

FOR SALE

# ARROYO TOWN & COUNTRY SQUARE

1404-1460 & 1466-1488 E GRAND AVENUE | ARROYO GRANDE, CA

1404-1460

1466-1488

100% LEASED NEIGHBORHOOD CENTER  
ON CALIFORNIA'S CENTRAL COAST



# INVESTMENT CONTACTS

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# EXECUTIVE SUMMARY

# 01



## EXECUTIVE SUMMARY

**Allure Capital Management, Corp.** is pleased to present a rare opportunity to acquire **Arroyo Town & Country Square** located at 1404-1460 & 1466-1488 E Grand Avenue (the "Property"), a 26,750 square foot multi-tenant neighborhood shopping center prominently located at the signalized intersection of East Grand Avenue and Courtland Street in Arroyo Grande, CA, an affluent community on California's Central Coast.

Constructed in 1982 and spanning 2.52 acres, the center is 100% leased to a strong mix of 13 internet-resistant, service-oriented tenants that have a healthy retention history at the Property and are primarily local businesses owned/managed by proud residents of Arroyo Grande. Of the 13 tenants, 12 operate under triple-net (NNN) lease structures. The center maintains a weighted average lease term (WALT) of approximately 2.4 years, with 11 of the 13 tenant's having at least one option to renew.

The Property benefits from strong co-tenancy and foot traffic due to its shadow anchors: Smart & Final and Dollar Tree, which are both on long-term leases, as well as a high-visibility location that provides excellent access and exposure along a major commercial corridor, complemented by abundant surface parking and frontage on a hard corner.

Arroyo Grande itself is a tightly held and supply-constrained retail submarket characterized by affluent demographics, high homeownership rates, and limited new development. The city is home to over 18,000 residents and features an average household income of approximately \$110,000. It is part of the greater San Luis Obispo County region, benefiting from steady population growth, strong tourism, and a high quality of life, which together support year-round retail demand.

*This offering presents investors with the opportunity to acquire a fully stabilized, yield-generating retail asset in one of California's most enduring and high-barrier-to-entry markets.*

With consistent foot traffic from national shadow anchors, a strong tenant mix, and a highly visible and accessible location, the Property represents a rare opportunity to secure a long-term foothold in one of California's Central Coast's most dependable investment corridors.

### ADDRESS

1404-1460 & 1466-1488  
EAST GRAND AVE  
ARROYO GRANDE, CA  
93420

### ASKING PRICE

\$5,320,000 (\$198/SF)

### IN-PLACE NOI

\$363,825

### ASKING CAP RATE

6.75%

### OCCUPANCY

100%

### NUMBER OF TENANTS

13

### GROSS LEASABLE AREA

26,750 SF

### YEAR BUILT

1982

### TOTAL SITE AREA

2.52 ACRES

### WALT

2.32 YEARS

### LEASE TYPES

12 NNN, 1 MG



### Fully Leased by Long-Term Local Tenants + National Shadow Anchors

Arroyo Town Center is 100% leased to 13 tenants, 12 of which operate under NNN leases, and a majority of whom are long-standing, locally owned businesses that have operated at the property for many years. The tenant mix features both strong national brands and dedicated local operators, all benefiting from consistent foot traffic driven by nearby shadow anchors Smart & Final and Dollar Tree, which are both on long-term leases.



### Recent Capital Improvements & Value-Add Potential

The Property has undergone significant upgrades, including a new roof (2023), enhanced exterior signage, LED lighting, and multiple HVAC replacements. While in good condition, some deferred maintenance presents an opportunity for strategic enhancements to further increase value.



### Core Retail Corner on California's Central Coast

The Property is strategically positioned at the signalized intersection of E Grand Ave and Courtland St., one of Arroyo Grande's busiest retail corridors. Located on California's Central Coast less than two miles from the Pacific Ocean, the site benefits from high daily traffic counts, excellent visibility, and convenient access that ensure a steady flow of customers throughout the day.



### Immediate High-Yielding Cash-Flow + Long-Term Upside

The Property offers an attractive going-in cap rate that delivers immediate, high-yield returns and allows investors to achieve positive leverage in an affluent Central Coast market. With a history of 100% occupancy, a strong tenant mix, and a location in a high-income community, Arroyo Town Center presents a compelling opportunity to generate outsized ROI relative to comparable retail assets.



### Affluent Community and Accelerating Real Estate Prices

The surrounding Arroyo Grande community boasts an average household income of nearly \$110,000 in San Luis Obispo County where home prices have doubled over the last decade. The Property's proximity to U.S. Highway 101 and Cal Poly San Luis Obispo (22,000+ students) further enhances its long-term demand and stability.

