

FOR SALE

OFFICE/MEDICAL BUILDING



6405 EL CAMINO REAL

Carlsbad CA



EL CAMINO REAL

CAMINO VIDA ROBLE

40

EXECUTIVE SUMMARY



FLEXIBLE INVESTMENT OPPORTUNITY

66% Stabilized Medical Asset with Compelling Value-Add Upside for an Investor **OR**

Owner-User Opportunity to Occupy Your Own Building While a Medical Anchor Pays Your Mortgage



EXCEPTIONAL DEMOGRAPHICS & CONCENTRATED RESIDENTIAL DEMAND Situated on El Camino Real at the heart of Carlsbad's most affluent residential corridor, 6405 El Camino Real is surrounded by a dense collection of master-planned communities — including Bressi Ranch, La Costa Greens, La Costa Oaks, La Costa Ridge, Rancho Carrillo, Calavera Hills, and Aviara — generating deep, recurring demand for dental and medical services. The trade area boasts average household incomes exceeding \$207,000 and median home values approaching \$1.2 million, a demographic profile perfectly aligned with fee-for-service dental and specialty medical practices.



UNMATCHED COASTAL LIFESTYLE & AMENITY BASE

Carlsbad consistently ranks among Southern California's most desirable communities, and the immediate area delivers an amenity base few submarkets can match — including the Omni La Costa Resort & Spa, Park Hyatt Aviara Resort, The Crossings at Carlsbad, Alga Norte Community Park, and pristine Pacific beaches minutes away. Premier retail and dining at The Forum Carlsbad and Bressi Ranch Village further anchor the trade area. This live-work-play environment attracts and retains exactly the high-income, stability-seeking residents that sustain thriving dental and owner-user medical practices.



IRREPLACEABLE LOCATION AT THE HEART OF CARLSBAD

Positioned directly on El Camino Real — the primary north-south spine of Carlsbad — 6405 El Camino Real provides unmatched identity with building and monument signage facing El Camino Real (30,000 ADT).



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OFFERING SUMMARY

Address	6405 El Camino Real Carlsbad, CA 92008
Square Feet	12,763 SF (tax record) 11,320 SF (bldg plans)
Occupancy	66%
Offering Price	<i>Contact Brokers</i>

INVESTMENT HIGHLIGHTS

OWNER/USER OPPORTUNITY

Occupy Your Own Building While a Medical Anchor Pays Your Mortgage A rare opportunity to plant your practice in the heart of Carlsbad's most affluent residential corridor — where a stabilized orthodontist tenant already occupies 66% of the building, providing substantial in-place income to offset ownership costs from Day One. The remaining vacancy is ready for an owner/user to build their practice among the high-income households of Bressi Ranch, La Costa, Aviara, and beyond — with excess land offering further upside through building expansion or new medical office development.

A Truly Irreplaceable and Scarce Medical Office Opportunity Fee-simple, freestanding medical office buildings available for purchase in the 92009 corridor are exceptionally rare — and one of this size, on its own parcel with excess land, is virtually impossible to replicate. At 12,763 square feet, 6405 El Camino Real offers full land control that fractured medical condos and multi-tenant buildings simply cannot provide, giving the owner the ability to expand or develop additional medical square footage. Opportunities like this in one of North County San Diego's most affluent and supply-constrained submarkets do not come around often.

INVESTOR OPPORTUNITY

66% Stabilized Medical Asset with Compelling Value-Add Upside A specialty medical anchor tenant provides stable, in-place cash flow across 66% of this well-located Carlsbad medical office building, while current vacancy offers immediate lease-up upside. The property's excess land presents a further opportunity for additional medical office development — allowing an investor to grow NOI in one of North County San Diego's most affluent, high-demand medical corridors, surrounded by the dense rooftops of Bressi Ranch, La Costa, Aviara, and Rancho Carrillo.

Creditworthy, Community-Rooted Anchor Tenant with Significant Capital Invested Hulse Orthodontics is a well-established, highly regarded practice deeply embedded in the local community, providing stable and predictable cash flow backed by significant capital investment in both the building's shell and interior improvements — a clear signal of long-term commitment to the location. Orthodontic and dental practices are among the most recession-resistant tenants in commercial real estate, offering services that remain in consistent demand regardless of economic cycles. For an investor or owner/user, this translates to reliable income, reduced turnover risk, and the confidence of a proven, community-trusted anchor in place.

