

RETAIL LEASING OPPORTUNITY

# BEACHWALK

437 SOUTH HIGHWAY 101, SOLANA BEACH, CALIFORNIA



RETAIL INSITE



## Property Highlights..

Located at 437 S. Highway 101, near the border of Solana Beach and Del Mar, Beachwalk is a coastal shopping center that currently features a diverse mix of retail shops, restaurants, medical offices, and creative workspaces.

Under new ownership by locally based Capstone Advisors, the center is undergoing a comprehensive renovation including refreshed, coastal-inspired design and a strategically curated tenant mix. The revitalization will emphasize a dynamic mix of food and beverage concepts, along with health and wellness offerings, designed to elevate the overall visitor experience and embody the vibrant lifestyle of the surrounding community.

PRIME COASTAL RETAIL CENTER THAT CATERS TO THE LOCAL  
PROMINENT HEALTH AND WELLNESS COMMUNITY

HIGH-INCOME, COASTAL COMMUNITY WITH STRONG  
DEMOGRAPHICS AND HIGH TOURIST VISITS

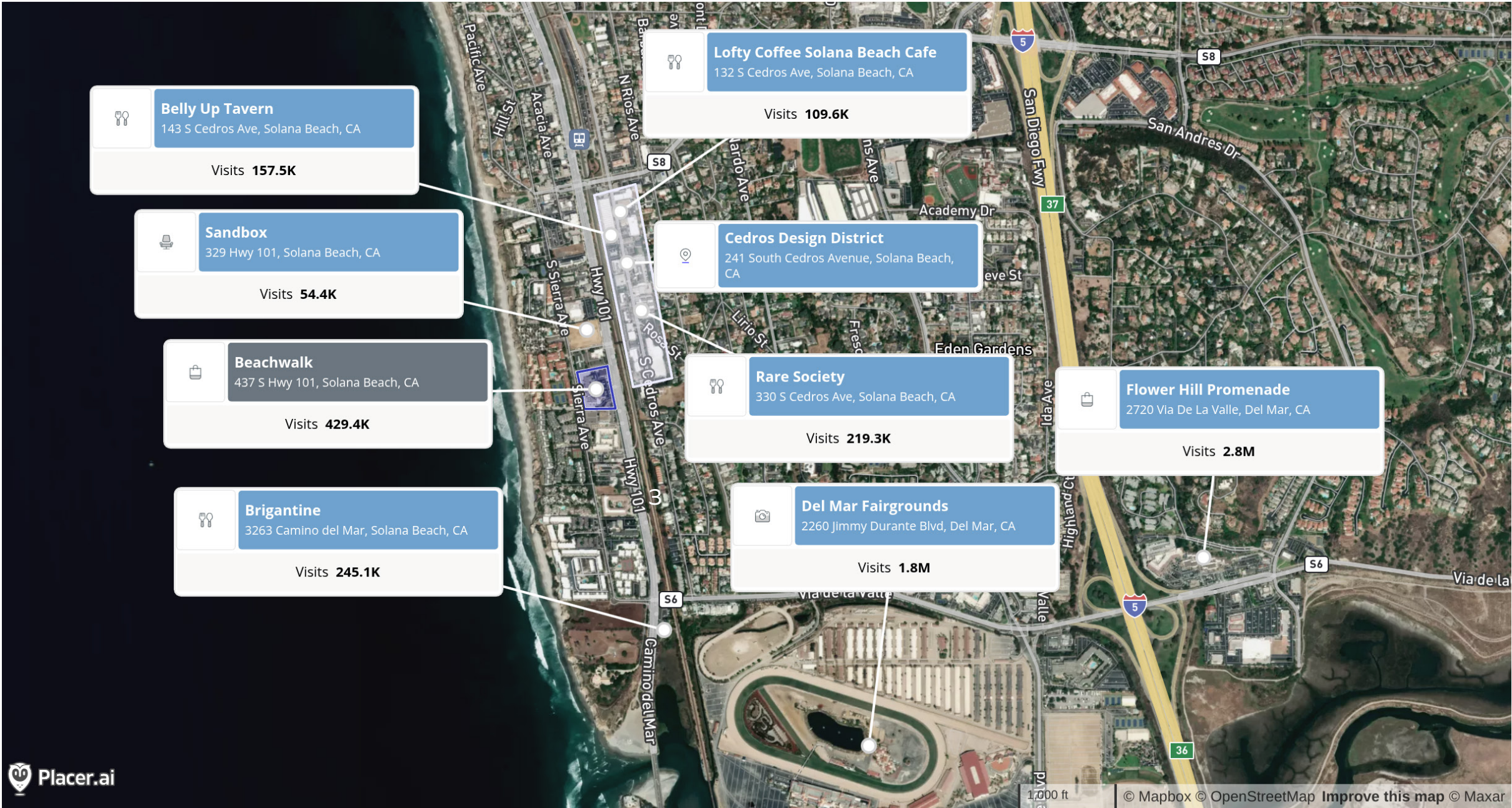
AVG. HH INCOME: \$225,000  
AVG. HOME VALUE: \$2.36M  
DAYTIME POPULATION: 37,000