# PROPERTY OVERVIEW

# 02



**Piedras Blancas Light Station**

**Elephant Seals Rookery**

**San Simeon**

**Hearst Castle® & San Simeon State Hist Mon®**

**San Simeon SP**

**Cambria**

**Paso Robles**

**Harmony**

**Point Estero**

**Cayucos**

**Morro Rock**

**Morro Bay**

**Morro Bay SP**

**Montaña de Oro SP**

**Los Osos**

**Point Buchon**

**Point San Luis Lighthouse**

**Avila Beach**

**San Luis Obispo Airport**

**Pismo Beach**

**Grover Beach**

**Oceano**

**Rancho Guadalupe Dunes Preserve**

**San Miguel**

**San Miguel Arcángel**

**Templeton**

**Atascadero**

**Shandon**

**Santa Margarita**

**San Luis Obispo de Tolosa**

**Santa Margarita Lake**

**Lopez Lake**

**Los Padres National Forest**

**Arroyo Grande**

**Nipomo**

**Twitchell Reservoir**

**Carrazo Plain National Monument**

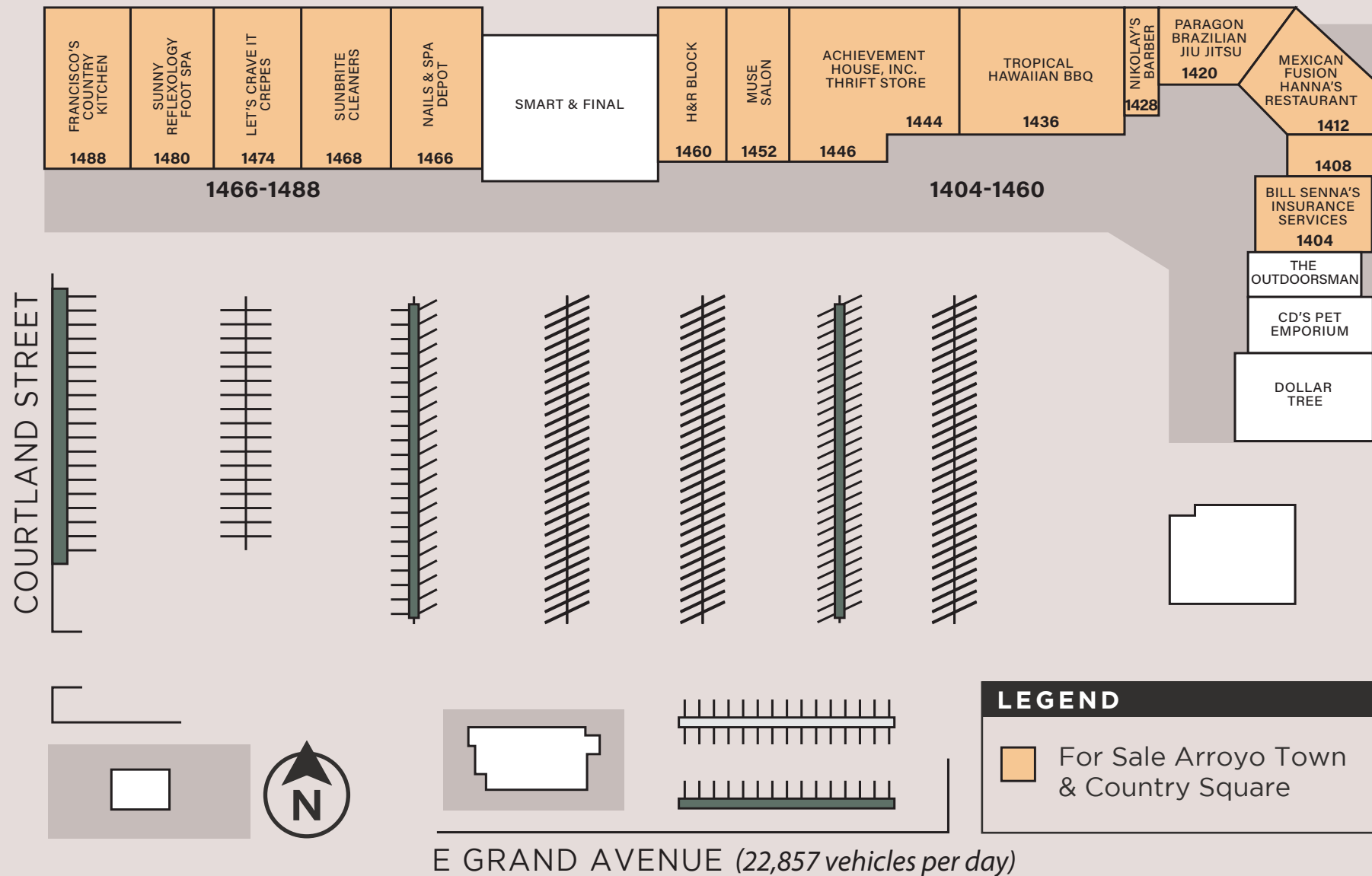
**to Interstate Highway 5 and Yosemite National Park from Paso Robles 200 miles**

