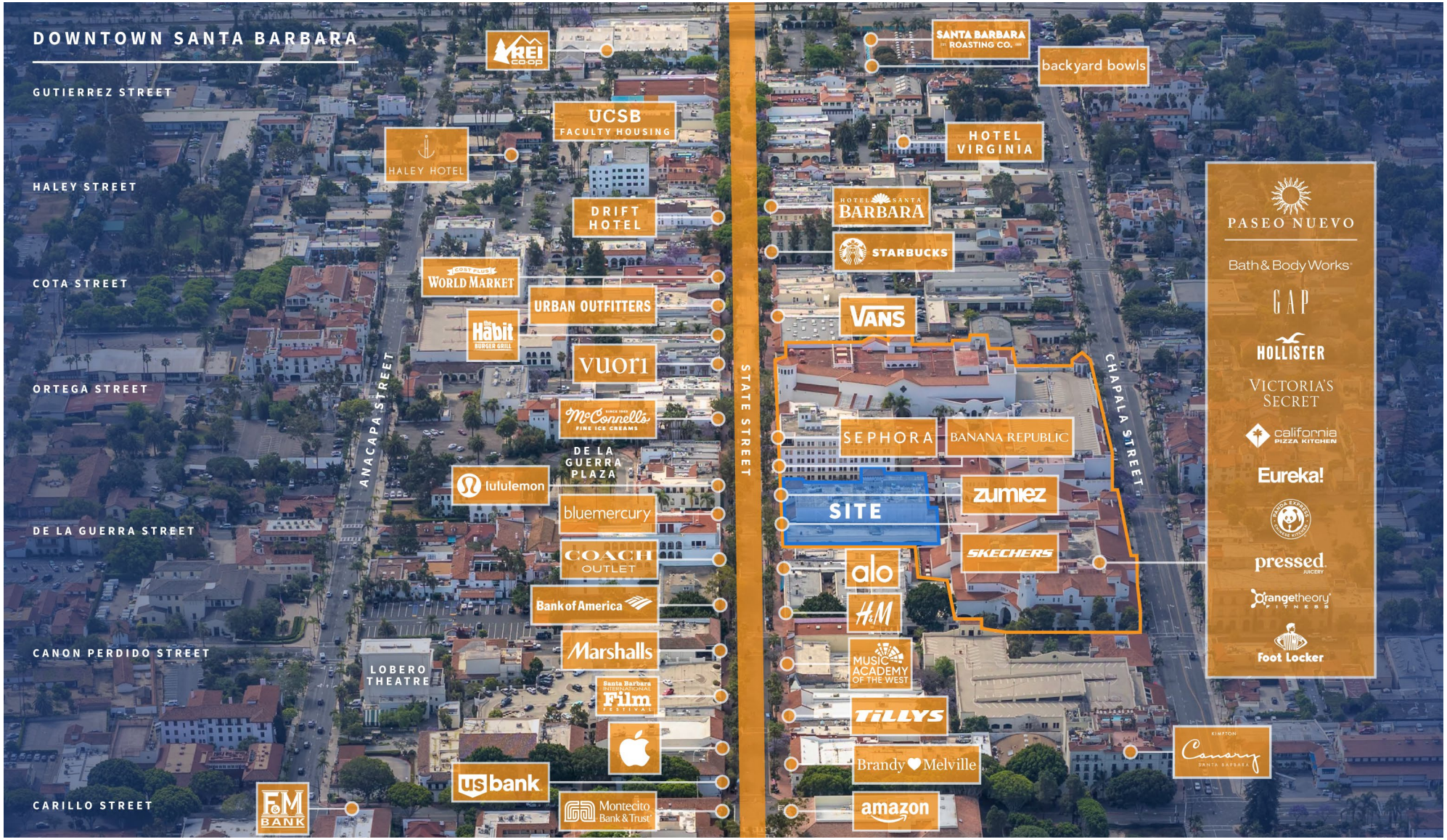
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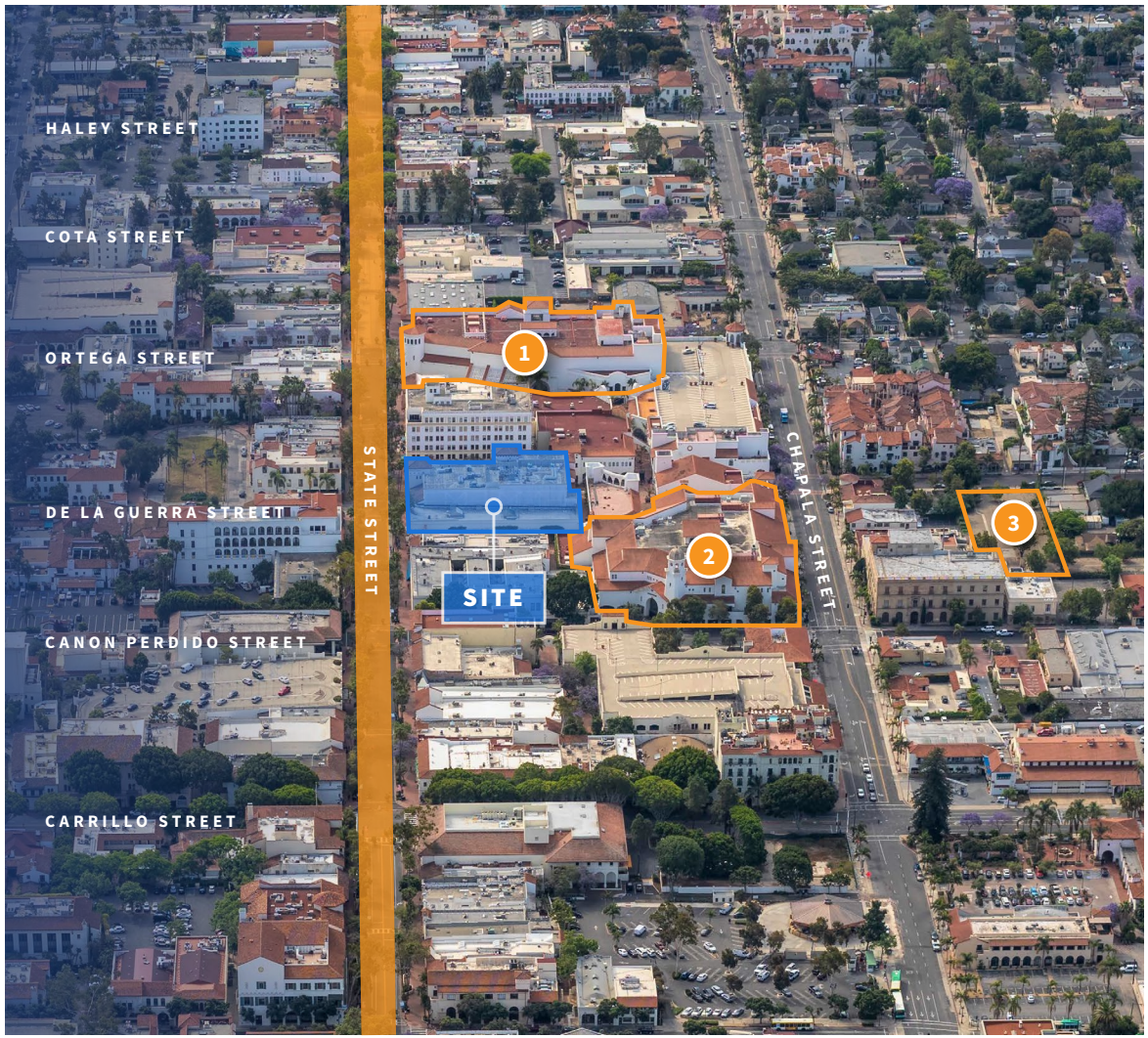
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New Developments to Reinvigorate Downtown



