# OFFERING MEMORANDUM

## 3735 SANTA CLAUS LANE CARPINTERIA, CA 93013

## OCEANFRONT DEVELOPMENT PARCEL SOUTHERN CALIFORNIA COASTLINE $4,200,000



BERKSHIRE HATHAWAY HomeServices | California Properties

COMMERCIAL DIVISION




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## Rare Beachfront Development Parcel in Greater Santa Barbara Area

**With 175' of Pacific Ocean frontage, 3735 Santa Claus Lane is one of the few remaining small-scale coastal California beachfront development opportunities. Owned by the same family since the 1950's, the parcel is now available at a notably compelling price for the premium and supply-constrained greater Santa Barbara area sub-market. This offering represents the last vacant lot on Santa Claus Lane - a famous local laid-back surf-vibe long-block strip of restaurants, retail and residential, located between the prestigious 8-figure oceanfront estates of Padaro Lane and the town of Carpinteria. The 20,000+/- SF lot is zoned C-1 to support multiple commercial and residential spaces, with astounding unobstructed front-row views of the Pacific Ocean, and access via a railroad crossing to an idyllic sunny Southern California public beach.**

**A mixed-use build-out can be supported by profitable proof-of-concept precedent in the adjacent already-developed properties. Alternatively, an end-user residential buyer/investor may consider keeping a portion or all of the residential component of the project for themselves, or re-imagine the entire parcel as a grand residential oceanfront estate. Review the Land-Use/Zoning page of the Offering Memorandum for a sampling of documents relating to development potential, or contact listing agent for more details about the development/ entitlement process and recommendations for 3rd party consultants.**

