

Steve Golis

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115 N. H ST. | LOMPOC, CA 93436



PROPERTY BRIEF

A developers dream! Fully approved plans for a mixed-use property. Featuring a bocce ball court and shuffleboard courts on the upper level outdoor common area for tenants. The approved project will use the existing building that was used as a newspaper building built in 1970. Each residential unit will also have a garage and private deck. Endless possibilities for the new owner to lease the spaces or sell the condos individually. Fantastic live/work idea for young professionals. Great location with shops and restaurants lining H Street. Quaint downtown location that includes Solvang Brewing Company, Southside Coffee, A Little Something Special Gifts.

Offered at \$1,480,000

Building Size + ±17,163 SF

Price Per/SF * \$86/SF

Land Size # ±10,454 SF

Parking * 8 On-Site Parking Spaces For Residential

APN # 085-121-004

Year Built Priginal Structure: Early 1970s

Zoning • OTC (Old Town Commercial)

Unit Mix 1st Floor: 3 Commercial Spaces (Can be configured to the buyer's liking).

2nd Floor: (5) 2BD/2BA, (1) 1BD/1.5BA Residential Condos

3rd Floor: (1) 2BD/2BA Commercial Condo, (1) 2BA/2BA Residential Condo

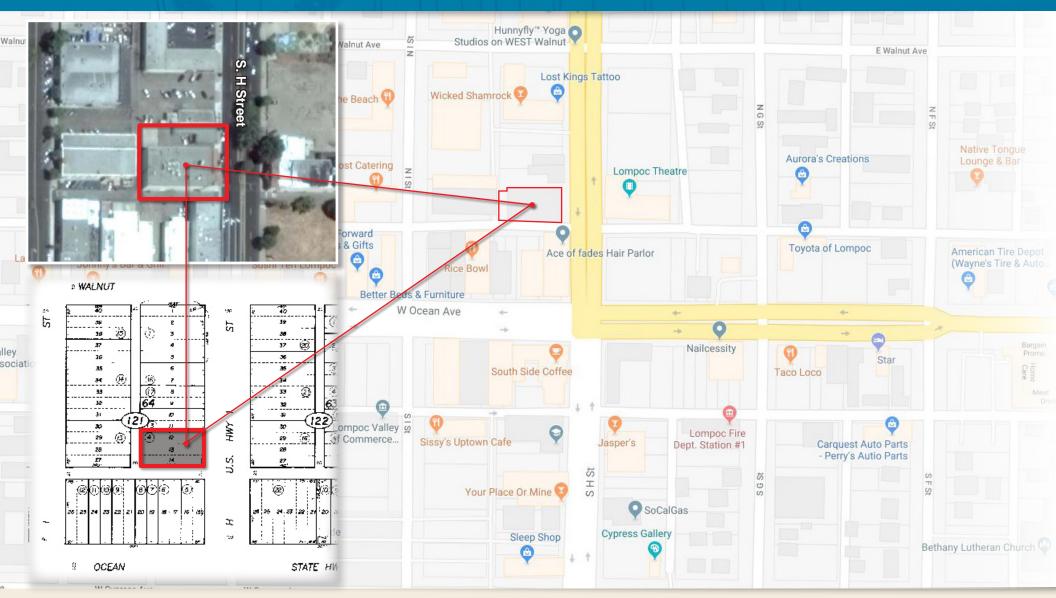
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SURROUNDING AREA



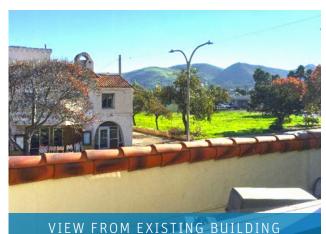
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PROPERTY IMAGES