\*Data Source: STI Popstats via Placer AI

EXTREMELY WELL PARKED COASTAL ASSET

NEW LOCAL OWNERSHIP IS EXECUTING RENOVATION PLAN

# Beachwalk | Nearby Attractions



Jun 1, 2024 - May 31, 2025. Ranking listed in callouts are based on Category - State.  
Data provided by Placer Labs Inc. ([www.placer.ai](http://www.placer.ai))

# Beachwalk | Demographics

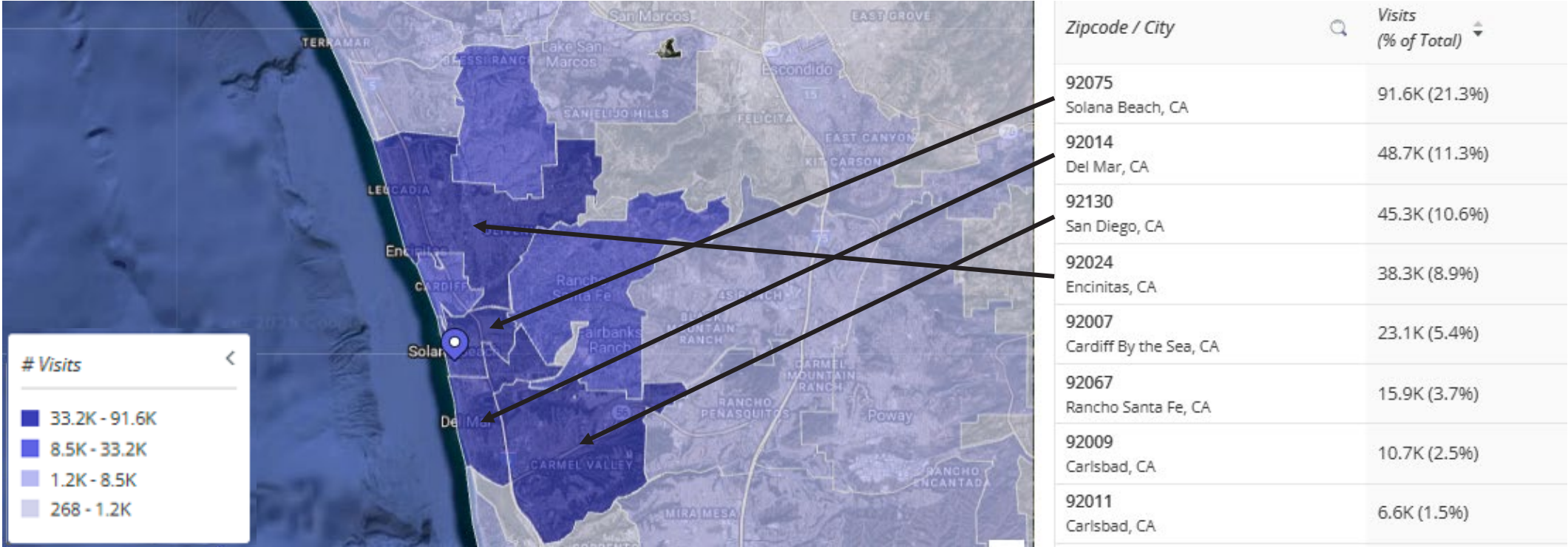
	Beachwalk	Del Mar Plaza	Cardiff Town Center	One Paseo	The Forum	The Beacon
<b>Population</b>						
Total Population	34,225	45,346	54,305	75,313	91,715	97,220
Proj. Total Population (2029)	34,370	45,983	54,930	77,646	93,088	98,438
<b>Housing</b>						
Total Households	14,534	19,109	22,026	28,151	35,426	37,236
Proj. Total Households (2029)	14,587	19,367	22,282	28,969	35,968	37,705
Median House Value (Owners)	1.75M	1.46M	1.47M	1.50M	1.34M	1.33M
Average House Value (Owners)	2.36M	2.06M	2.06M	2.14M	1.84M	1.83M
Median HH Wealth	125,387	125,078	110,180	128,473	119,299	120,655
Average HH Wealth	294,438	295,403	280,693	298,254	287,772	288,787
<b>Income</b>						
Median HH Income	\$166,578	\$170,352	\$147,379	\$180,081	\$158,366	\$159,459
Average HH Income	\$224,835	\$222,235	\$199,657	\$255,613	\$211,145	\$213,674
Per Capita Income	\$96,159	\$94,165	\$81,994	\$95,854	\$82,231	\$82,427
Median Disposable Income	\$135,549	\$138,699	\$120,347	\$150,779	\$128,616	\$129,464
Average Disposable Income	\$136,098	\$139,917	\$125,836	\$140,615	\$130,520	\$130,706
<b>Daytime Demographics</b>						
Total Daytime Population	36,582	53,700	58,287	71,927	85,555	90,148
Daytime Population Workers	13,466	22,732	23,610	23,313	25,903	28,398
<b>Education</b>						
Bachelor's Degree	41.4%	40.0%	40.0%	37.1%	39.6%	39.3%
Graduate/Professional Degree	35.1%	39.4%	27.2%	45.1%	27.5%	27.7%
<b>Age</b>						
Median Age	48	46	46	43	46	46
Average Age	46	45	45	42	45	44
<b>Audience Profile<sup>1</sup></b>						
A - Power Elite	34.70%	36.9%	20.1%	58.90%	29.1%	31.70%
C - Booming with Confidence	44.80%	35.4%	44.7%	19.60%	44.8%	43.70%
E - Thriving Boomers	5.70%	6.6%	7.7%	3.20%	4.6%	4.00%
K - Significant Singles	6.00%	9.2%	6.5%	9.60%	5.4%	5.80%
<b>Visits</b>						
Visits	429.6K	994.4K	297.0K	2.3M	3.1M	1.4M
Visitors	110.3K	504.0K	111.1K	603.3K	635.4K	248.9K
Visit Frequency	3.91	1.97	2.66	3.78	4.86	5.53

