

28955  
**PC**  
PACIFIC COAST HIGHWAY  
MALIBU • 90265

An Irreplaceable Signalized Hard Corner  
on the *Malibu Coastline*



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TABLE OF CONTENTS —

04

Executive Summary

18

Location Overview

08

Investment Highlights

28

Financial Overview

12

Floor Plans

26

Demographics

EXECUTIVE SUMMARY

# A Trophy Coastal Asset with a Defined Path to Value Creation

## Request for Offers

PROPERTY HIGHLIGHTS

**\$203,300** Average Household Income - 1 Mile

**29,795** Vehicles Per Day

**3.625%** FIXED  
Assumable financing through January 2031

Building Size	15,991 SF
Lot Size	18,682 SF
Year Built / Renovated	1987/2019
Parking	42 Spaces (2.63 / 1,000)
Occupancy	57%
Assumable Loan Balance	\$3,019,523
Zoning	C1-2

EXECUTIVE SUMMARY

# The Signalized Hard Corner of Pacific Coast Highway and Kanan Dume Road

A 57% leased coastal asset with a clear path to stabilization, or to occupancy at a trophy Malibu address

## The Address

The Property occupies the Southwest signalized intersection of Pacific Coast Highway and Kanan Dume Road, with frontage, visibility, and access along one of California’s most recognized coastal arterials. Combined traffic counts exceed 29,795 vehicles per day, and the signal itself drives stopped-vehicle exposure that unsignalized locations cannot match. Signalized hard assets on the Malibu coastline are effectively a fixed supply.

## The Submarket

Malibu is the most supply-constrained commercial market in coastal Southern California. The City maintains a deliberately restrictive entitlement environment, the coastline’ geography limits where commercial development can physically occur, and new construction has been minimal for a generation. The result is a finite inventory of well-located commercial assets and durable barriers to entry that protect long-term value

## The Trade Area

Coastal Malibu is one of the most affluent and established trade areas in California, with average household incomes exceeding \$203,000 within one mile and a permanent customer base built around lifestyle, wellness, hospitality, and luxury retail. Malibu Country Mart, Soho House, Nobu, Kith, Whole Foods, and Pepperdine set the standard for tenancy, rent, and customer base on this corridor.



Zuma Beach



PAVILIONS   STARBUCKS COFFEE   Speedway

UNITED STATES POSTAL SERVICE   CHASE   LE CAFE DE LA PLAGE MALIBU

LA NENA CANTINA   MALIBU EYE CENTER

Leo Carillo State Beach



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KANAN DUME RD

INVESTMENT HIGHLIGHTS

# The Investment *Case*

## *The Corner*

### *A Signalized Hard Corner on Pacific Coast Highway.*

The Property anchors the signalized intersection of Pacific Coast Highway and Kanan Dume Road, with combined traffic counts exceeding 29,795 vehicles per day. Signalized hard corners on the Malibu coastline are effectively a fixed supply.

### *A Supply-Constrained Submarket.*

Malibu is among the most development-restricted commercial markets in California. Stringent entitlements and minimal new construction create durable barriers that protect long-term value.

## *The Upside*

### *The Gap Between 57% and Stabilized..*

In-place income reflects a partially leased building. Stabilized income upon lease-up of the four vacant suites, totaling roughly 6,750 SF, materially exceeds the in-place run rate

### *Dual Path to Value.*

An investor leases to market and reprices the income stream. An owner-user occupies the thirdfloor and anchors a trophy Malibu address. Few assets in this submarket can credibly be underwritten both ways

## *The Risk Reducers*

### *Assumable, Below-Market Debt.*

An assumable Standard Insurance loan at 3.625% fixed, with a balance of approximately \$3.02million fixed through January 2031, improves levered cash flow through the lease-up period.

### *A Renovated Building, Capex Behind It.*

Comprehensively renovated in 2019 and meaningfully upgraded under current ownership since 2021. The structural work is done at a high level, with high-end interior finishes that attract a premium tenant base aligned with the Malibu submarket.

INVESTMENT HIGHLIGHTS

# An Irreplaceable, *Supply-Constrained Malibu Corner*



## The Corner

Signalized hard corner at PCH and Kanan Dume Road. 29,795 vehicles per day. A position that cannot be reproduced.

## The Submarket

A fixed supply of signalized coastal corners. Average household income above \$203,000 within one mile.



## The Building

Renovated to a finish quality the Malibu submarket actual demands. High-image, low-deferred maintenance, lease-up ready..