**SAN LUIS OBISPO REGION**

**ARROYO TOWN & COUNTRY SQUARE**

**CALIFORNIA WELCOME CENTER Pismo Beach**

# SITE PLAN



## PROPERTY DESCRIPTION

### ADDRESS

1404-1460 & 1466-1488  
EAST GRAND AVE  
ARROYO GRANDE, CA  
93420

### COUNTY

SAN LUIS OBISPO

### SQUARE FOOTAGE

26,750 SF

### YEAR BUILT

1982

### PROPERTY TYPE

NEIGHBORHOOD RETAIL  
CENTER

### TYPE OF OWNERSHIP

FEE SIMPLE

### APNS

077-341-073,-086

### PARKING

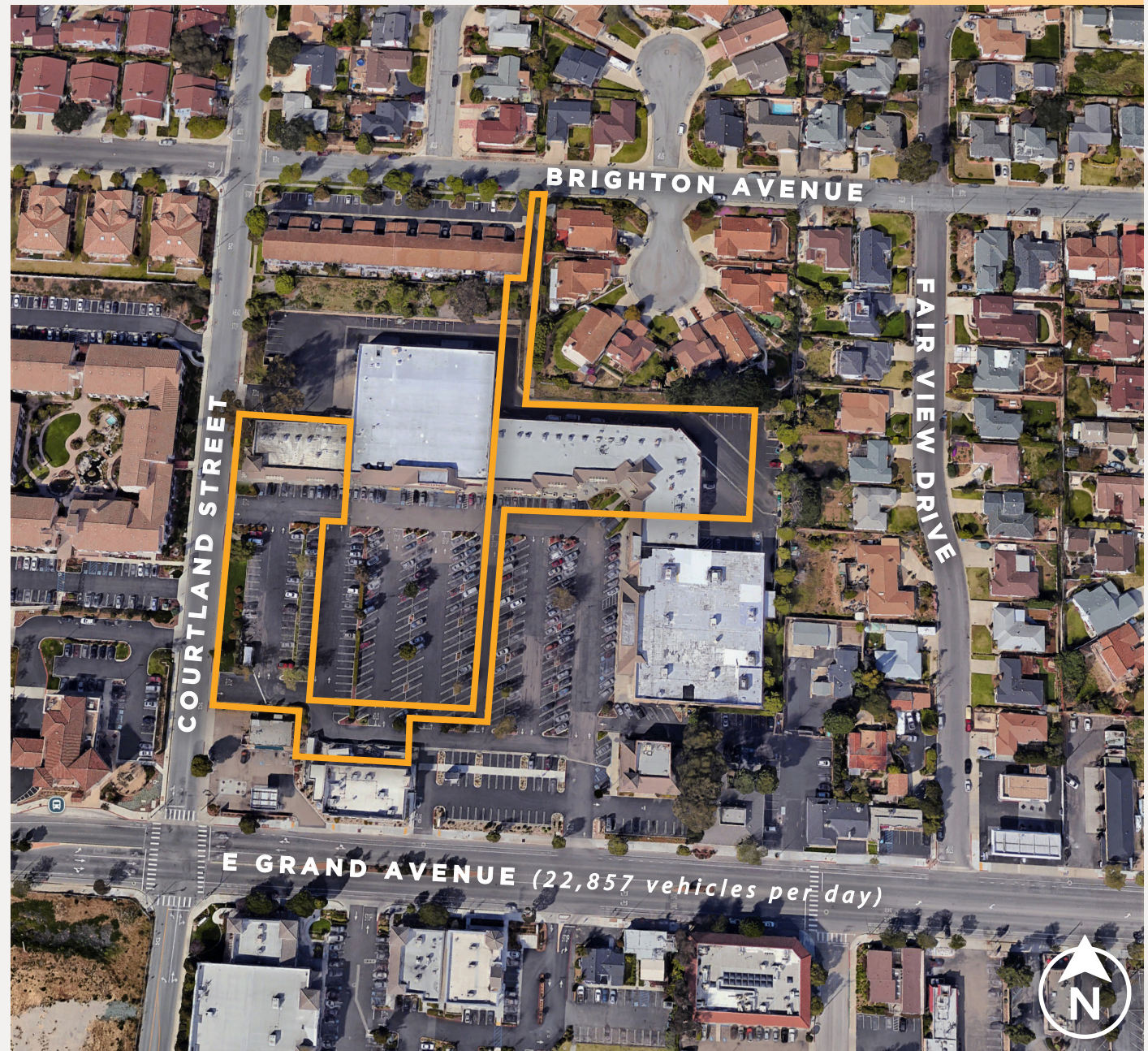
~500 UNRESERVED  
SURFACE SPACES

### TOTAL SITE AREA

2.52 ACRES

### # OF SUITES

14



An aerial photograph of a city at dusk. In the foreground, a large commercial building with a light-colored, flat roof is visible, surrounded by a parking lot filled with cars. To the right of the building, there's a residential area with houses and a swimming pool. In the background, the city extends to the ocean, with mountains visible on the horizon under a twilight sky.

# FINANCIAL OVERVIEW

03

# RENT ROLL

		Lease Specifications			Current Lease Term		Contract Rent								
Suite	Tenant Name	SF Leased	% of GLA	Recovery Type	Lease Start Date	Lease Expiration Date	In-Place Monthly Rent	Rent (\$/SF/ Month)	NNN (\$/ Month)	NNN (\$/ SF)	Organics Trash Billing (\$/Month)	Total In-Place Rent (\$/ Month)	Annual Rent Escalations	Renewal Options	
1488	Francisco's Country Kitchen	1,741	6.5%	NNN	9/1/2023	8/31/2028	\$2,072	\$1.19	\$853	\$0.49	\$45	\$2,970	5%	1 x 5 Yr option at FMV	
1480	Foot Spa	1,199	4.5%	NNN	1/1/2024	12/31/2028	\$1,834	\$1.53	\$588	\$0.49	\$0	\$2,422	None	2 x 5 Yr fixed options: Option 1: \$1,889/month (\$1.57/SF) Option 2: \$1,946/month (\$1.62/SF)	
1474	Let's Crave It Crapes	1,364	5.1%	NNN	4/1/2024	4/30/2027	\$1,364	\$1.00	\$668	\$0.49	\$0	\$2,032	None	1 x 5 Yr fixed option: Option 1: \$1,405/month (\$1.03/SF)	