1 YARDI SYSTEMS CORPORATE HEADQUARTERS

Former Macy's Building | 701 State Street

Santa Barbara's own Yardi Systems one of the world's leading real estate software companies—is relocating its corporate headquarters to the vacant Macy's building at Paseo Nuevo. With hundreds of employees arriving daily and a $100 million combined investment across both Paseo Nuevo projects, these are exactly the lunch crowds, after-work diners, and daily shoppers that drive sustained retail and restaurant sales. Notably, the building will have no cafeteria or on-site gym—by design, ensuring employees patronize the surrounding businesses daily.

City Council approved | Construction estimated to begin in 2027

2 817 STATE - NEW DOWNTOWN RESIDENCES

Former Nordstrom Building | 817 State Street

The iconic Nordstrom building is being transformed into 80–112 new rental residences through an adaptive reuse that preserves its landmark Spanish Colonial architecture. Future residents will live steps from State Street's shops and restaurants, bringing a built-in customer base to the neighborhood seven days a week.

City Council approved | Construction estimated to begin in 2027

3 102 W. DE LA GUERRA - NEW DOWNTOWN RESIDENCES

102 West De La Guerra Street

An Investec development bringing 44 new apartment units to the heart of downtown Santa Barbara. The five-story building is located in the city's Central Business District within the Priority Housing Overlay, steps from State Street and De La Guerra Plaza. The project is set to be complete in Q4 2027 and represents a meaningful addition to down-town's growing residential base.

Sources: City of Santa Barbara, Office of the City Administrator, June 2026 | SantaBarbaraCA.gov

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