INVESTMENT HIGHLIGHTS

# In the company of *Malibu's most recognized addresses*

The Property Sits Within the *Malibu Retail and Lifestyle Corridor* Anchored by *Country Mart, Soho House, Nobu, Kith, Whole Foods, and Pepperdine*, a Trade Area Where the Neighbors Set the Standard for *Tenancy, Rent, and Customer Base*

PEPPERDINE UNIVERSITY

MALIBU COUNTRY MART  
KITH  
WHOLE FOODS MARKET  
TESLA  
THE PARK AT CROSS CREEK MALIBU  
MALIBU VILLAGE

GEOFFREY'S MALIBU

Paradise Cove Beach

COUNTY OF LOS ANGELES FIRE DEPARTMENT

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GRAVINA MALIBU

PRIVÉ MALIBU

7.8 MILES

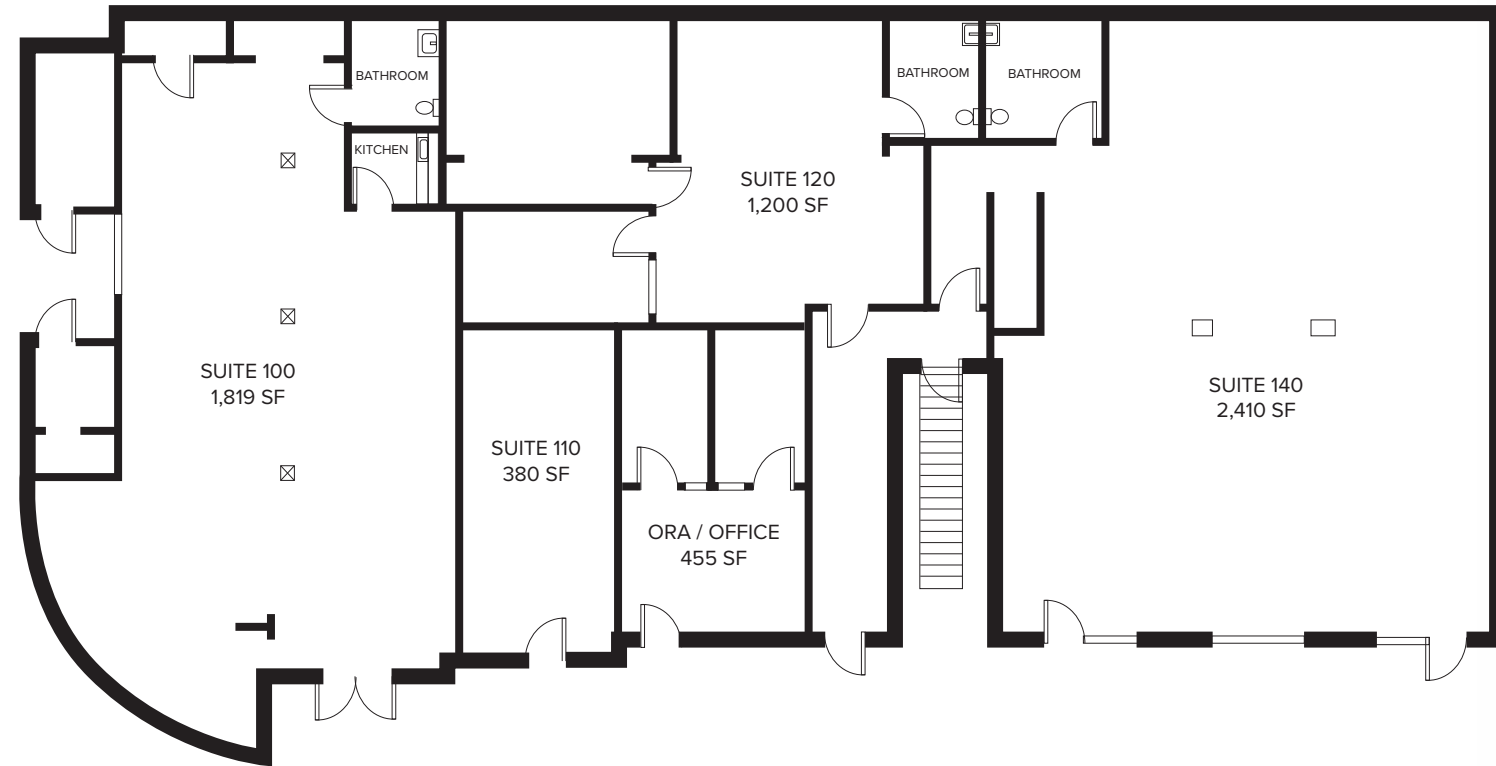
**MALIBU  
COUNTRY MART**  
john varvatos FREDERICM  
*for all mankind* CUYANA

