

PRIME FREEWAY FRONTAGE SITE AVAILABLE FOR SALE OR LEASE



OFFERING HIGHLIGHTS

Lot 9 of San Luis Ranch, a thoughtfully planned community, offers a unique opportunity for a highly visible site from the freeway, centrally located in the highly sought-after area of San Luis Obispo. San Luis Ranch features 580 homes, an additional 299 future units, a 200-room hotel, an organic farm and marketplace, all providing a range of amenities to complement the site. The Prado Road freeway overpass connecting Dalidio Road at San Luis Ranch to Prado Road on the east side of Highway 101, along with other major road connections, also makes this location incredibly accessible.

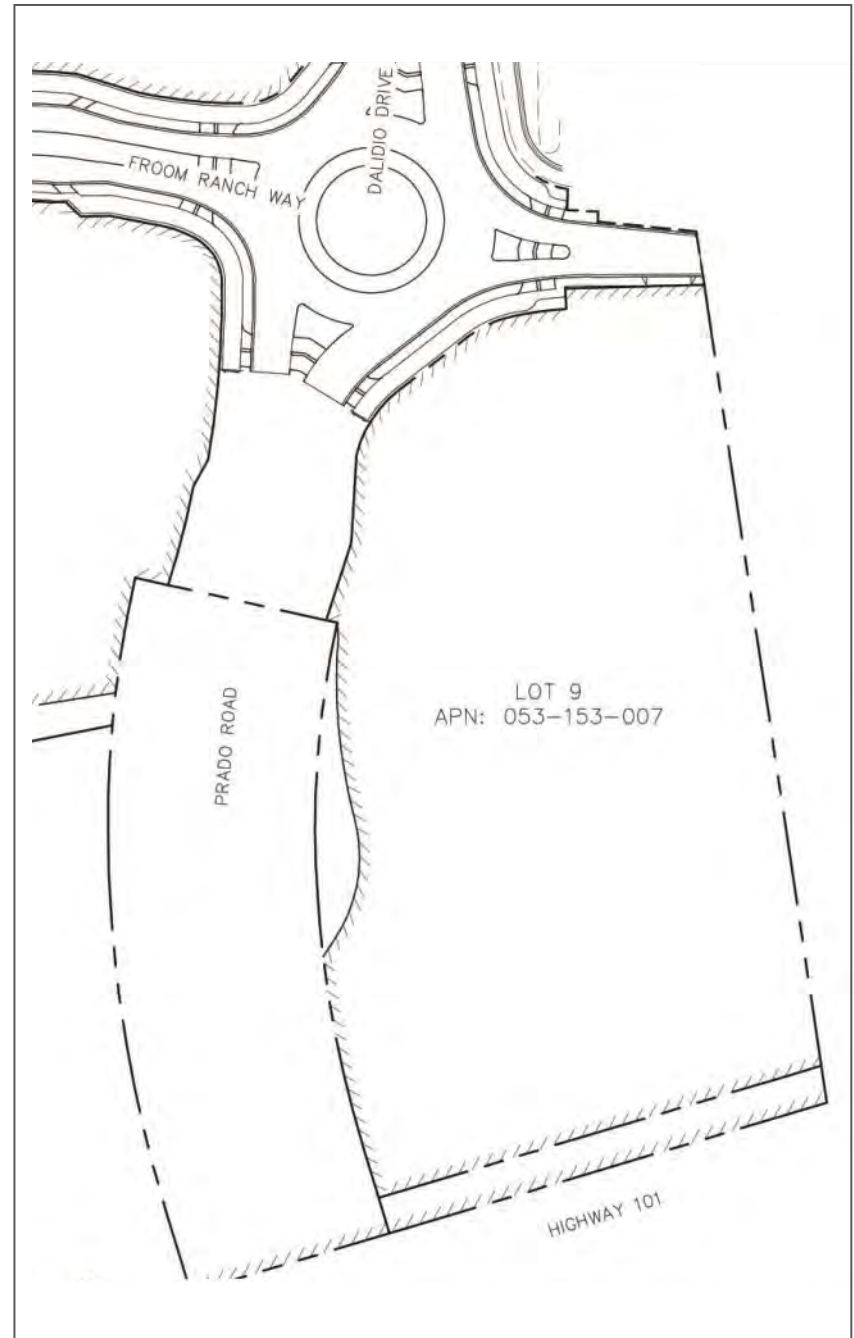
Property:	3.59 Acres Gross (156,380 SF)
Sale Price:	\$3,900,000
Maximum Building Size:	75,000 SF
Zoning:	Neighborhood Commercial
Allowable Uses:	Retail, Office, Medical (see the chart)
Site Condition:	Completed offsites and Blue Top pad