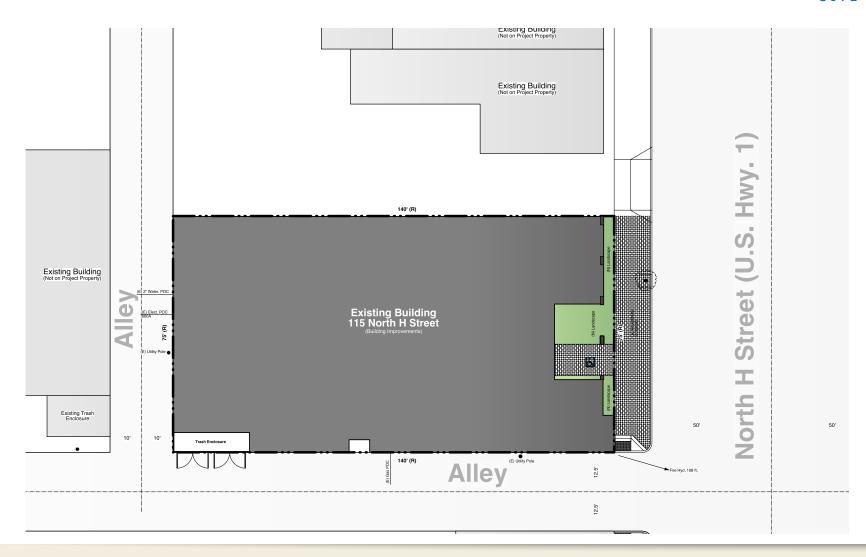






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SITE PLAN



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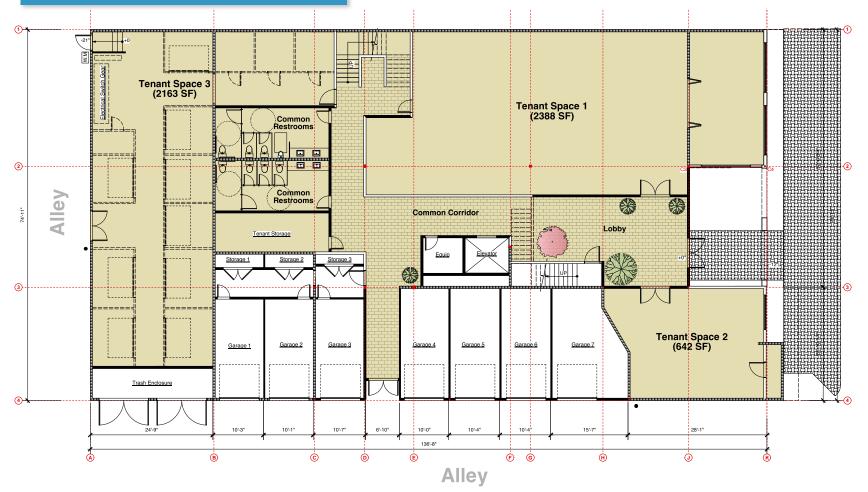
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Shown as (3) Commercial spaces. These spaces can be configured to the buyer's liking. City has also approved putting rental storage units at the back of the building.

FLOORPLAN | 1ST FLOOR COMMERCIAL CONDOMINIUMS



South H Street (U.S. Hwy. 1)

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115 N. H ST. | LOMPOC, CA 93436

Floor to contain (5) 2BD/2BA & (1) 1BD/1.5BA residential condos.

FLOORPLAN | 2ND FLOOR RESIDENTIAL CONDOMINIUMS



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Floorplan to contain (1) 2BD/2BA Commercial condo and (1) 2BD/2BA Residential condo.

FLOORPLAN | 3RD FLOOR PLAN



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115 N. H ST. | LOMPOC, CA 93436

COMPARABLE PROPERTIES SOLD | COMMERCIAL CONDOMINIUMS



	Property Address	Date Sold	Sale Price	Building Size (SF)	Configuration	Price Per SF	Notes
	115 N. H St., Lompoc, CA	Subject	Offered at \$1,480,000	±17,163	Commercial Condos	\$86/SF	Mixed-use development in the heart of Lompoc, that will offer state-of-the-art residential and commercial condos.
1	593–597 Avenue of The Flags, Ste. 103 Buellton, CA	12/3/2016	\$189,000	900 SF	Commercial Condo	\$210	Vanilla shell condition (No HVAC, ceiling or flooring, only rough plumbing for bathroom); Built-out and leased as offices.
2	593–597 Avenue of The Flags, Ste. 104 Buellton, CA	3/3/2017	\$219,000	900 SF	Commercial Condo	\$243.33	Vanilla shell condition (No HVAC, ceiling or flooring - only rough plumbing for bath- room); Built out and leased as offices
3	678 Alamo Pintado Rd., Solvang, CA	8/1/2014	\$560,000	1,571 SF	Commercial Condo Office Bldg.	\$356.46	Has 5 exam rooms, 2 bathrooms, waiting room and reception room.