1468	Sunbrite Cleaners	1,762	6.6%	NNN	6/1/2022	5/31/2027	\$2,036	\$1.16	\$863	\$0.49	\$0	\$2,899	3%	None	
1466	Nails & Spa Depot	900	3.4%	NNN	2/1/2024	1/31/2027	\$1,278	\$1.42	\$441	\$0.49	\$0	\$1,719	None	None	
1460	H&R Block	2,660	9.9%	NNN	1/1/2022	11/30/2027	\$2,740	\$1.03	\$1,303	\$0.49	\$0	\$4,043	3%	1 x 5 Yr option: Option 1: FMV with 3% annual escalations	
1452	Muse Salon	1,650	6.2%	NNN	3/1/2023	3/31/2028	\$2,128	\$1.29	\$809	\$0.49	\$0	\$2,937	3% on 3/1/2026 2% on 3/1/2028	1 x 5 Yr option at FMV	
1440/1446	Achievement House, Inc.	4,700	17.6%	NNN	9/1/2024	7/31/2027	\$4,730	\$1.01	\$2,303	\$0.49	\$0	\$7,033	None	2 x 3 Yr options at FMV	
1428	Nikolay's Barber	698	2.6%	Gross	8/1/2023	7/31/2026	\$1,298	\$1.86	\$0	Gross	\$0	\$1,298	None	1 x 3 Yr fixed option: Option 1: \$1,337/month (\$1.92/SF)	
1432/1436	Tropical Hawaiian BBQ	1,800	6.7%	NNN	9/1/2021	8/31/2026	\$2,502	\$1.39	\$882	\$0.49	\$45	\$3,429	None	2 x 5 Yr fixed options: Option 1: \$2,578/month (\$1.43/SF) Option 2: \$2,664/month (\$1.48/SF)	
1420	Paragon Jiu-Jitsu	2,817	10.5%	NNN	7/1/2024	6/30/2027	\$2,900	\$1.03	\$1,380	\$0.49	\$0	\$4,280	None	2 x 5 Yr options at FMV	
1408/1412	Hanna's Mexican Fusion	4,152	15.5%	NNN	6/1/2022	6/30/2027	\$4,152	\$1.00	\$2,034	\$0.49	\$0	\$6,186	None	2 x 5 Yr fixed options: Option 1: \$4,360/month (\$1.05/SF) Option 2: \$4,578/month (\$1.10/SF)	
1404	Senna's Insurance Services	1,307	4.9%	NNN	8/1/2023	7/31/2027	\$1,307	\$1.00	\$640	\$0.49	\$0	\$1,947	None	1 x 4 Yr fixed option: Option 1: \$1,346.21/month (\$1.03/SF)	
Total		26,750			Monthly Totals		\$30,341	\$12,765		\$90		\$43,196			
					Annual Totals		\$364,089	\$153,186		\$1,080		\$518,355			

