

**PRICE REDUCTION!
ALSO AVAILABLE
FOR LEASE**

Fully approved plans for a mixed-use property offering a mix of residential and commercial condominiums

OFFERED AT

\$1,295,000



**115 N. H ST.
LOMPOC, CA 93436**

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FOR SALE | FULLY APPROVED MIXED-USE DEVELOPMENT

115 N. H St. | Lompoc, CA 93436



PROPERTY OVERVIEW

A developers dream! Fully approved plans for a mixed-use property. Featuring a bocce ball and shuffleboard courts on the upper level outdoor common area for residents/tenants. The approved project will use the existing structure once 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.

Offering Specifics

Price	\$1,295,000
Size	Approx. 17,163 SF
Price Per SF	\$75/SF
Land Size	Approx. 10,454 SF
Parking	8 On-Site Parking Spaces For Residential Use
APN	085-121-004
Year Built	Early 1970s (Original Structure)
Zoning	OTC (Old Town Commercial)
Unit Mix	1st Floor: 3 Commercial Spaces (Spaces can be configured to the buyer's liking). 2nd Floor: (5) 2BD/2BA, (1) 1BD/1.5BA Residential Condominiums 3rd Floor: (1) 2BD/2BA Commercial Condo, (1) 2BA/2BA Residential Condominium



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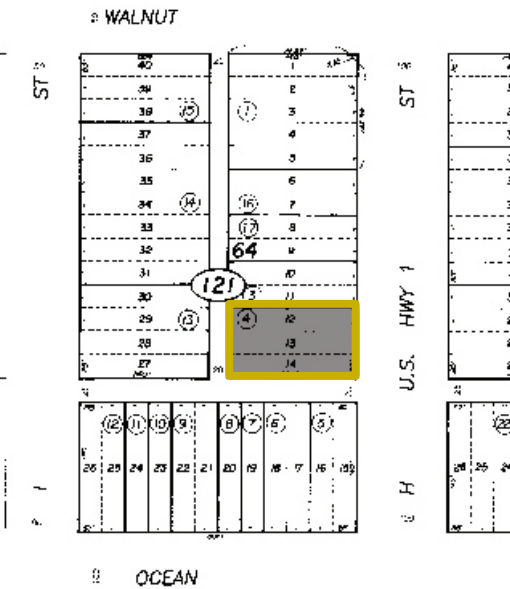
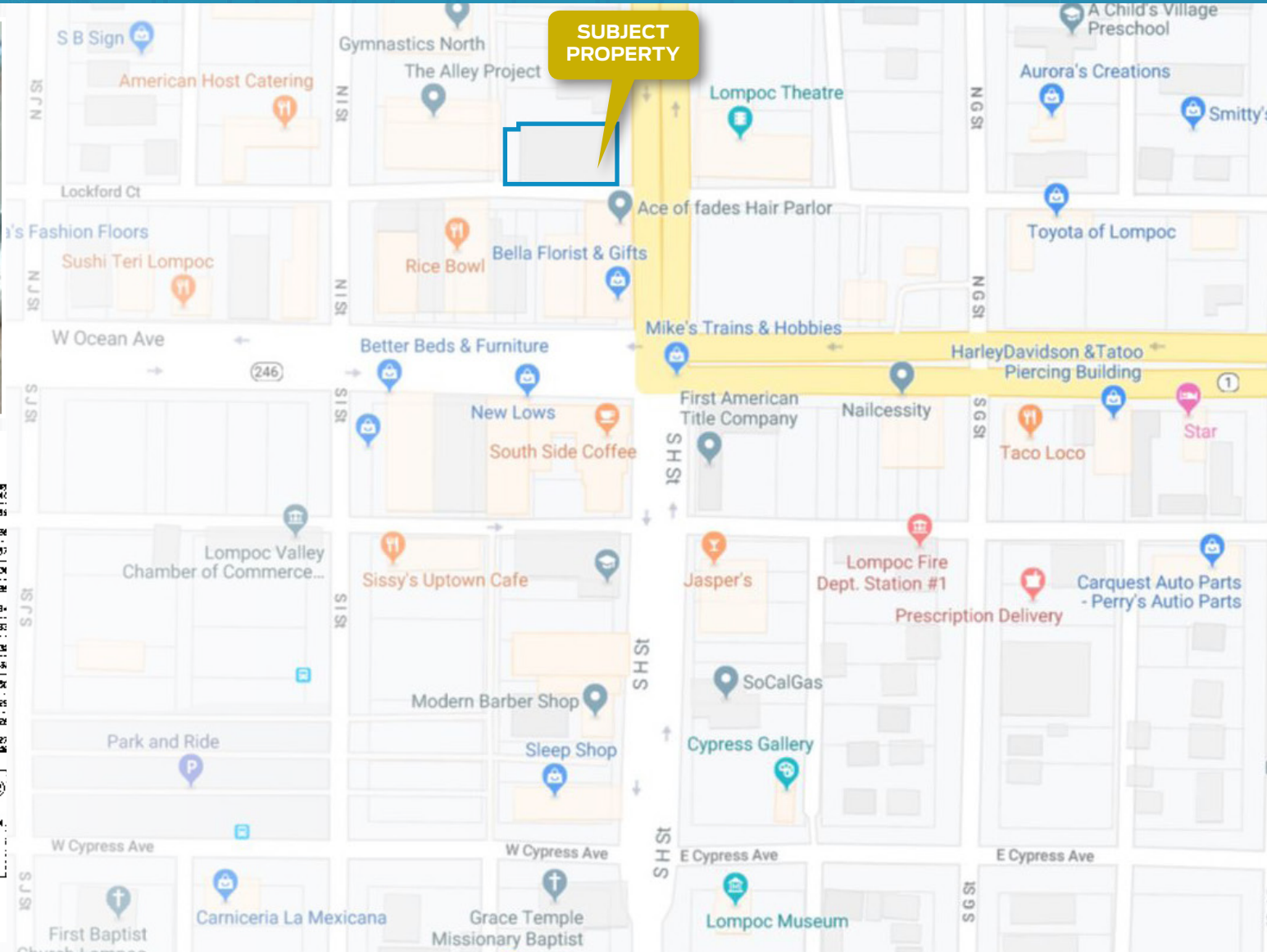
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Nearby Amenities & Merchants