Build-to-Suite

Rent:	Contact broker for rates
Lease Type:	NNN
TI Allowance:	Negotiable

* Ownership may be willing to divide into 2 or 3 parcels.

* Ground lease options available



ALLOWABLE USES

Neighborhood Commercial - (NC)		
USE	PERMIT REQUIREMENTS	USE REGULATION
Antennas and telecommunications facilities	D	17.16.120
Bar/tavern	D	
Bed and breakfast inn	A	
Building and landscape materials, sales, indoor/ outdoor	D	
Caretaker quarters	A	
Catering service	D	
Club, lodge, private meeting hall	A	
Commercial recreation facility - indoor	A	17.08.060
Commercial recreation facility - outdoor	D	
Community garden	D	
Copying and quick printer service	A	
Convenience store	A	17.08.095
Day care - day care center (child/adult)	A	17.08.100
Day care - family day care home (small/large)	A	17.08.100
Educational conference	D	17.08.010(c)(6)
Extended hour retail	D	
Fitness/health facility	A	
General retail - less than 20,000 sf	D	
General retail - more than 20,000 sf	PC	
Home occupation	Home Occ Permit	17.08.090
Hotel, motel	A	
Library, museum	D	
Library, branch facility	D	
Liquor store/alcohol sales	D	17.11, 17.100.180
Live/work units	A	17.08.130
Medical service - doctor office	A	
Medical service - clinic, laboratory, urgent care	A	
Mobile home as temporary residence at building site	A	
Multi-Family dwelling	A	17.22.010(G)
Night club	PC	17.95
Outdoor/temporary/seasonal sales	A	17.08.020
Park, playground	A	
Parking facility	D (3)	
Parking facility - multilevel	D (3)	17.95
Parking facility - temporary	D	
Personal services	A	
Personal services - restricted	PC	
Produce stand	A	
Public assembly facility	D	
Public safety facilities	A	

USE	PERMIT REQUIREMENTS	USE REGULATION
Recreational vehicle (RV) park accessory to hotel, motel	PC	
Recycling facilities - small collection facility	D	
Religious facility	PC	
Residential care facilities - 7 or more residents	PC	
Residential mixed-use	A	Where not in conflict with ALUC
Residential support services	A (2)	
Rest home	PC	
Restaurant	A	
Safe parking (1)	PC	17.08.115
School - specialized education/training	D	
Service station	D	18.08.030
Social services organization	A	
Special event	D	17.08.010
Sports and active recreation facility	PC	
Studio - art, dance, martial arts, music, etc.	A	
Theater	D	17.95
Transit stop	A	
Vehicle services - car wash	D	
Veterinary clinic/hospital, boarding, small animal indoor	A	
Wine/cider/beer tasting room or distillation facility	D	

D = Director's Use Permit approval required PC = Planning Commission Use Permit approval required

A = Allowed by right

Notes:

1. Safe parking is only allowed to a public assembly use, such as a club, lodge, private meeting hall, or religious facility. Safe parking is prohibited on properties where residential uses are the primary use.
2. Behind ground floor use only. Allowed as a ground floor use with Administrative Use Permit.
3. Parking as a Principal Use. Use permit approval may include deviations to otherwise applicable setback requirements and building height limits. A multi-level parking facility will require the approval of a use permit by the PC.

* 1 building under 20,000 sf can be approved by the Director; More than 1 building or any building over 20,000 sf shall be approved by the PC.