<sup>1</sup>Audience Profile definitions are on Page 7

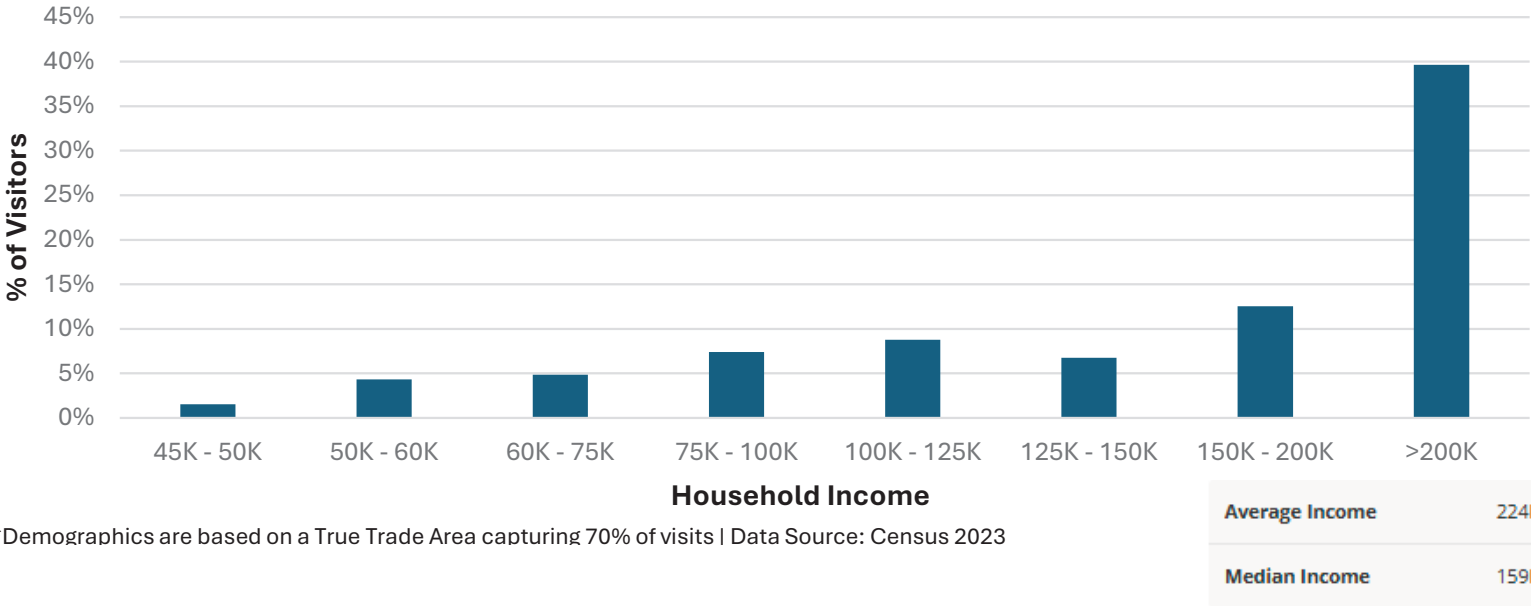
# Beachwalk | Comparative Properties



# Beachwalk | Annual Visits By Zip Code



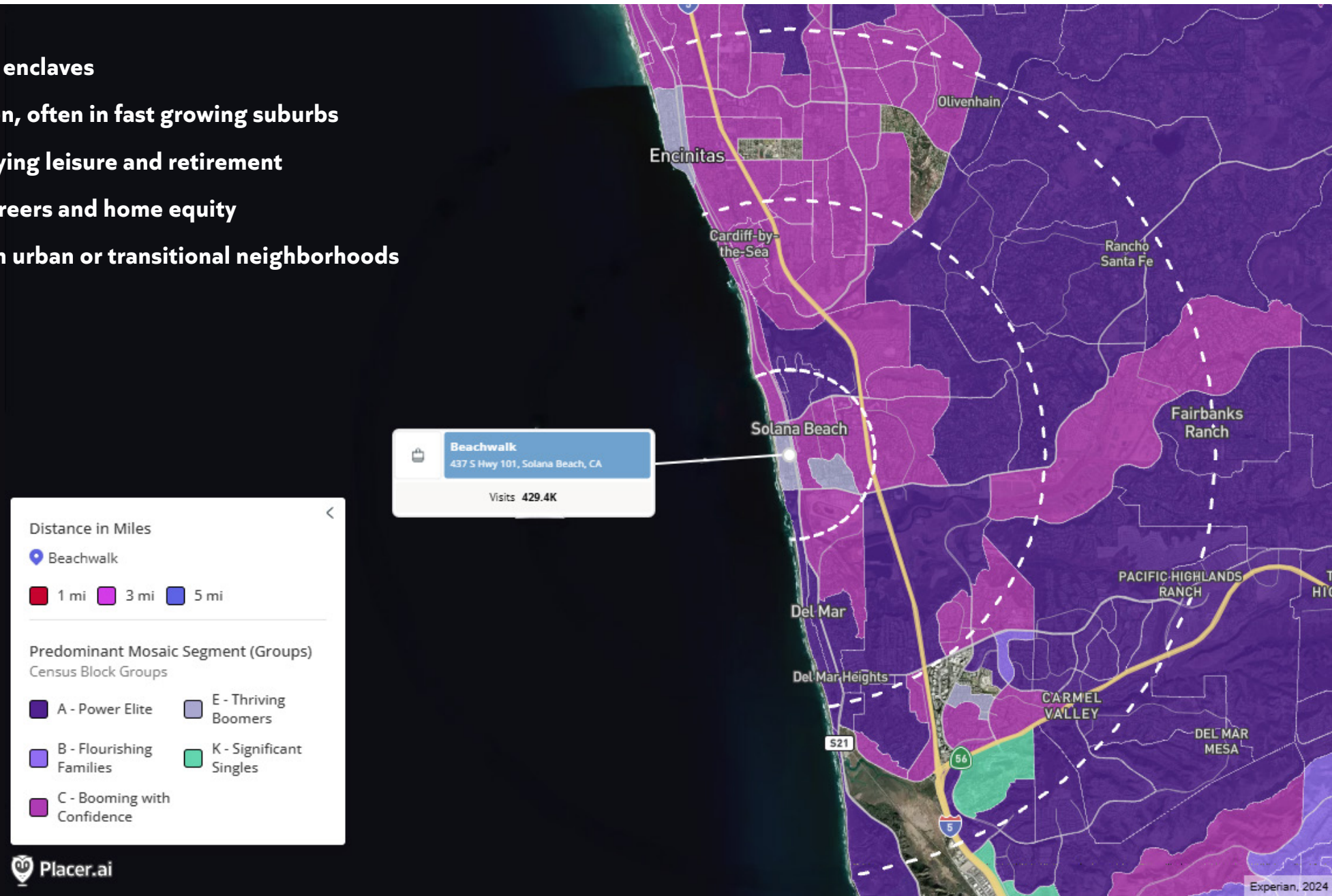
Household Income



\*Demographics are based on a True Trade Area capturing 