**Address:** 3735 Santa Claus Lane, Carpinteria, CA 93013

**Parcel Number:** 005-450-014

**Jurisdictions:** County of Santa Barbara
California Coastal Commission

**Zoning:** C-1 for Coastal Zone Code (County of Santa Barbara)

**Lot Size:** 20,037 square feet / 0.46 acres

**Setback Requirements:** Front Road Centerline 30', Front Right-of-Way 15'
Side Setbacks 10', Rear Setback 10'

**Height Limit:** 15' or 25', to be determined based on view corridors

**Other Limitations:** View corridor requirements, TBD

# AREA MAP

## 3735 SANTA CLAUS LANE
## CARPINTERIA, CA 93013





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# VICINITY MAP

## 3735 SANTA CLAUS LANE
## CARPINTERIA, CA 93013



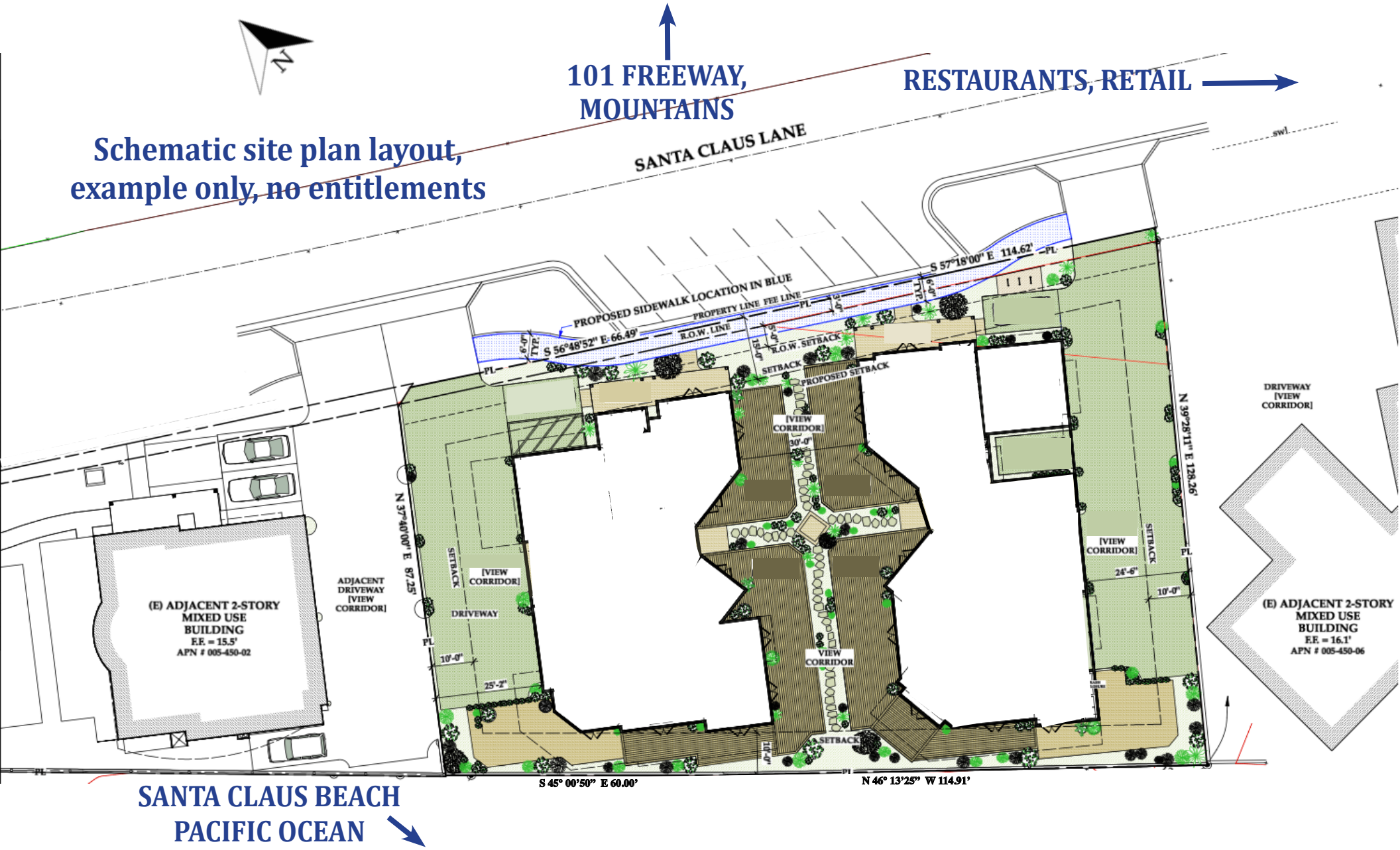


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# SITE PLAN

## 3735 SANTA CLAUS LANE
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**Schematic site plan layout, example only, no entitlements**





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## LAND-USE / ZONING

As one of the few remaining premier Southern California oceanfront development sites, 3735 Santa Claus Lane offers the next owner numerous possibilities for a build-out for development profit, personal use, or a combination of both. As with any development opportunity with significant upside in an A+ location, a buyer is advised to carefully review with a professional consultant the development potential and possible obstacles for this parcel. There are no existing entitlements nor any current development proposals being actively pursued. Note the adjacent relatively recently-built developments on either side of the property as a potential guideline. As a starting point, below are links to some of the documents accumulated by the property sellers during a recent period of development exploration. The property Seller is not a developer but instead a family who have owned the land for 70+ years; the family initially explored development ideas for personal use divided among several family members, before deciding on a property sale.

- C-1 ZONING CODE (for the Coastal Zone)
- PENDING COASTAL ZONE GENERAL AMENDMENTS (February 2026)
- PENDING COASTAL ZONE HOUSING AMENDMENTS (January 2026)
- SELLER CONCEPT SITE PLAN FROM 2023 (shows adjoining existing 2017 development for comparison)
- COUNTY PLANNING CONSULTATION MEMO (November 2023)
- PHASE II ENVIRONMENTAL LETTER FROM COUNTY HEALTH (March 2020)
- OVERNIGHT VISITOR APPROVAL LETTER (May 2018)
- OVERNIGHT VISITOR SERVING LAND-USE PERMIT (June 2018)