FARM TO TABLE
San Luis Ranch
 HOME GROWN COMMUNITY

SAN LUIS RANCH SITE PLAN



FUTURE PRADO RD OVERPASS

PROPOSED PROJECT SCHEDULE

Process	Date
Final environmental document to be completed	November 2023
Right-of-way acquisition to be completed	July 2025
Design to be completed	July 2025
Advertise	October 2025
Construction to begin	February 2026
Construction to be completed	February 2029



NEARBY SLO PROMENADE & MADONNA PLAZA SHOPPING CENTERS



SITE



WORLD MARKET

NOBODYFROM
Rack

HOBBY LOBBY



SPROUTS
FARMERS MARKET

Michaels

ROSS

BEST
BUY

KOHL'S

Traffic Counts

Collection Street	Cross Street	Traffic Volume	Distance from Property
Cabrillo Hwy	Madonna Rd N	60,575	0.10 mi
Madonna Rd	El Mercado NE	25,311	0.31 mi
Madonna Rd	El Mercado SW	28,124	0.31 mi
Prado Rd	Elks Ln NW	7,369	0.31 mi
S Higuera St	Margarita Ave S	16,718	0.36 mi
S Higuera St	Margarita Ave N	15,114	0.42 mi
Madonna Rd	Cabrillo Hwy NE	32,359	0.43 mi
Cabrillo Hwy	Madonna Rd NW	4,338	0.44 mi
Highway 101	-	69,441	0.48 mi
Oceanaire Dr	Seaward St N	602	0.51 mi