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115 N. H ST. | LOMPOC, CA 93436

COMPARABLE PROPERTIES DETAIL | COMMERCIAL CONDOMINIUMS



Property	Year Built	Configuration	Lot Size	Bldg Size		
115 N. H St.	Early 1970's	(3) commercial spaces (1st flr.) & (1) commercial condo (3rd flr.)	±10,454 SF	±17,163 SF		
Lompoc, CA 93436						
Sale Price	Price Per SF					
\$1,480,000	\$86/SF					
Unit Type	#Units					
Commercial Condominiums	(4)					
Ground Floor Spaces	paces 3 (Can be configured to buyer's liking, also approved for rental storage units on this floor).					

Building Amenities: The Record is set to be developed into a mixed-use condo development in Lompoc along the commercial drag, H St. The development will consist of (7) residential condos, (1) commercial condo as well as (3) first floor spaces that can be configured to the buyer's liking. The property will boast state-of-the-art construction and an attractive Spanish-style architecture.



Property		Year Built	Configuration	Lot Size	Bldg Size	Proximity to Subject Property	Sold
593–597 Avenue of the Flags, Ste. 103		2008	Commercial Condo	N/A	900 SF	18 Miles	12/3/2016
Buellton, CA 93427							
Sale Price		Price Per SF					
\$189,000		\$210/SF					
Buildii	ng Amenities:		velopment in Buellton along Buellton's "Vint top. Condos enjoy double wall construction o				

Property	Year Built	Configuration	Lot Size	Bldg Size	Proximity to Subject Property	Sold
593–597 Avenue of the Flags, Ste. 10	4 2008	Commercial Condo	N/A	900 SF	18 Miles	3/3/2017
Buellton, CA 93427						
Sale Price	Price Per SF					
\$219,000	\$243.33					
Building Amenities: These condos are of a large development in Buellton along Buellton's "Vintage Walk". This development consists of two layers with bottom and residential on the top. Condos enjoy double wall construction and sound insulation. The exterior is vanilla shell. No ce						

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Built out and rented as offices.

1 (Commercial only).

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• 2 Bedroom, 2 Bathroom



FOR SALE # FULLY APPROVED MIXED-USE DEVELOPMENT 115 N. H ST. | LOMPOC, CA 93436

COMPARABLE PROPERTIES | COMMERCIAL CONDOMINIUMS CONT.



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Property		Year Built	Configuration	Lot Size	Bldg Size	Proximity to Subject Property	Sold
678 Alamo Pintao	do Rd.	The state of the s	Commercial Condo	N/A	1,571 SF	21.9 Miles	8/1/2014
Solvang, CA 9346	53		A CONTRACTOR	ms. Car	Dian.		
Sale Price		Price Per SF					
\$560,000		\$356.46					
	Building Amenities:	This commercial condo no Property features 5 exam				high traffic area. Currently used as a standal	one medical office.

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FOR SALE FULLY APPROVED MIXED-USE DEVELOPMENT 115 N. H ST. | LOMPOC, CA 93436

COMPARABLE PROPERTIES SOLD | RESIDENTIAL CONDOMINIUMS



	Property Address	Date Sold	Sale Price	Configuration	Size (SF)	Price Per SF	Year Built	HOA Fee
	115 N. H St., Lompoc, CA	Subject	Offered at \$1,480,000	(1) 1BD/1.5BA; (6) 2BD/2BA	±17,163 SF	\$86/SF	Early 1970's with Proposed Construction	To Be Determined
1	36 Village Circle Dr., Lompoc, CA	5/11/18	\$160,000	1BD/1BA	708 SF	\$225.99	1993	\$242
2	1031 W. Walnut Ave., Lompoc, CA	Pending	\$189,900	2BD/2BA	1,002 SF	\$189.52	1981	\$290
3	218 N. R St. Lompoc, CA	Pending	\$215,000	2BD/2BA	1,085 SF	\$198.16	1981	\$290
4	1105 W. Cypress Ave., Lompoc, CA	5/10/18	\$170,000	2BD/2BA	953 SF	\$178.38	1985	\$310
5	23 Village Circle Dr., Lompoc, CA	1/26/18	\$214,000	2BD/2BA	1,084 SF	\$197.42	1986	\$267
6	24 Village Circle Dr., Lompoc, CA	5/7/18	\$220,000	2BD/2BA	1,084 SF	\$202.95	1986	\$267

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FOR SALE FULLY APPROVED MIXED-USE DEVELOPMENT 115 N. H ST. | LOMPOC, CA 93436