# INCOME & EXPENSE SUMMARY

<u>Income</u>	Actual Historicals		Year 1 (Projected)
	<u>Jan. - Dec. 2023</u>	<u>Jan. - Dec. 2024</u>	<u>June 2025- May 2026</u>
Rental Income	\$351,083	\$357,456	\$364,089
Expense Reimbursements	\$139,727	\$139,162	\$175,210
<b>Effective Gross Income</b>	<b>\$490,809</b>	<b>\$496,619</b>	<b>\$539,299</b>
<b><u>Operating Expenses</u></b>			
Property Management	\$15,000	\$15,000	\$21,572
Owners Common Area Maintenance	\$34,831	\$42,239	\$45,000
HVAC Maintenance	\$2,356	\$1,075	\$2,500
Insurance	\$13,288	\$8,694	\$15,000
Repairs & Maintenance	\$6,367	\$3,763	\$6,000
Pest Control	\$2,400	\$0	\$2,400
Electricity	\$4,909	\$6,386	\$6,500
Property Taxes	\$43,274	\$43,857	\$55,870
Trash	\$13,708	\$14,240	\$14,500
Water & Sewer	\$10,368	\$9,224	\$10,500
<b>Total Reimbursable Expenses</b>	<b>\$146,501</b>	<b>\$144,479</b>	<b>\$179,842</b>
<b>Net Income</b>	<b>\$344,308</b>	<b>\$352,140</b>	<b>\$359,457</b>

## Income & Expense Footnotes:

(a) Calculated as the pro-rata share of NNN tenants (97.42%)

(b) Calculated as 4.00% of EGI (per Assumptions table).

(c) Estimated figure based on historical expenses.

(d) Calculated as Purchase Price x Mill Rate.

## **ASSUMPTIONS**

<b>Purchase Price</b>	\$5,320,000
<b>Mill Rate</b>	1.05515%
<b>Property Management Fee</b>	4.00% EGI
<b>Pro-Rata Non Reimbursable Operating Expenses</b>	2.58%

# PROPOSED MIXED-USE DEVELOPMENT

In December 2022, Ownership initiated discussions with the City of Arroyo Grande regarding the potential development of a mixed-use retail and residential building on the western portion of the property (APN 077-341-086). The preliminary concept envisioned the addition of approximately 7,500 square feet of ground-floor retail space, up to twelve (12) one-bedroom, one bathroom residential units averaging 800 square feet each, and twenty (20) covered parking spaces.

*The proposed development would require approval of a Conditional Use Permit (CUP). A prospective buyer has the opportunity to reengage with City staff and potentially advance this project, leveraging the prior dialogue and conceptual groundwork already established.*

PROPOSED SITE PLAN



PROPOSED MIXED-USE DEVELOPMENT LOCATION



An aerial photograph of a suburban commercial district at dusk. The scene features a large, multi-story commercial building with a flat roof and a large parking lot filled with cars. The building's interior lights are on, and some exterior signage is visible. To the left of the main building is a smaller, single-story structure. In the foreground, a multi-lane road with a crosswalk runs horizontally. The background shows a dense residential area with many houses and trees, leading up to a range of hills under a twilight sky. A semi-transparent dark banner is overlaid across the middle of the image, containing the text 'MARKET OVERVIEW' and a large number '04'.

# MARKET OVERVIEW

04

# SOUTH 101 CORRIDOR RETAIL MARKET OVERVIEW

As of the first quarter of 2025, the South 101 Corridor retail submarket maintains a historically low vacancy rate of 1.4%, reflecting a 0.8% decrease over the past year. This shift is attributable to -4,000 square feet of net delivered space and 29,000 square feet of net absorption.