70% of visits | Data Source: Census 2023

# Beachwalk | Header Here

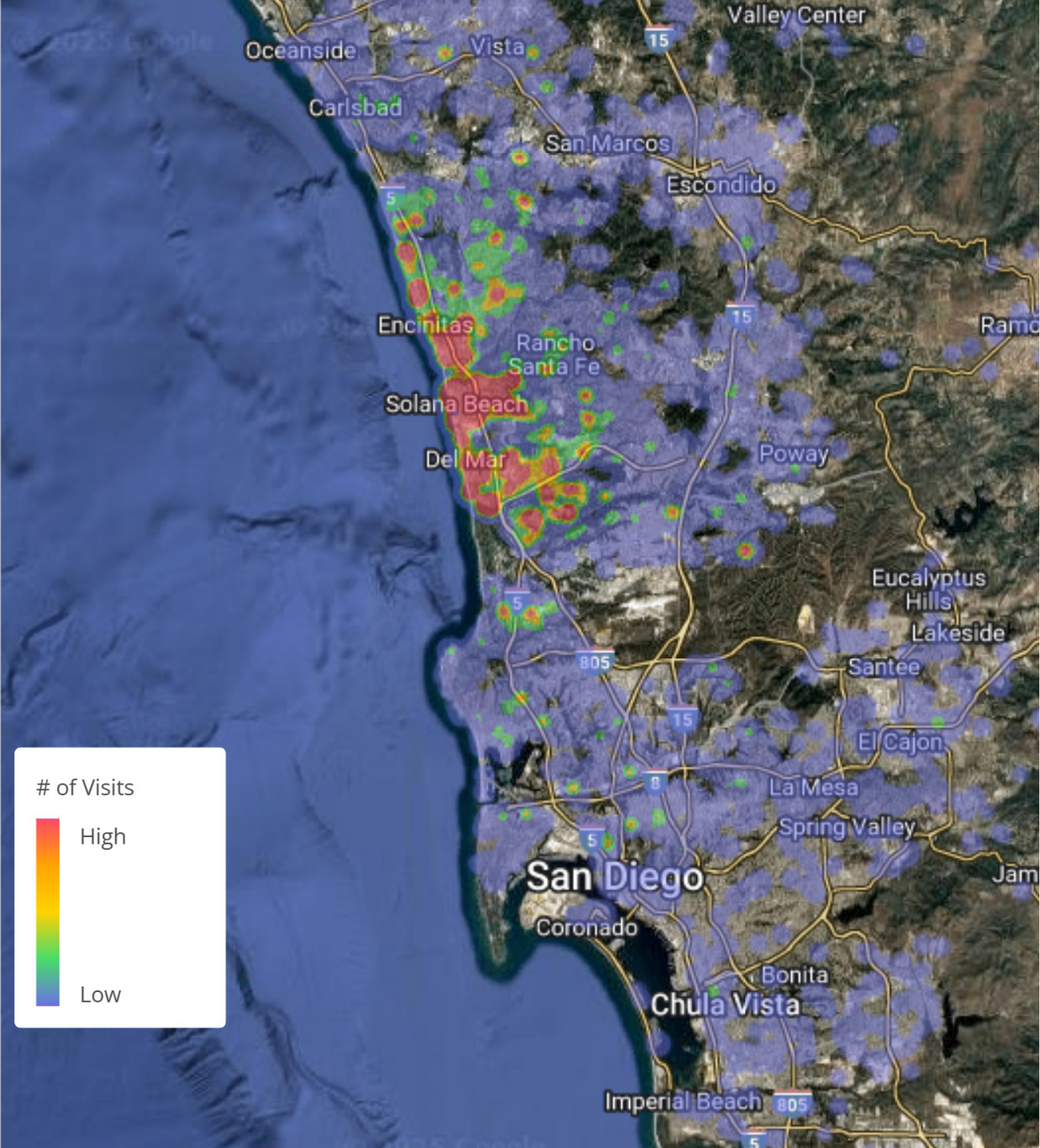
- A) Power Elite – Affluent, influential families in exclusive or urban enclaves
- B) Flourishing Families – Upper-middle-class families with children, often in fast growing suburbs
- C) Booming with Confidence – Older, affluent empty nesters enjoying leisure and retirement
- E) Thriving Boomers – Older, educated homeowners with solid careers and home equity
- K) Significant Singles – Young single adults, often renters, living in urban or transitional neighborhoods