SLO RANCH FARMS & MARKETPLACE AND MARRIOTT HOTELS

SITE

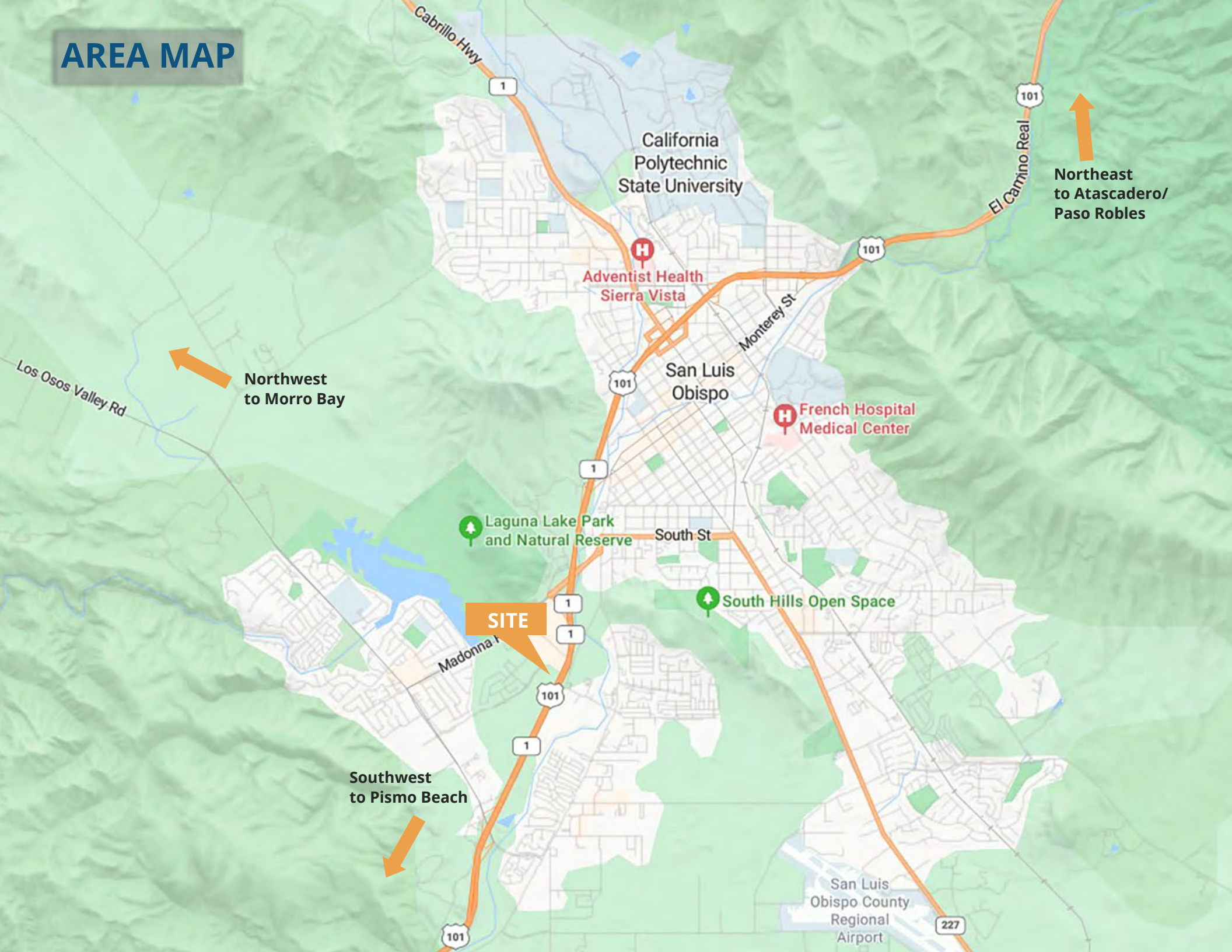


NEARBY TARGET SHOPPING CENTER

SITE



AREA MAP



DEMOGRAPHICS

Cayucos

Atascadero

101

Morro Bay

Los Osos

Camp San
Luis Obispo
National
Guard
Reserve

San Luis
Obispo

Los Ranchos

Avila
Beach

Los Padres National Forest

Grover Arroyo
Beach Grande
Oceano

Nipomo

101

Guadalupe

Santa
Maria

Population	1 mile	3 miles	5 miles
2020 Population	8,104	53,537	60,238
2024 Population	8,997	56,379	62,557
2029 Population Projection	9,132	56,714	62,810
Annual Growth 2020-2024	2.80%	1.30%	1.00%
Annual Growth 2024-2029	0.30%	0.10%	0.10%
Median Age	36	29.1	28.8
Bachelor's Degree or Higher	40%	46%	46%
Avg Household Income	\$114,835	\$105,242	\$108,815
Median Household Income	\$83,470	\$67,985	\$70,624

SAN LUIS OBISPO

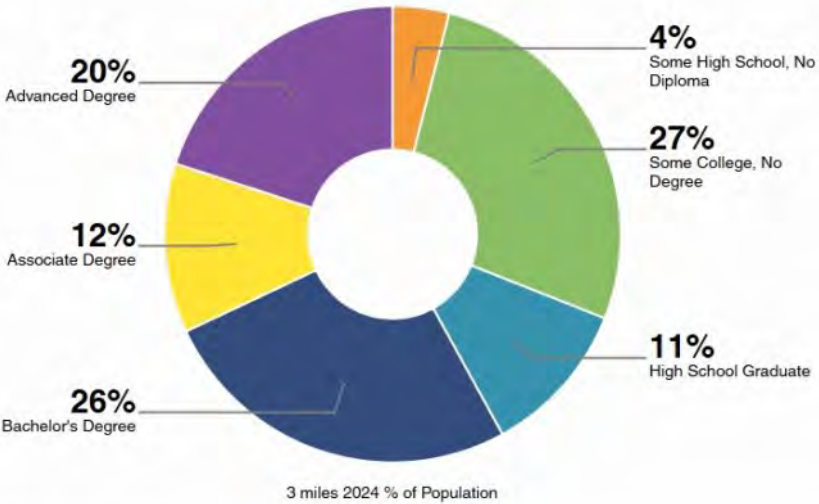
San Luis Obispo is approximately 190 miles north of Los Angeles and 230 miles south of San Francisco. The city, locally referred to as SLO, is the county seat of San Luis Obispo County and is adjacent to renowned California Polytechnic State University.

San Luis Obispo continually ranks among the premier places to live and visit in the United States. Each year San Luis Obispo finds its way onto dozens of lists featuring the activities, natural resources, food and wine scene, shopping, entertainment and the many benefits that make San Luis Obispo so special.

San Luis Obispo is famous for its downtown farmers' market where vendors sell food and goods and various visual and music artists perform, it's renowned wine regions, the San Luis Obispo International Film Festival, and breathtaking nearby beaches just to name a few.



EDUCATIONAL ATTAINMENT



WHY SLO?

San Luis Obispo County, located on California's Central Coast, offers a dynamic environment for businesses considering expansion. As of 2023, San Luis Obispo County's population is approximately 283,000. San Luis Obispo County's labor force, which is comprised of approximately 135,533 individuals is distributed across various sectors, including government, trade, transportation, utilities, leisure and hospitality, professional and business services, education and health services, manufacturing, and agriculture. Notably, the government sector employs around 19.13% of the workforce, while trade, transportation, and utilities account for 18.51%.