The current vacancy rate of 1.4% is well below the submarket's five-year average of 2.1% and 10-year average of 2.5%, highlighting a sustained demand for retail space. Among retail subtypes, vacancy rates vary, with neighborhood centers at 0.3%, power centers at 1.8%, strip centers at 6.7%, and general retail at 1.4%. Approximately 110,000 square feet of space is listed as available, equating to an availability rate of 2.5%. Retail development activity remains steady, with 42,000 square feet of retail space currently under construction—closely aligning with the submarket's 10-year average of 45,000 square feet. The South 101 Corridor encompasses approximately 4.3 million square feet of total retail inventory.

Retail rents in the South 101 Corridor currently stand at \$28.00 per square foot, reflecting a 1.9% year-over-year increase, compared to 2.1% across San Luis Obispo County. Rent growth varies by retail subtype, with neighborhood centers increasing by 3.2%, power centers by 2.1%, strip centers by 2.6%, and general retail by 1.2%. The submarket's five-year average annual rent growth of 3.4% and 10-year average of 2.8% indicate a more tempered rate of appreciation in the current cycle.

Over the past year, 17 retail properties transacted within the South 101 Corridor, totaling 88,000 square feet in inventory turnover. Retail sales volume reached \$28.4 million, surpassing the five-year average of \$22.8 million and the 10-year average of \$21.4 million.

Source: CoStar

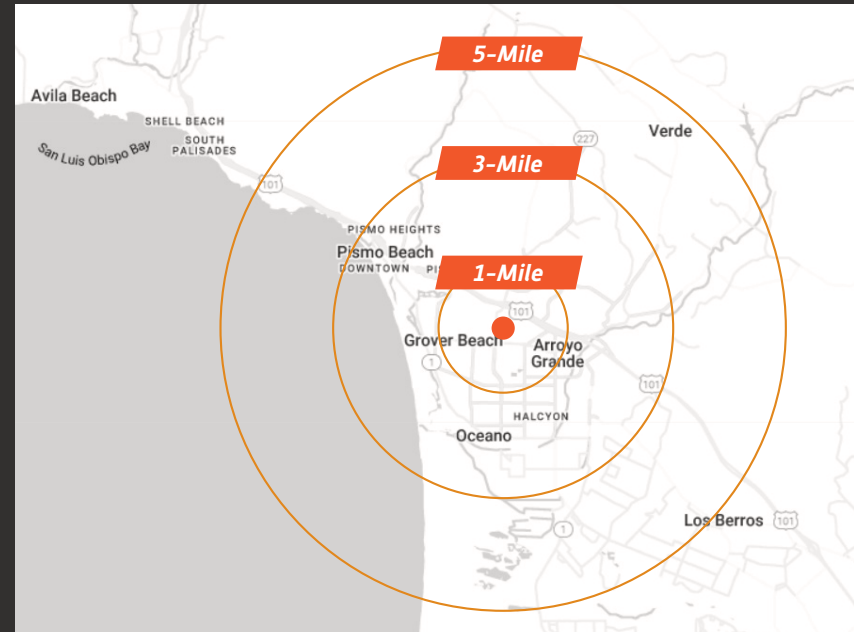


**Estimated retail market pricing in the South 101 Corridor stands at \$296 per square foot**, compared to the broader market average of \$311 per square foot. Pricing varies across retail property types, with neighborhood centers averaging \$220 per square foot, power centers at \$286 per square foot, strip centers at \$260 per square foot, and general retail at \$330 per square foot. **The estimated market capitalization rate for South 101 Corridor retail is 6.3%, slightly above the broader market average of 6.2%.** Investor composition remains predominantly private, accounting for 97% of sellers, while institutional investors represent the remaining 3%. This data underscores the South 101 Corridor's position as a high-demand retail market characterized by limited vacancy, steady rent growth, and strong investment activity.