COMPARABLE PROPERTIES SOLD | RESIDENTIAL CONDOMINIUMS CONTINUED



	Property Address	Date Sold	Sale Price	Configuration	Size (SF)	Price Per SF	Year Built	HOA Fee
	115 N. H St., Lompoc, CA	Subject	Offered at \$1,480,000	(1) 1BD/1.5BA; (6) 2BD/1BA	To Be Determined	To Be Determined	Early 1970's with Proposed Construction	To Be Determined
7	3350 Santa Maria Way, Santa Maria, CA	Active	\$189,900	2BD/1.5BA	882 SF	\$215.31	1985	\$252
8	1498 Aarhus Dr., Unit A, Solvang, CA	8/22/17	\$369,900	1BD/1BA	756 SF	\$488.10	1989	\$223
9	245 5th St., Unit A, Solvang, CA	7/6/17	\$345,000	2BD/1.5BA	1,388 SF	\$248.56	1979	\$408
10	1645 Laurel Ave., Solvang, CA	9/29/17	\$380,700	2BD/1.5BA	1,167 SF	\$326.22	1986	\$170
11	554 Covelo Lane, Buellton, CA	7/6/17	\$391,865	2BD/2.5BA	1,271 SF	\$308.31	2017	\$200
12	546 Covelo Lane, Buellton, CA	7/11/17	\$398,000	2BD/2.5BA	1,271 SF	\$313,14	2017	\$200

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COMPARABLE PROPERTIES DETAIL | RESIDENTIAL CONDOMINIUMS



Property	Year Built	Configuration	Lot Size	Bldg Size
115 N. H St.	Early 1970's	(7) residential condos (2nd & 3rd floors)	±10,454 SF	±17,163 SF
Lompoc, CA 93436				
Sale Price	Price Per SF			
\$1,480,000	\$86/SF			
Unit Type	#Units			

Residential Condominiums

- 1 Bedroom, 1.5 Bathroom
- 2 Bedroom, 2 Bathroom

Building Amenities: The Record is set to be developed into a mixed-use condo development in Lompoc along the commercial drag, H St. The development will consist of (7) residential condo, (1) commercial condo as well as (3) commercial first floor spaces that can be configured to the buyer's liking. The property will boast state-of-the-art

construction and an attractive Spanish-style architecture.



	construction and an attractive	spanish style aremicedianer			
Property	Year Built	Configuration	Bldg Size	Proximity to Subject Property	Sold
36 Village Circle Dr.	1993	1BD/1BA	708 SF	1 Mile	5/11/2008
Lompoc, CA 93436					
Sale Price	Price Per SF	HOA			
\$160,000	\$225.99/SF	\$242			
Building Amenities:		s fresh paint and new carpet throughout. All ap udes an attached one-car garage and a non-att			



Property	Year Built	Configuration	Bldg Size	Proximity to Subject Property	Status
1031 W. Walnut Ave	1981	2BD/1.5BA	1,002 SF	0.8 of a mile	Pending
Lompoc, CA 93436					
Sale Price	Price Per SF	HOA			
\$189,900	\$189.52	\$290			
Building Amenities:		views of the community pool and courtyard gar rroughout. The kitchen has soft-close, whihte sh			

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COMPARABLE PROPERTIES DETAIL | RESIDENTIAL CONDOMINIUMS



Property		Year Built	Configuration	Bldg Size	Proximity to Subject Property	Status
218 N. R St.		1981	2BD/2BA	1,085 SF	0.9 of a mile	Pending
Lompoc, CA 93436						
Sale Price		Price Per SF	HOA			
\$215,000		\$198.16/SF	\$290			
	Building Amenities:	and brightly l	vel condo features new wpood-laminate flooring it with a modest walk-in closet off the master be as a hot tub and swimming pool.			



Property		Year Built	Configuration	Bldg Size	Proximity to Subject Property	Sold		
1105 W. Cypress Ave		1985	2BD/2BA	953 SF	1 Mile	5/10/2018		
Lompoc, CA 93436								
Sale Price		Price Per SF	HOA					
\$170,000		\$178.38/SF	\$310					
В	Building Amenities:	This condo has been recently remodeled with new flooring, fans, baths, funace, fixtures, low-flow toilets, canned lighting, and recently painted throughout. Building has one patio in the front and a balcony upstairs. The home owner's association covers the exterior, water, trash and sewer.						