For a dental or owner-user medical practice, few locations in all of San Diego County combine this level of captive, high-net-worth residential demand, freeway-proximate accessibility, and an aspirational coastal lifestyle address that drives both patient loyalty and long-term asset appreciation

SUPERIOR LOCAL DEMOGRAPHICS

In a 3-Mile Radius...

- 69,715 Population
- 27,270 Households (HH)
- \$176,383 Average HH Income
- \$1,062,046 Median Home Value
- 71% Owner Occupied HH
- \$44,308 Avg HH Spending

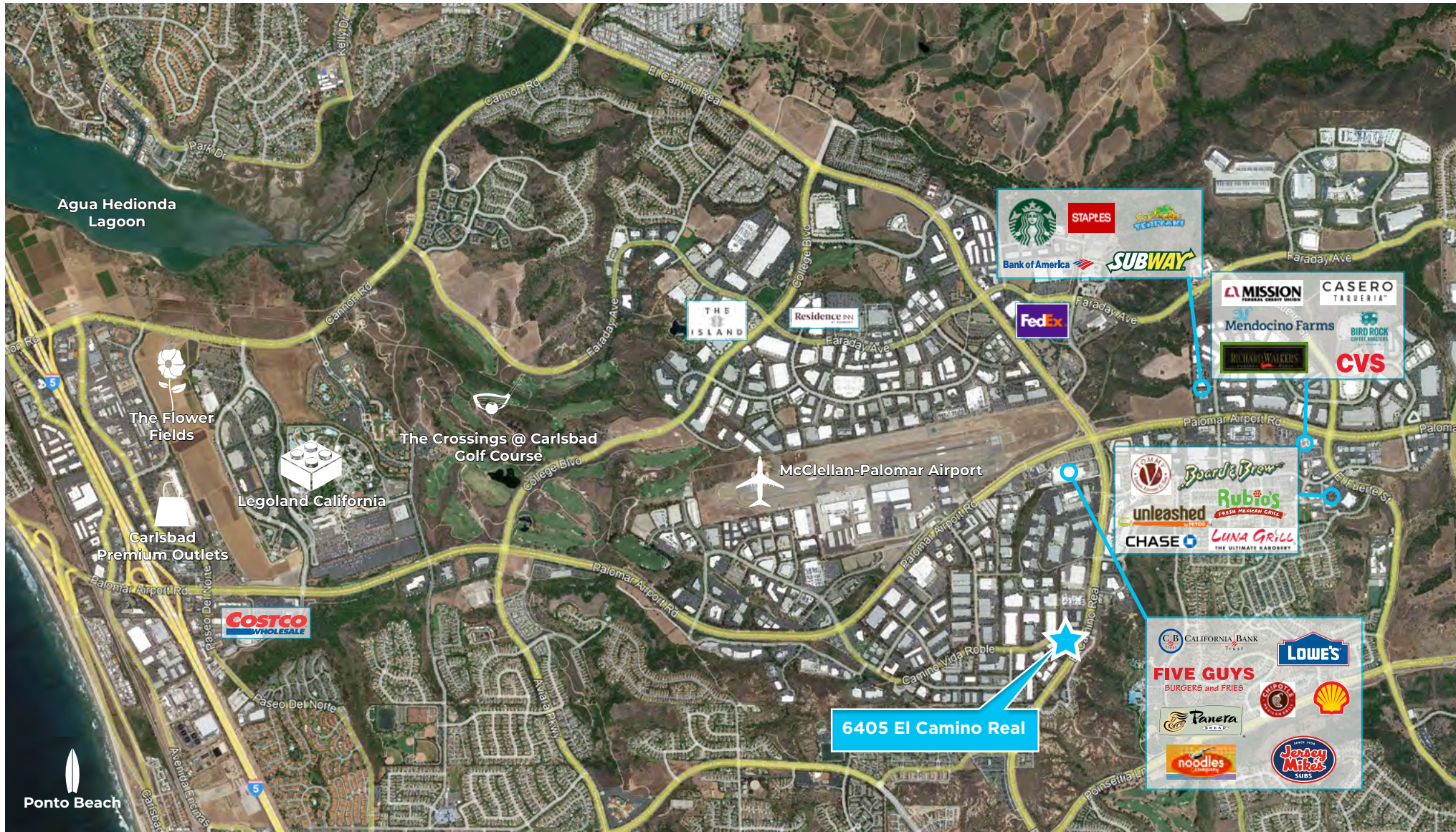




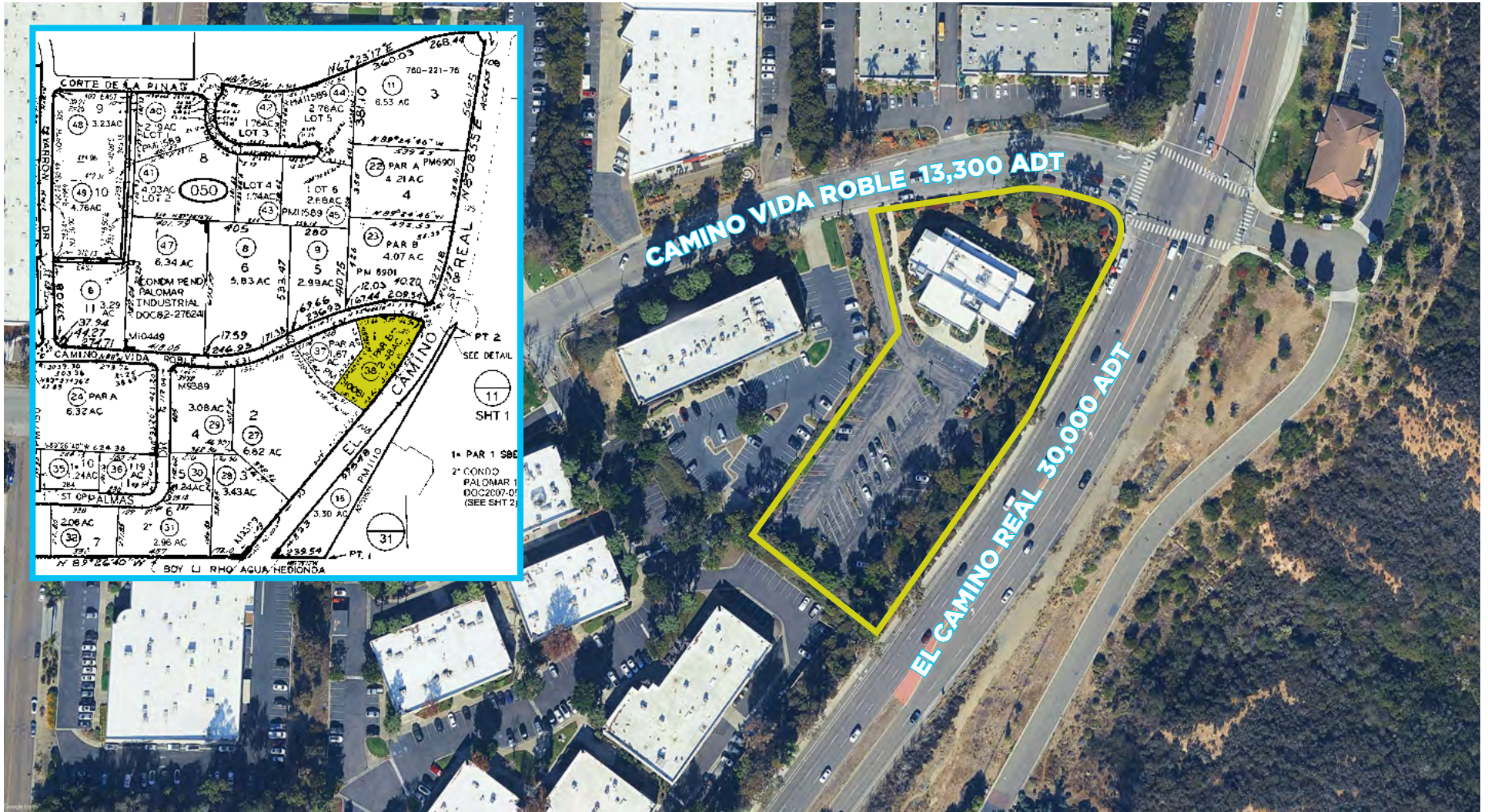


HOUSE ORTHODONTICS

MAP & AMENITIES



APN 213-050-38-00 / 2.48 Acres



PROPERTY PHOTOS





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