# AREA DEMOGRAPHICS

RADIUS	1 MILE	3 MILES	5 MILES
<b>POPULATION</b>			
2020 POPULATION	17,266	45,758	53,835
2024 POPULATION	17,440	46,566	54,725
2029 POPULATION PROJECTION	17,400	46,526	54,666
ANNUAL GROWTH 2020-2024	0.3%	0.4%	0.4%
ANNUAL GROWTH 2024-2029	0.0%	0.0%	0.0%
<b>HOUSEHOLDS</b>			
2020 HOUSEHOLDS	7,020	18,717	22,130
2024 HOUSEHOLDS	7,022	18,992	22,494
2029 HOUSEHOLD PROJECTION	6,991	18,958	22,463
ANNUAL GROWTH 2020-2024	0.9%	0.4%	0.4%
ANNUAL GROWTH 2024-2029	-0.1%	0.0%	0.0%
AVG HOUSEHOLD SIZE	2.40	2.40	2.40
AVG HOUSEHOLD VEHICLES	2.00	2.00	2.00
<b>HOUSING</b>			
MEDIAN HOME VALUE	\$687,022	\$739,883	\$767,501
MEDIAN YEAR BUILT	1980	1980	1981
OWNER OCCUPIED HOUSEHOLDS	3,751	11,396	13,809
RENTER OCCUPIED HOUSEHOLDS	3,241	7,562	8,653
<b>HOUSEHOLD INCOME</b>			
< \$25,000	1,056	2,460	2,796
\$25,000 - 50,000	999	2,990	3,502
\$50,000 - 75,000	1,229	3,233	3,736
\$75,000 - 100,000	860	2,547	2,884
\$100,000 - 125,000	988	2,187	2,412
\$125,000 - 150,000	603	1,521	1,908
\$150,000 - 200,000	636	1,847	2,216
\$200,000+	652	2,207	3,041
AVG HOUSEHOLD INCOME	\$101,388	\$106,918	\$111,946
MEDIAN HOUSEHOLD INCOME	\$81,613	\$82,980	\$85,519
<b>POPULATION SUMMARY</b>			
AGE 15+	14,749	39,918	47,161
AGE 20+	13,501	36,715	43,467
AGE 55+	5,940	17,705	21,595
AGE 65+	3,760	11,577	14,255
MEDIAN AGE	41.90	44.70	45.80
AVG AGE	41.80	43.70	44.40
MEDIAN AGE, MALE	39.20	42.40	43.50
AVG AGE, MALE	39.80	42.10	42.90
MEDIAN AGE, FEMALE	44.40	47.00	48.10
AVG AGE, FEMALE	43.70	45.20	45.80



## POPULATION BY AGE

AGE 0 - 4	889	2,132	2,418
AGE 5 - 9	863	2,128	2,414
AGE 10 - 14	936	2,389	2,731
AGE 15 - 19	1,248	3,203	3,694
AGE 20 - 24	1,216	3,068	3,538
AGE 25 - 29	1,041	2,497	2,889
AGE 30 - 34	1,020	2,433	2,797
AGE 35 - 39	1,077	2,671	3,036
AGE 40 - 44	1,131	2,919	3,331
AGE 45 - 49	1,050	2,717	3,134
AGE 50 - 54	1,026	2,705	3,147
AGE 55 - 59	1,061	2,898	3,447
AGE 60 - 64	1,119	3,230	3,893
AGE 65 - 69	1,119	3,370	4,101
AGE 70 - 74	975	3,037	3,769
AGE 75 - 79	738	2,343	2,940
AGE 80 - 84	481	1,510	1,879
AGE 85+	447	1,317	1,566

# ARROYO GRANDE MARKET OVERVIEW

Arroyo Grande, which translates to “big creek” in Spanish, is a picturesque city along California’s Central Coast that combines small-town charm with coastal sophistication. Located just 17 miles south of San Luis Obispo and a short drive inland from Grover Beach, Arroyo Grande is an increasingly attractive location for both residents and investors alike. With a population of approximately 18,400 and an average household income of \$120,000—well above the national average—the city reflects a stable, affluent, and well-educated demographic, with nearly 45% of residents holding a bachelor’s degree or higher. The community is characterized by its slower pace, scenic beauty, and a deep sense of local pride.



At the heart of Arroyo Grande is its iconic downtown, affectionately known as “The Village.” This charming area is lined with historic storefronts, boutique shops, cafes, and restaurants, all nestled among turn-of-the-century architecture. It is also home to a number of community events, art walks, and local traditions, including its famously free-roaming roosters that add to the town’s quirky appeal. Beyond the downtown, Arroyo Grande is just minutes from the ocean, including Grover Beach and Pismo State Beach, offering residents and visitors easy access to coastal recreation, the Monarch Butterfly Grove, and scenic dunes that stretch along the Pacific.

Other local amenities include the Cypress Ridge Golf Course, which earned a 4.4-star rating from GolfPass users and has been recognized by Golf Digest as one of the “Best Places to Play.”



Accessibility to Arroyo Grande is further enhanced by its proximity to the Grover Beach Amtrak Station, which serves the Pacific Surfliner rail line—providing direct connections to major hubs along California’s coastline. This level of connectivity supports tourism and commuter convenience, helping to drive foot traffic to retail corridors and local businesses. Adding to the appeal is the close proximity to California Polytechnic State University, San Luis Obispo (Cal Poly), a top-ranked public institution that fuels the local economy with a young, educated workforce and consistent housing demand. Together, these attributes make Arroyo Grande a compelling location for retail investment, supported by a wealthy population, a strong sense of community, and strategic access to some of the most desirable destinations along the Central Coast.