Property		Year Built	Configuration	Bldg Size	Proximity to Subject Property	Sold	
23 Village Cir cleDr.		1986	2BD/2BA	1,084 SF	1 Mile	5/7/2018	
Lompoc, CA 93436							
Sale Price		Price Per SF	HOA				
\$189,900		\$202.95	\$267				
	Building Amenities:		This second floor condo featues new wooden style flooring and multiple decks with views. Thye master suite features multiple closets. There is an interior laundry room, two patios, and downstairs there is a garage. Units includes an attached one-car garage and a non-attached carport. The				

Lompoc Village complex features a pool, two spas and security gates at both entrances.

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COMPARABLE PROPERTIES DETAIL | RESIDENTIAL CONDOMINIUMS



Property		Year Built	Configuration	Bldg Size	Proximity to Subject Property	Sold		
24 Village Cir Dr.		1986	2BD/2BA	1,084 SF	1 Mile	1/26/2018		
Lompoc, CA 93436								
Sale Price		Price Per SF	HOA					
\$214,000		\$197.42/SF	\$267					
	Building Amenities:	is an interior l	This ground floor condo featues new carpet and wood flooring as well as multiple decks with views. Thye master suite features multiple closets. There is an interior laundry room, two patios, and downstairs there is a garage. Units includes an attached one-car garage and a non-attached carport. The Lampor Village complex features a pool, two spas and security gates at both entrances.					



Property	Year Built	Configuration	Bldg Size	Proximity to Subject Property	Sold
3350 Santa Maria Way 208a	1985	2BD/1.5BA	882 SF	23.9 Miles	5/10/2018
Santa Maria, CA 93455					
Sale Price	Price Per SF	HOA			
\$189,900	\$215.31/SF	\$252			
Building Amenities:	s: This beautiful condo is on the border of Santa Maria and Orcutt. It features an updated kitchen with freshly painted cabinetry, new countertops and new stainless steel appliances. It has recently benefitted from a newly inspired paint scheme, new durale easy-care wood flooring, freshly cleaned carpeting and porcelain tile. It has also been updated with new light fixtures, faucets and door hardware.				



Property		Year Built	Configuration	Bldg Size	Proximity to Subject Property	Sold
1498 Aarhus Dr. Unit	A	1986	2BD/2BA	1,084 SF	20.7 Miles	8/22/2017
Solvang, CA 93463						
Sale Price		Price Per SF	HOA			
\$369,000		\$488.10	\$223			
	Building Amenities:	This condo has been recently updated with new kitchen counters, updated cabinets and appliances, flooring and bathroom. Cond has in-unit laundry				

and a protected patio for private barbeques. This ground floor condo has no units above it and is part of a cozy fourplex.

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COMPARABLE PROPERTIES DETAIL | RESIDENTIAL CONDOMINIUMS



Property		Year Built	Configuration	Bldg Size	Proximity to Subject Property	Sold
245 5th St. Unit A		1979	2BD/1.5BA	1,338 SF	20.9 Miles	7/6/2017
Solvang, CA 93463						
Sale Price		Price Per SF	HOA			
\$345,000		\$257.85	\$408			
	Building Amenities:	This condo is located in Solvang off of Mission Drive, away from the crowds of Solvang, but close enough that downtown Solvang is only a short wa away. Offers in-unit laundry, a small back patio, two balconies, a fireplace and plantly of storage. Community pool and jacuzzi are just right outsic of the front door.				



Property		Year Built	Configuration	Bldg Size	Proximity to Subject Property	Sold
1645 Laurel Ave		1986	2BD/1.5BA	1,167 SF	21.2 Miles	9/29/2017
Solvang, CA 93463						
Sale Price		Price Per SF	HOA			
\$380,700		\$326.22	\$170			
	Building Amenities:	This two-story condo is one of seven in the Danaborg condo development. There is a hardwood burning fireplace, hardwood floors and a covered pain the fenced back yard. Kitch has stainless-steel appliances and an abundance of cupboards.				



Property		Year Built	Configuration	Bldg Size	Proximity to Subject Property	Sold	
554 Covelo Lane		2017	2BD/2.5BA	1,271 SF	17.9 Miles	7/6/2017	
Buellton, CA 93427							
Sale Price		Price Per SF	HOA				
\$391,865		\$308.31	\$200				
	Building Amenities:		Brand new construction, only 4 months old located in the Vineyard Village complex in Buellton. It has a bright and open floorplan with an attached two-car garage and full driveway. Upgrades include central A/C, solar, upgraded flooring and solid-surface countertops.				