The unemployment rate in San Luis Obispo County stands at 3.7%. This rate is notably lower than both the statewide average of 5.2% and the national average of 3.8% indicating a robust local labor market. The county's economy is diverse, with significant contributions from agriculture, tourism, and education. San Luis Obispo County is the third-largest producer of wine in California, following Sonoma and Napa counties. Wine grapes are the second-largest agricultural crop in the county, after strawberries, supporting both direct economic impact and a growing wine tourism industry.

Strong Economic and Business Environment

- **Diverse Economy** – SLO has a well-balanced economy with strong sectors in education, healthcare, technology, agriculture, tourism, and renewable energy.
- **Pro-business Climate** – The city and county actively support business growth through various incentives and economic development programs.

Access to a Skilled Workforce

- **California Polytechnic State University (Cal Poly)** – With over 22,000 students, Cal Poly provides a steady pipeline of well-educated talent, particularly in engineering, business, and agriculture.
- **Skilled and Educated Workforce** – The area attracts professionals seeking a high quality of life, leading to a workforce that is both talented and motivated.

High Quality of Life

- **Mild Mediterranean Climate** – The city's temperate weather and outdoor lifestyle make it an attractive place to live and work.
- **vibrant Downtown and Culture** – With local restaurants, wineries, arts, and music scenes, SLO offers an appealing environment for employees and business owners.
- **Work-Life Balance** – Proximity to beaches, hiking trails, and outdoor recreation makes SLO an ideal location for companies focused on employee well-being.

Strategic Location and Infrastructure

- **Central California Hub** – Positioned between Los Angeles and San Francisco, SLO provides access to major markets without the congestion and costs of big cities.
- **San Luis Obispo County Regional Airport (SBP)** – Offers direct flights to San Francisco, Los Angeles, Denver, Phoenix, and Seattle, making business travel convenient.
- **High-Speed Internet & Business Parks** – The city has developed commercial zones and tech parks to support business expansion.

Lower Costs Compared to Major Metro Areas

- **Lower Operating Costs** – While SLO is not the least expensive places in California, it offers a lower cost of doing business compared to Los Angeles or San Francisco, especially in terms of office space and utilities.
- **Less Competition for Talent** – Companies can attract skilled workers without the intense competition and salary inflation found in larger metropolitan areas.

CONFIDENTIALITY AGREEMENT & DISCLAIMER

The information contained in this Offering Memorandum is proprietary and strictly confidential. It is furnished solely for the purpose of review by a prospective purchaser of the Property and is not to be used for any other purposes or made available to any person without the expressed written consent of the Seller or Hart Commercial Real Estate.

The information in this Offering Memorandum has been compiled from sources deemed to be reliable. However, neither the information nor the reliability of their sources are guaranteed by Hart Commercial Real Estate or the Seller. Neither Hart Commercial Real Estate nor the Seller have verified, and will not verify, any of the information contained herein. Neither Hart Commercial Real Estate nor the Seller makes any representation or warranty whatsoever regarding the accuracy or completeness of the information provided herein.

A prospective purchaser must make its own independent investigations, projections, and conclusions regarding the acquisition of the Property without reliance on this or any other confidential information, written or verbal, from Hart Commercial Real Estate or the Seller. This Offering Memorandum does not constitute an offer to accept any investment proposal but is merely a solicitation of interest with respect to the investment described herein.

Prospective purchasers are recommended to seek their own professional advice. This includes legal, tax, environmental, engineering and other as deemed necessary relative to a purchase of this Property. All the information is also subject to market conditions, the state of the economy, especially the economy as it relates to real estate is subject to volatility.

The Seller expressly reserves the right, at its sole discretion, to reject any offer to purchase the Property or to terminate any negotiations with any party, at any time, with or without written notice. The Seller and Hart Commercial Real Estate reserve the right to negotiate with one or more prospective purchasers at any time. In no event shall a prospective purchaser have any other claims against the Seller or Hart Commercial Real Estate or any of their affiliates, owners, employees, or agents for any damages, liability, or causes of action relating to this solicitation process or the marketing or sale of the Property.