# Beachwalk | Customer Location Map

This heat map represents where people reside that have visited the property at least 1 time in the past year

- High Frequency visits
- Common visitations
- 1 or more visits



## Beachwalk | Current Tenant Mix



### Health & Wellness

- Boutique Hair Salon
- Aesthetic Dermatology & Skincare
- Functional Fitness & Personal Training
- Contrast Therapy Spa
- Stretch Therapy & Mobility
- Nails & Beauty Lounge
- Yoga & Pilates



### Food & Beverage

- Organic Juice & Smoothie Bar
- Modern Coastal Dining
- Coffee Roastery & Café
- Coastal-Inspired Cuisine with Local Roots



### Services

- Eco-Friendly Dry Cleaning
- Pet Grooming Spa
- Home Realty Services

## New Opening Tenants

- Lana Restaurant
- PURE Infrared Sauna and Cold Plunge
- Hydration Room
- Lucid (Korean Scalp Massage)



## Beachwalk | VOID Analysis Top Prospects Fits



*FOOD & BEVERAGE*

*WELLNESS STUDIO*

*VETERINARY CLINIC*

*BIKE SHOP*

*SPORTS SHOP*

*APPAREL RETAIL*

*EYEWEAR RETAIL*

*DESSERT SHOP*

*FITNESS STUDIO*

*SMALL MARKET (WINE &  
SPIRITS, FRESH FOODS)*

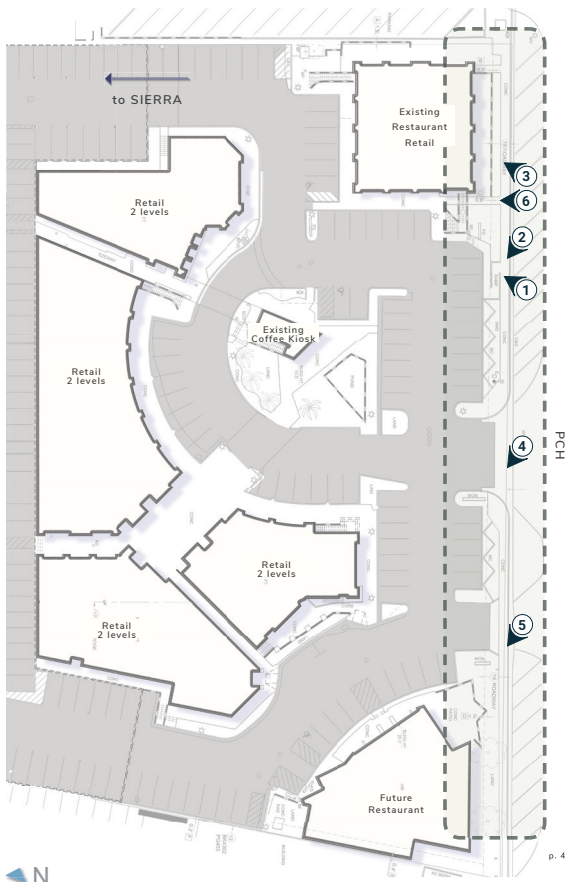
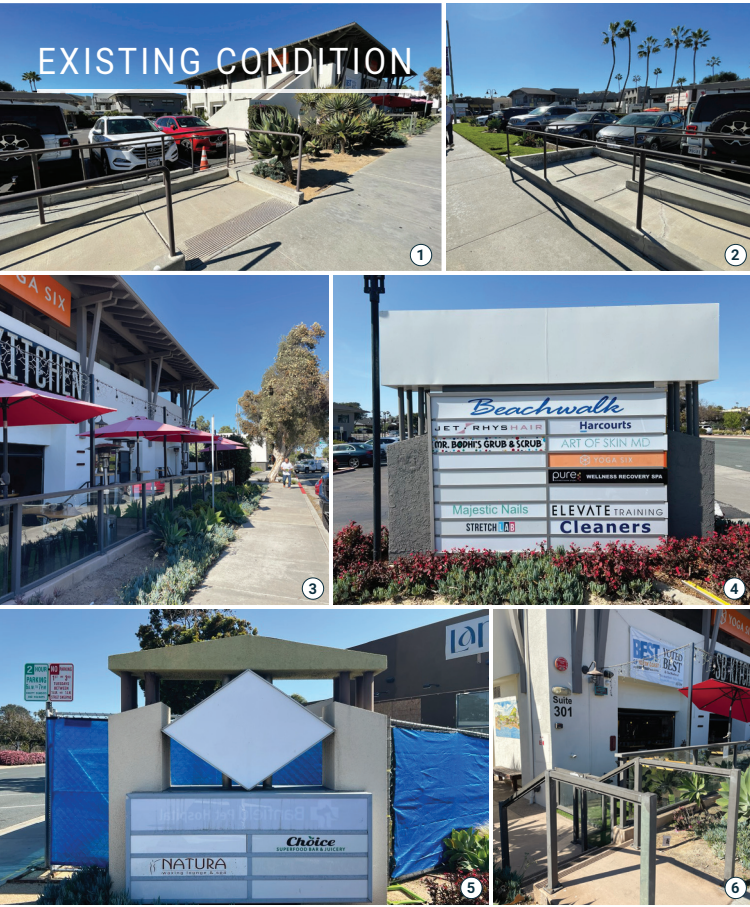