THE PARK AT CROSS CREEK  
M  
LA CA  
P  
MALIBU

**MALIBU**  
VILLAGE

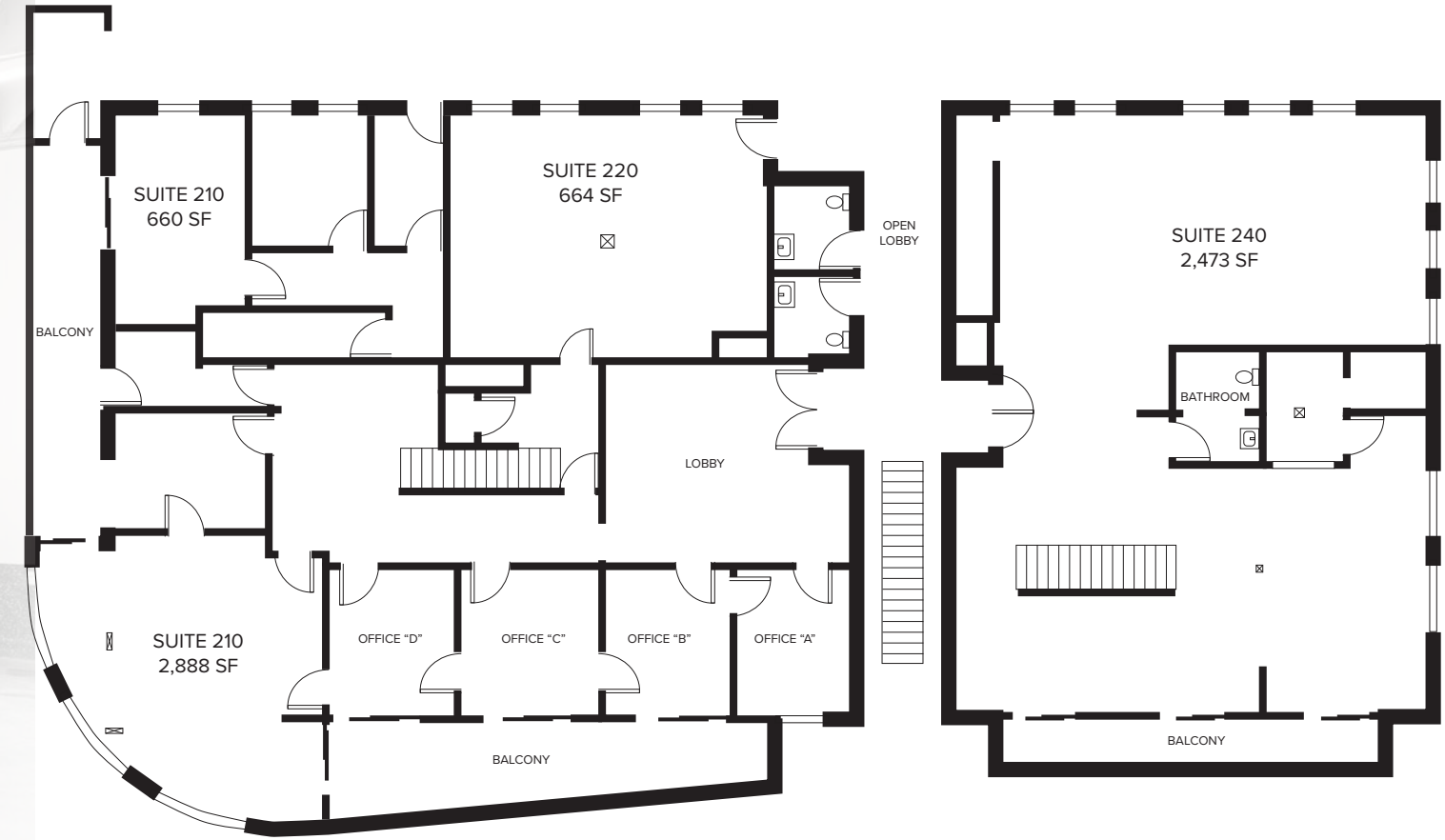
 **Fred Segal**

# Floor Plan: *First Floor*



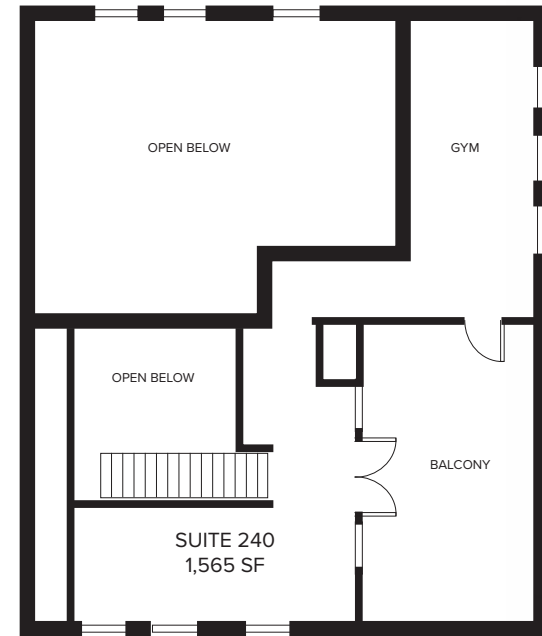
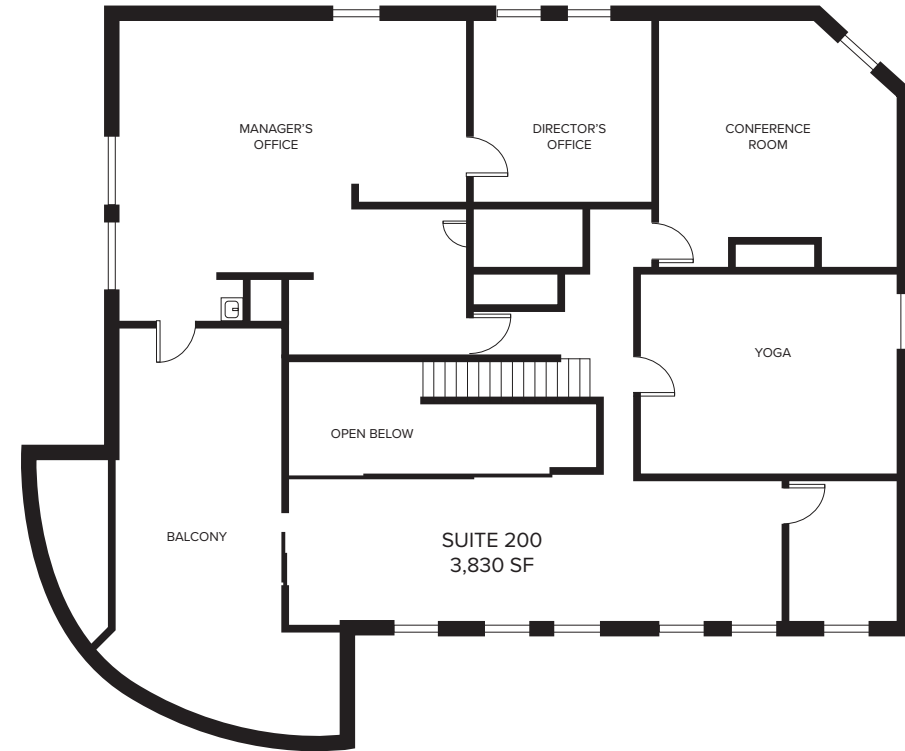
INVESTMENT HIGHLIGHTS

# Floor Plan: *Second Floor*



INVESTMENT HIGHLIGHTS

# Floor Plan: *Third Floor*



INVESTMENT HIGHLIGHTS

Parking: *42 Parking Spaces*

*2.63/1,000 SF Parking Ratio*





LOCATION OVERVIEW

# Luxury, Coastal Lifestyle

## The Pacific Coast Highway Corridor

Pacific Coast Highway is the defining commercial and transportation spine of Malibu, a premier coastal arterial carrying more than 29,000 vehicles per day past the Property and connecting Malibu to Santa Monica, Pacific Palisades, and Ventura County. Frontage along PCH delivers a level of exposure and brand visibility that is highly valued by retail, service, and office tenancy. The subject Property's position at the signalized intersection with Kanan Dume Road further enhances this exposure, as the signal generates consistent stopped-vehicle visibility and positions the asset at a natural decision point for both coastal and inland traffic.

## Signalized Intersection and Regional Connectivity

The intersection of Pacific Coast Highway and Kanan Dume Road is one of the most strategically important crossroads in Malibu. Kanan Dume Road is a primary connector between the coastline and the inland communities of the Santa Monica Mountains, including Agoura Hills and the greater Calabasas area, channeling

traffic between PCH and the 101 corridor. The Property's location at this junction provides strong access and connectivity, drawing from both the affluent coastal population and the substantial inland commuter base that passes through the intersection daily.

## Affluent Coastal Demographics

The trade area surrounding the Property is exceptionally affluent and well-established. Average household incomes exceed \$191,000 within one mile, \$193,000 within three miles, and \$194,000 within five miles, while the population base, though geographically constrained by Malibu's low-density character, is high in spending power and stable in composition. This combination of high income and durable demand directly supports the lease-up thesis: the surrounding customer base has both the means and the inclination to support premium retail, professional, wellness, and service tenancy, making the Property's vacant suites genuinely leasable to quality users at market rents.

## Malibu, California

Malibu is one of Southern California's most affluent and supply-constrained coastal submarkets, characterized by a finite inventory of commercial real estate, high barriers to entry, and consistent demand for well-located retail and office space. The market's defining characteristic is scarcity: the City of Malibu maintains a deliberately restrictive development environment, and the coastline's geography limits the supply of viable commercial corners. For a buyer, this means competing supply is not a meaningful long-term risk, and a high-visibility, signalized corner such as the subject Property occupies a position that cannot be readily reproduced.