# ARROYO GRANDE QUICK FACTS

## QUICK STATS

**#1**

AMONG CENTRAL COAST CITIES FOR PROXIMITY TO BEACHES, CAL POLY SLO & WINE COUNTRY

**\$110,000+**

AVERAGE HOUSEHOLD INCOME (U.S. CENSUS BUREAU, 2022)

**41.4**

MEDIAN AGE - REFLECTING A BALANCED MIX OF PROFESSIONALS, RETIREES, AND FAMILIES

**57%**

HOMEOWNERSHIP RATE

**18,441**

CITY POPULATION (2023 EST.)

**~22,000**

STUDENTS ENROLLED AT NEARBY CAL POLY SAN LUIS OBISPO

**>2M**

ANNUAL VISITORS TO SAN LUIS OBISPO COUNTY (VISIT SLO CAL)

## GROWTH & DEMOGRAPHICS

**+3.5%**

POPULATION GROWTH SINCE 2020 (CITY ESTIMATES)

**36%**

OF HOUSEHOLDS EARN \$100K+ ANNUALLY

**\$740,000**

MEDIAN HOME VALUE: (ZILLOW, 2024)

**\$320M**

CAL POLY IMPACT: IN ANNUAL STUDENT SPENDING JUST 14 MILES AWAY

## ECONOMIC FACTS

### TOP INDUSTRIES

Healthcare, Tourism, Agriculture, and Education

### NEAR ZERO VACANCY RATE

for prime retail along Grand Ave

**\$0**

Local business gross receipts tax (SLO County)

**#1**

County in CA for wine tourism growth (SLO County Tourism Report)

**\$20.6M**

Sales tax revenue for Arroyo Grande (FY 2023) - bolstered by local retail, lodging, and restaurants

# CALIFORNIA POLYTECHNIC STATE UNIVERSITY

California Polytechnic State University, San Luis Obispo (Cal Poly SLO), is a nationally recognized public university located just 14 miles north of Arroyo Grande—about a 20-minute drive—making it a major economic and cultural contributor to the broader Central Coast region. Founded in 1901, Cal Poly is part of the California State University system and is renowned for its “Learn by Doing” philosophy, with strong programs in engineering, architecture, agriculture, and business. The university spans 9,178 acres and enrolls over 22,000 students, including approximately 21,500 undergraduates and 800 graduate students. It has been ranked the #1 public master's university in the West by U.S. News & World Report for more than three decades.

The university's influence on the local economy is significant, particularly in the retail sector. Cal Poly students spend an estimated \$320 million annually off-campus, with a large portion allocated to housing, dining, retail goods, and services. In addition, Cal Poly itself spends roughly \$29 million each year

on goods and services from local businesses. The school's total economic impact on San Luis Obispo and Santa Barbara counties is estimated at \$2.6 billion, reinforcing its role as a key economic driver for the region.

This economic footprint helps support a thriving local retail market, particularly in San Luis Obispo and the surrounding communities like Arroyo Grande. Forecasts project ongoing growth in retail trade employment, and Cal Poly's recent downtown investments—such as the development of a new innovation and entrepreneurship hub—underscore its commitment to fostering local business and community engagement. For retail operators, the university presents a reliable source of foot traffic and spending, particularly from students, faculty, visiting families, and alumni. Arroyo Grande benefits directly from this proximity, offering a strategic location for retail investors looking to tap into a high-income community with a steady flow of consumers driven by Cal Poly's presence.



# TRANSACTION GUIDELINES

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# TRANSACTION GUIDELINES

**The offering of Arroyo Grande Town & Country Square is being conducted exclusively by Allure Capital Management Corp.** All questions and inquiries should be directed to the Allure Capital Management Corp. representatives. Allure Capital Management Corp. reserves the right to alter the Transaction Guidelines in their sole discretion. Allure Capital Management will be available to assist prospective investors to arrange on-site inspections to answer any questions related to information contained in this Memorandum. The prospective buyer will be selected by Seller in its sole and absolute discretion based on a variety of factors including, but not limited to:

- Purchase price
- Timing of due diligence and closing periods
- Source of both equity and debt (if applicable) for the transaction

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(1)



PURCHASE  
PRICE

(2)



TIMING OF DUE  
DILIGENCE &  
CLOSING PERIOD

(3)



SOURCE OF BOTH  
EQUITY & DEBT (IF  
APPLICABLE) FOR  
THE TRANSACTION