# Beachwalk | Upcoming Renovations

Beachwalk will undergo a set of exciting renovations, including:

- Courtyard Remodel
- Painting and Arts
- Architectural Façade Accents
- Property Signage
- New Lighting



# Beachwalk | Solana Beach



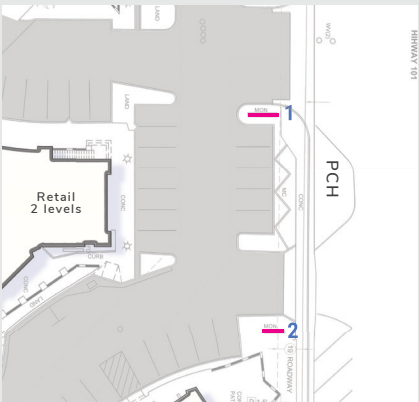
## MONUMENTATION



MAIN ENTRY



SECONDARY ENTRY



MAIN ENTRY - OPTION A



MAIN ENTRY - OPTION B





Beachwalk | Solana Beach





# About Capstone Advisors



**Vertically integrated  
owner-operator** with full-  
cycle real estate expertise  
since 1996



**\$3B+ in development** and  
**5M+ sq ft** of commercial  
assets under management



**Trusted, entrepreneurial  
partner** focused on long-  
term value creation



### OUR MISSION

Making communities better through quality real estate projects that positively impact people's lives.

# BEACHWALK

## SOLANA BEACH, CALIFORNIA



### Matt Moser

858.523.2096

[mmoser@retailinsite.net](mailto:mmoser@retailinsite.net)

Lic #01772051

### Jack Avarello

858.257.3484

[javarello@retailinsite.net](mailto:javarello@retailinsite.net)

Lic #02081489

### Blake Moser

858.523.2092

[bmoser@retailinsite.net](mailto:bmoser@retailinsite.net)

Lic #02154612

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