MAESTRO'S



MALIBU FARM

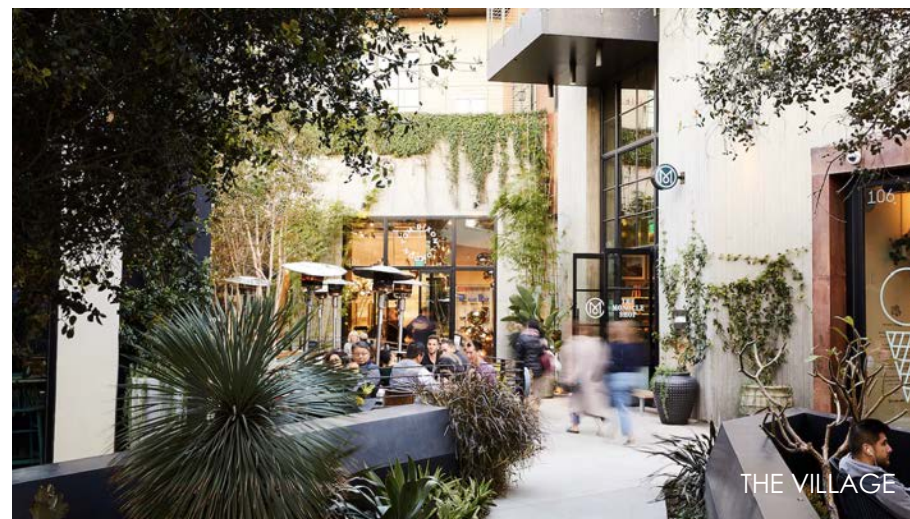
## Artistry. *Sophistication.* Exclusivity.

Beyond its residential appeal, Malibu offers a sophisticated cultural scene. High-end boutiques, art galleries, and gourmet restaurants line the Pacific Coast Highway, catering to residents and visitors who appreciate fine dining, unique shopping experiences, and local artistry. Whether exploring contemporary exhibits, attending intimate live music events, or dining with an ocean view, the city provides a refined yet relaxed atmosphere.

Wellness is a key part of Malibu's identity. The community places a strong emphasis on healthy living, with numerous yoga studios, wellness retreats, and organic markets offering fresh, locally sourced products. Residents embrace an active lifestyle, taking advantage of the area's scenic hiking trails, pristine beaches, and year-round outdoor activities.



*“Where exclusivity meets breathtaking natural beauty in a relaxed yet sophisticated setting”*



THE VILLAGE



SOHO MALIBU



# Malibu, California

Nestled along Southern California's iconic shoreline, this coveted destination attracts celebrities, entrepreneurs, and those drawn to its serene yet glamorous way of life. With its international acclaim and deep local admiration, Malibu is where Hollywood prestige seamlessly blends with the rhythm of the ocean.



MALIBU COUNTRY MART



FRED SEGAL



“Malibu is the epitome of coastal luxury, where exclusivity meets breathtaking natural beauty in a relaxed yet sophisticated setting.”