# PHOTOS

## 3735 SANTA CLAUS LANE
## CARPINTERIA, CA 93013



Direct ocean view from parcel



Beach right behind the parcel



View to Montecito and mountains



Coastline towards east, Carpinteria

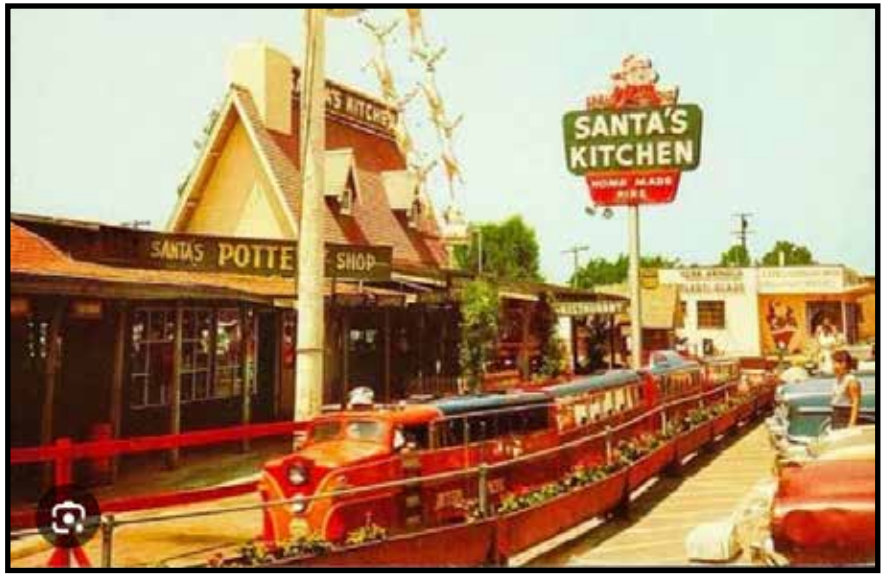


Coastline towards west, Santa Barbara

**Santa Claus Lane's history started in 1948 with a block of Christmastime-themed roadside shops, before Highway 101 was built in the area. When the highway was finished in 1955 to bypass the road, Santa Claus Lane remained as a freeway exit attraction and expanded over the years as more of a general retail strip. The lane now encompasses a fun and eclectic laid-back mix of eateries, retail, an event venue, park areas and now mixed-use developments offering a bit of a residential component to the beachfront enclave.**

**In its prime Southern California oceanfront location, nestled between 8-figure coastal residential estate communities, this unique mini-community is ready for its final development piece to come into place at 3735 Santa Claus Lane.**




**Santa Claus Lane then . . .**















**. . . and Santa Claus Lane now**

Given the scarcity of oceanfront vacant parcels in the greater Santa Barbara area, along with the variation of development potential within those few parcels, looking at comparable sales of vacant parcels may not be a best approach to arriving at a value estimate for 3735 Santa Claus Lane. A prospective buyer may prefer to analyze the highest-and-best development potential and its potential value, and work backwards to a vacant parcel value as the parcel stands today using comparable sales of built-out properties.

Within the geographic zone between Santa Barbara and Carpinteria, there have been several oceanfront residential condominium and small residential single-family sales to use as a basis for comparison for the portion of a development which is residential (required to be under 50% of the square footage). These sales have typically ranged from $2500/SF to $3500/SF. The 50%+ component of a development which would be built out as a commercial use is harder to evaluate because of the many varied potential commercial uses. A buyer would need to evaluate their highest-and-best commercial use, which could include overnight visitor-serving accommodations. The zoning may also allow a single residential estate home, of which there could be oceanfront sale prices to compare with in the immediate vicinity of Santa Claus Lane between Padaro Lane and Sand Point Lane. The adjacent development to the west was built out and sold new in 2017 and 2018, to use as potential data points with the appropriate time-value adjustments.

An appraisal was performed to determine the value of 3735 Santa Claus Lane as of September 2020, for purposes of an intra-family transfer, the appraised value was listed as $4,350,000. Here is a link to the appraisal summary page:



APPRAISAL VALUE SUMMARY
(September 2020)

Buyers and their representatives to satisfy to their own satisfaction all information provided in this Offering Memorandum and any other marketing materials related to this property listing. Seller, Seller's Broker and Seller's agent make no guarantees as to the accuracy of any of this information, or if accurate today, there is no guarantee as to its accuracy in the future.



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