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COMPARABLE PROPERTIES

vinyl and carpet flooring. Has an attached two-car garage and full driveway.

RESIDENTIAL CONDOMINIMUS CONT.



Property		Year Built	Configuration	Bldg Size	Proximity to Subject Property	Sold
546 Covelo Lane		2017	2BD/2.5BA	1,271 SF	17.9 Miles	7/11/2017
Buellton, CA 9342	7					
Sale Price		Price Per SF	HOA			
\$398,000		\$313.14	\$200			
	Building Amenities:	Brand new construction. This condo has just received some finished touches including upgraded floors, solid-surface countertops, solar and A/C. Offers				

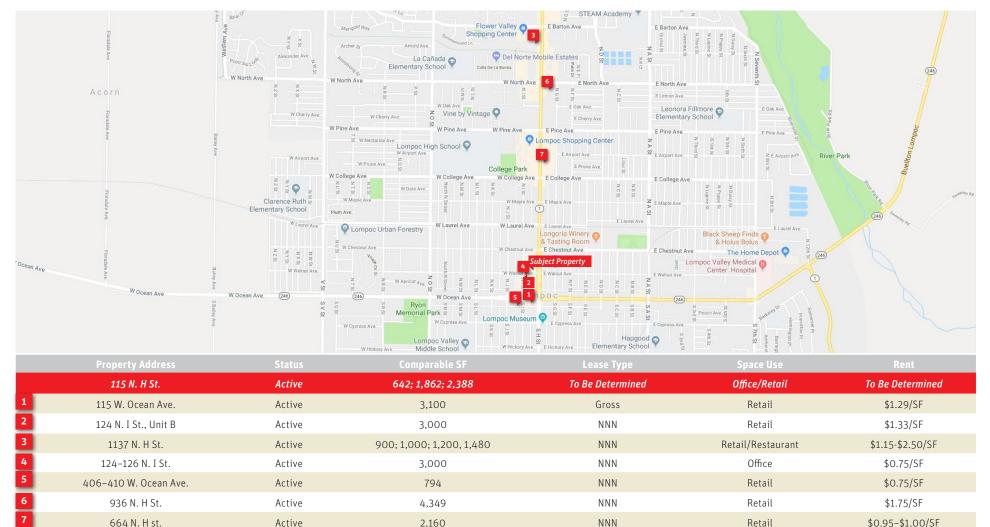
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COMPARABLE RENTAL PROPERTIES



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115 N. H ST. | LOMPOC, CA 93436

MARKET OVERVIEW CONTINUED

Located on scenic Pacific Coast Highway, Lompoc is approximately 55 miles northwest of Santa Barbara, 155 miles northwest of Los Angeles and 270 miles southeast of San Francisco. The Pacific Ocean is approximately nine miles west of downtown Lompoc.

Lompoc Valley is a key part of the Central California region with a population of approximately 44,200. The Vandenberg Air Force Base is 10 miles northwest of the City and is among the nation's most important military and aerospace installations. Vandenberg continues to be the major employer of Lompoc's citizens.

Lompoc enjoys world-wide acclaim as the "City of Arts and Flowers." During the summer months, you will see many patches of colors which will be varieties of cut flowers and those grown for seed. Lompoc is also home to The Cypress Art Gallery, The Lompoc Wine Ghetto and Wine Trail, Lompoc Museum, and over 32 major commissioned murals by major artists.



10 Great Ways to Enjoy The City Lompoc...

- 1.) View grapes ripening on the vine as you bike or drive along our country roads. And later, you can enjoy wine made from those same grapes!
- 2.) Explore the quaint village of Lompoc:
 - visit one of several museums located just on the other side of the swinging bridge
 - shop for antiques and treasures
 - enjoy terrific sidewalk cafes & restaurants
- 3.) Ski, sail, kayak or canoe at Lopez Lake.
- 4.) Ride dune buggies, ATVs and motorcycles on 1,500 acres of beach at Oceano Dunes.
- 5.) Visit the Monarch Butterfly Grove November through February.
- 6.) Hike the James Way trail located along a hillside of majestic oaks in Arroyo Grande, or the 2-mile round trip beach boardwalk at Grand Avenue in Grover Beach.
- 7.) Enjoy world-class performing arts at The Clark Center for the Performing Arts.
- 8.) Golf on one of nine public golf courses.
- 9.) Camp at one of the most beautiful sites in California.
- 10.) End each day with a glorious sunset.

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