KITH



THE POINTE MALIBU

# Malibu Submarket - *Strong Demographics & Consumer Fundamentals*

## POPULATION



**11,000**

Total Population within a 5-mile radius



**38.4**

Median Age within a 5-mile radius



**49.4%**

Male



**50.6%**

Female

## EDUCATION

3 mile 2023 % of Population



**10.4%**

Some High School



**14.8%**

Some College



**36.3%**

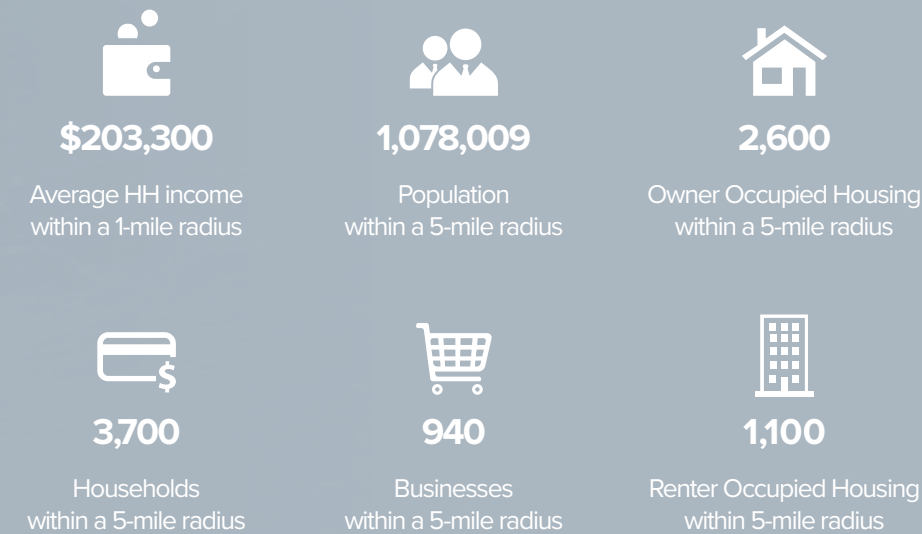
Bachelor's Degree

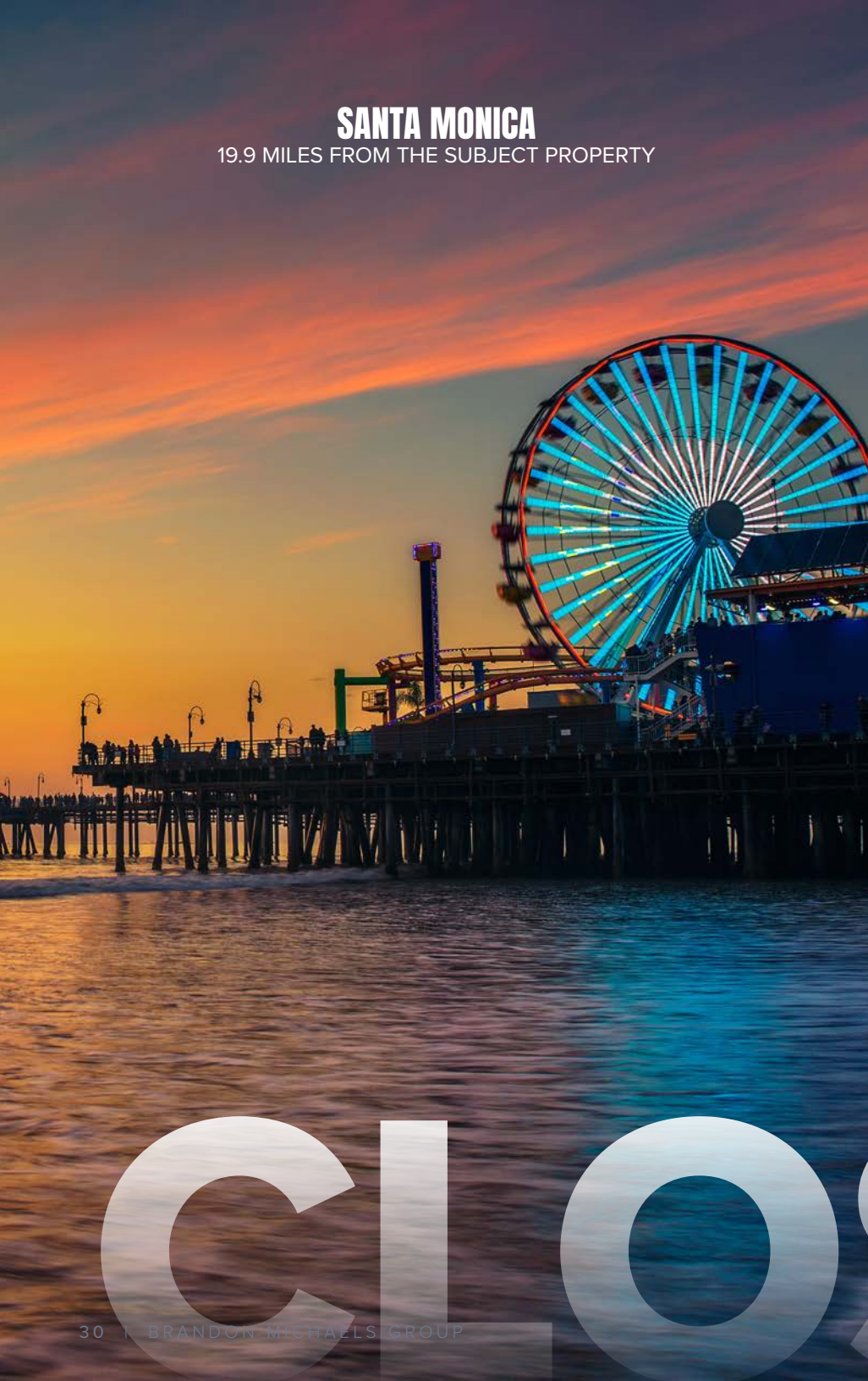


**32.4%**

Graduate Degree

Demographics	1 Mile	3 Mile	5 Mile
Population	1,300	6,100	11,000
Households	600	2,000	3,700
Average Household Size	2.2	2.3	2.3
Median Age	51.1	35.6	38.4
Owner Occupied Households	380	1,400	2,600
Renter Occupied Households	220	600	1,100
Average Household Income	\$203,300	\$196,000	\$193,400
Median Household Income	\$209,800	\$193,600	\$184,900
Businesses	470	790	940





### SANTA MONICA

19.9 MILES FROM THE SUBJECT PROPERTY

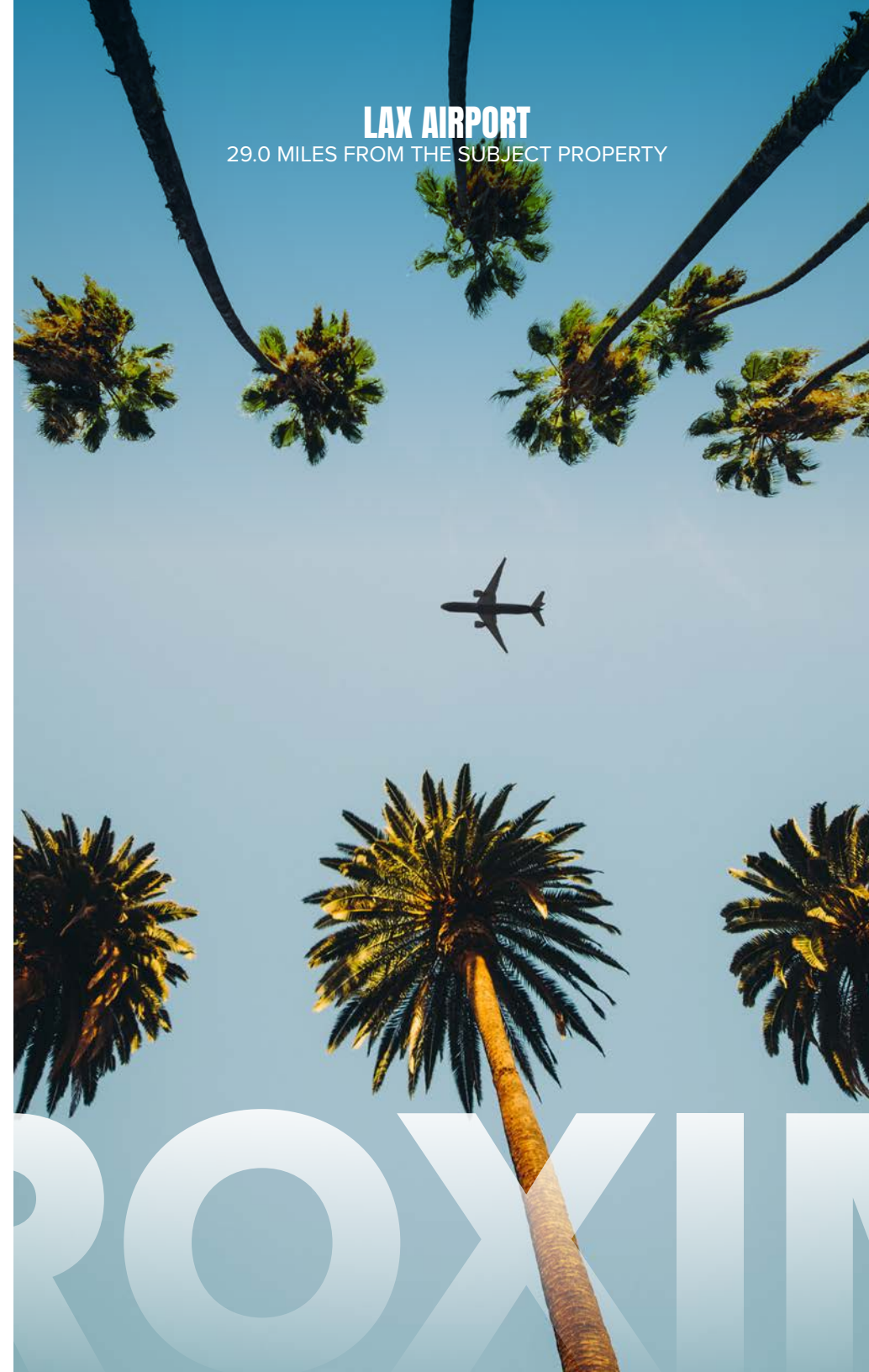
# CLOS



### CALABASAS

13.5 MILES FROM THE SUBJECT PROPERTY

# SEPR



### LAX AIRPORT

29.0 MILES FROM THE SUBJECT PROPERTY

# ROXIN



### HOLLYWOOD

33.9 MILES FROM THE SUBJECT PROPERTY

# WAY

# Assumable *Below-Market Fixed-Rate Financing*

The Property is encumbered by an assumable loan with Standard Insurance Company, fixed at 3.625% with 25-year amortization and an approximate balance of \$3.02 million, fixed through January 31, 2031. In the current rate environment, the ability to assume long-term, sub-4% fixed-rate debt is a significant and quantifiable benefit that enhances levered returns and provides cost certainty through the value-creation period.

## What is the Loan Worth

Current Debt Service	Market Rate Comparison	Savings Through 2021	Fixed-Rate Runway
\$17,758/mo; \$213,096 Annually	3.625% vs ~6.50%	~\$157,000	~5 years through January 2031

## Loan Summary

Lender	Standard Insurance Company
Original Loan Amount	\$3,500,000
Current Balance	~\$3,019,523
Interest Rate	3.625% fixed
Amortization	25 Years
Monthly P&I	\$17,758
Fixed Through	January 2031
Maturity	February 2046

## Assumption Mechanics

**Lender Approval · Underwriting Required**  
Standard Insurance underwrites the assuming borrower against its prevailing standards. Related-party transfers are permitted for a flat \$1,000 fee.

**Third-Party Assumption Fees**  
1% assumption fee plus 1% servicing fee, payable at closing.

**Recourse**  
Partial recourse limited to 25% of outstanding balance, plus standard non-recourse carve-outs (fraud, waste, environmental, misapplied funds).

## What Happens at the Rate Reset

The 3.625% rate is fixed through the first rate adjustment date of approximately February 2031. At that date, the Lender notifies the Borrower 120 days in advance of the new rate, which is set at the Lender's then-prevailing rate for similar loans on comparable properties.

### Accept The New Rate

Loan continues with monthly P&I; recalculated to amortize over the remaining term. Partialprepayment permitted at reset (minimum \$150,000 balance retained).

### Reject the new rate

Loan is repaid in full at the reset date with no prepayment fee. Provides a built-in refinancing window at no penalty.

## Other Key Terms

### Pre-Payment

Prepayment in full with 30 days' notice, subject to the greater of 1% of principal or yield-maintenance. Open at par in the final 90 days before maturity.

### Default & Late Charges

Default rate is the note rate plus 4%, capped at the maximum legal rate. Standard late-payment charges apply per loan agreement.

### Governing Law

California. Full loan documents available in due diligence; this summary is for marketing purposes only and is not a substitute for the underlying agreement.

FINANCIAL OVERVIEW

# The Path from In-Place to Stabilized

The Property is offered with established in-place tenancy and a clear lease-up runway. Stabilization more than doubles net operating income

57% LEASED

43% LEASE-UP

In-Place NOI

**\$262,448**

Lease-Up Income

**\$334,735**

Stabilized NOI

**\$597,183**

Unit #	Tenant	SF	Floor	%	Lease Start	Lease Expiration	Rent	Rent/SF	Options
100	Vacant	1,600	1	10%			-	-	
110	Vacant	400	1	3%			-	-	
120	Vacant	1,200	1	8%			-	-	
140	Scratch Golf	2,200	1	14%	5/1/2025	5/31/2029	\$11,550	\$5.25	1 x 3yr, \$15,400/mo
2nd Fl/1st Fl Office	Acadia Malibu	6,834	2	43%	9/1/2025	4/30/2029	\$21,250	\$3.11	1 x 3yr, FMV
3rd Fl	Vacant	3,550	3	22%			-	-	
		<b>15,784</b>		<b>100%</b>			<b>\$32,800</b>	<b>\$3.63</b>	

## In-Place Tenancy

9,034 SF · \$32,800 / mo

### Scratch Golf

\$11,550/mo gross at \$5.25/SF. Through May 2029, with a \$1,100/mo step in May 2026 and one (1) three-year option at \$15,400/mo flat.

Suite 140 · 2,200 SF

### Acadia Malibu

\$21,250/mo gross at \$3.11/SF. Through April 2029, with \$21,890/mo step in June 2027 and one (1) three-year option at FMV.

2nd Floor · 6,834 SF

## Operating Expenses

	Current	Per SF
*Property Taxes @ 1.25%	\$90,173	\$5.64/SF
Management	\$15,744	\$0.98/SF
Insurance	\$29,805	\$1.86/SF
Utilities	\$8,150	\$0.51/SF
Trash Removal & Sweeping	\$5,247	\$0.33/SF
Cleaning & Maintenance	\$11,620	\$0.73/SF
Gardening	\$3,665	\$0.23/SF
Parking Lot Maintenance	\$2,000	\$0.13/SF
Pest Control	\$1,500	\$0.09/SF
Plumbing & Electrical	\$1,196	\$0.07/SF
<b>Total Expenses</b>	<b>\$169,100</b>	<b>\$10.57</b>
Expenses/Sf/Month		<b>\$0.88</b>

\*Current Property Taxes. Property taxes will be reassessed upon a sale.

## Lease-Up Opportunity

6,750 SF · \$28,200 / mo

### Ground Floor Retail

Three move-in ready retail suites at \$4.25 to \$4.50/SF NNN. Combined pro forma rent of \$14,000/mo.

Suites 100 / 110 / 120 · 3,200 SF

### Third Floor Office

Full-floor office at \$4.00/SF FSG. Pro forma \$14,200/mo. Owner-user candidate for the dual-path investor.

3rd Floor · 3,550 SF

Unit #	SF	Floor	%	PF Rent/SF	PF Rent	Lease Type
100	1,600	1	10%	\$4.50	\$7,200	NNN
110	400	1	3%	\$4.25	\$1,700	NNN
120	1,200	1	8%	\$4.25	\$5,100	NNN
3rd Fl	3,550	3	22%	\$4.00	\$14,200	FSG
	<b>6,750</b>			<b>\$4.18</b>	<b>\$28,200</b>	

## Operating Data

	Current	Proforma
Scheduled Lease Income:	\$334,240	\$732,000
CAM Reimbursement:	\$90,745	\$34,283
Effective Gross Income:	\$424,985	\$766,283
Expenses:	\$162,538	\$169,100
<b>Net Operating Income:</b>	<b>\$262,448</b>	<b>\$597,183</b>

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