- 1 Native Brew House & Wine
- 2 Cypress Gallery
- 3 Lompoc Theatre Project
- 4 Starbucks
- 5 Grocery Outlet
- 6 Lompoc Museum
- 7 Hangar 7
- 8 Solvang Brewing Company
- 9 Lompoc Valley Historical Society
- 10 Herb Home Thai Restaurant
- 11 YMCA
- 12 Vons
- 13 Transcendence Winery
- 14 Longoria Winery & Tasting Room
- 15 Lompoc High School
- 16 Sushi Teri
- 17 Lompoc Valley Middle School
- 18 Pier Fitness Health Club
- 19 Brewer-Clifton Winery
- 20 Hapgood Elementary School



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EXISTING & CONCEPTUAL IMAGES



VIEW FROM EXISTING BUILDING



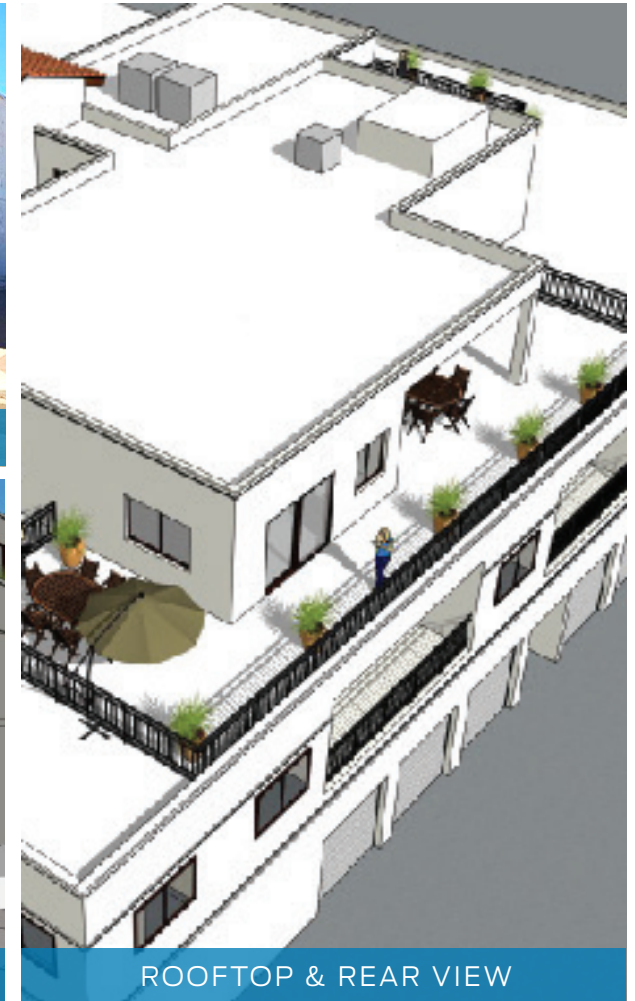
EXISTING BUILDING



RENDERING: SOUTHEAST VIEW



RENDERING: NORTHEAST VIEW



ROOFTOP & REAR VIEW

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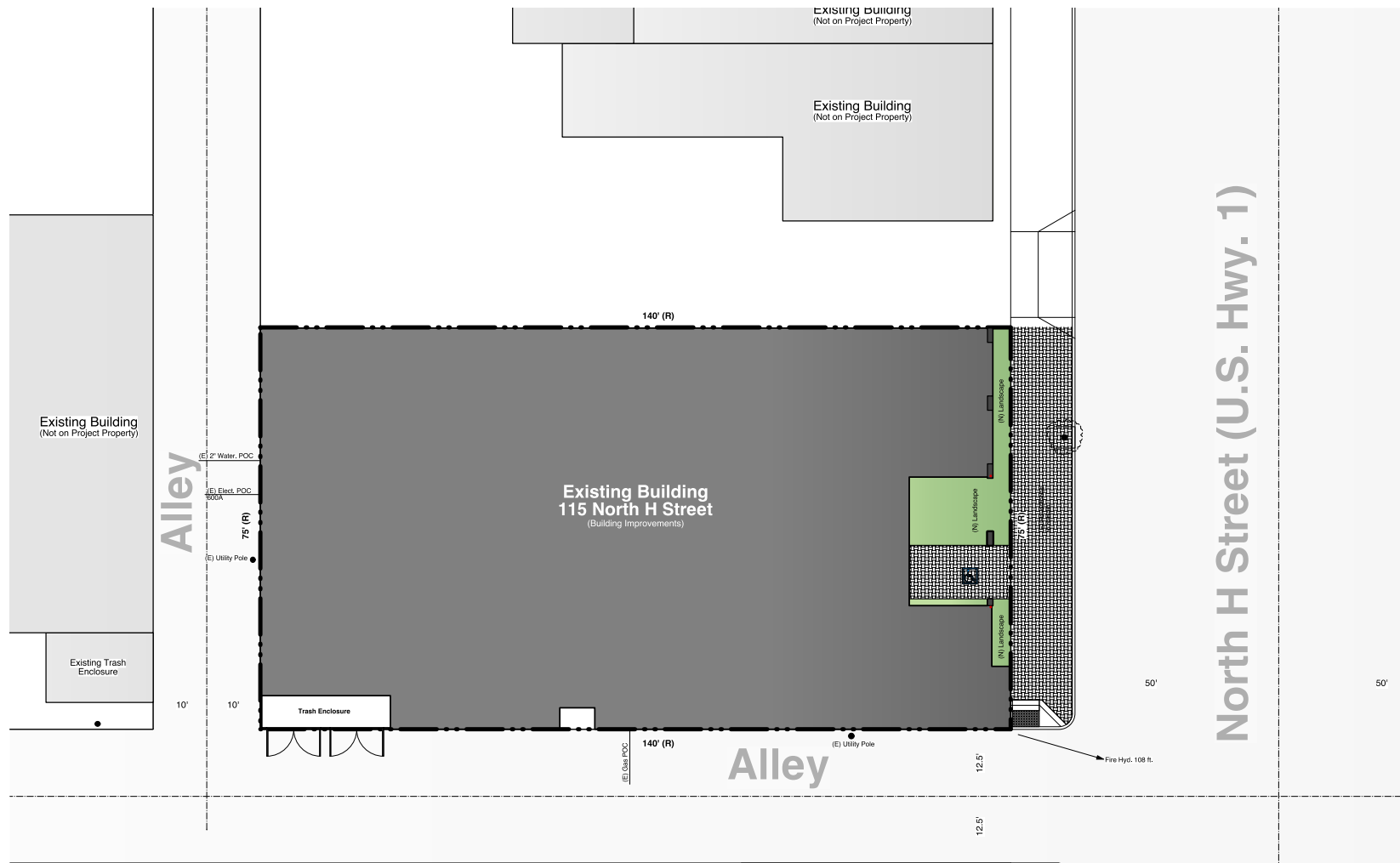


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SITE PLAN



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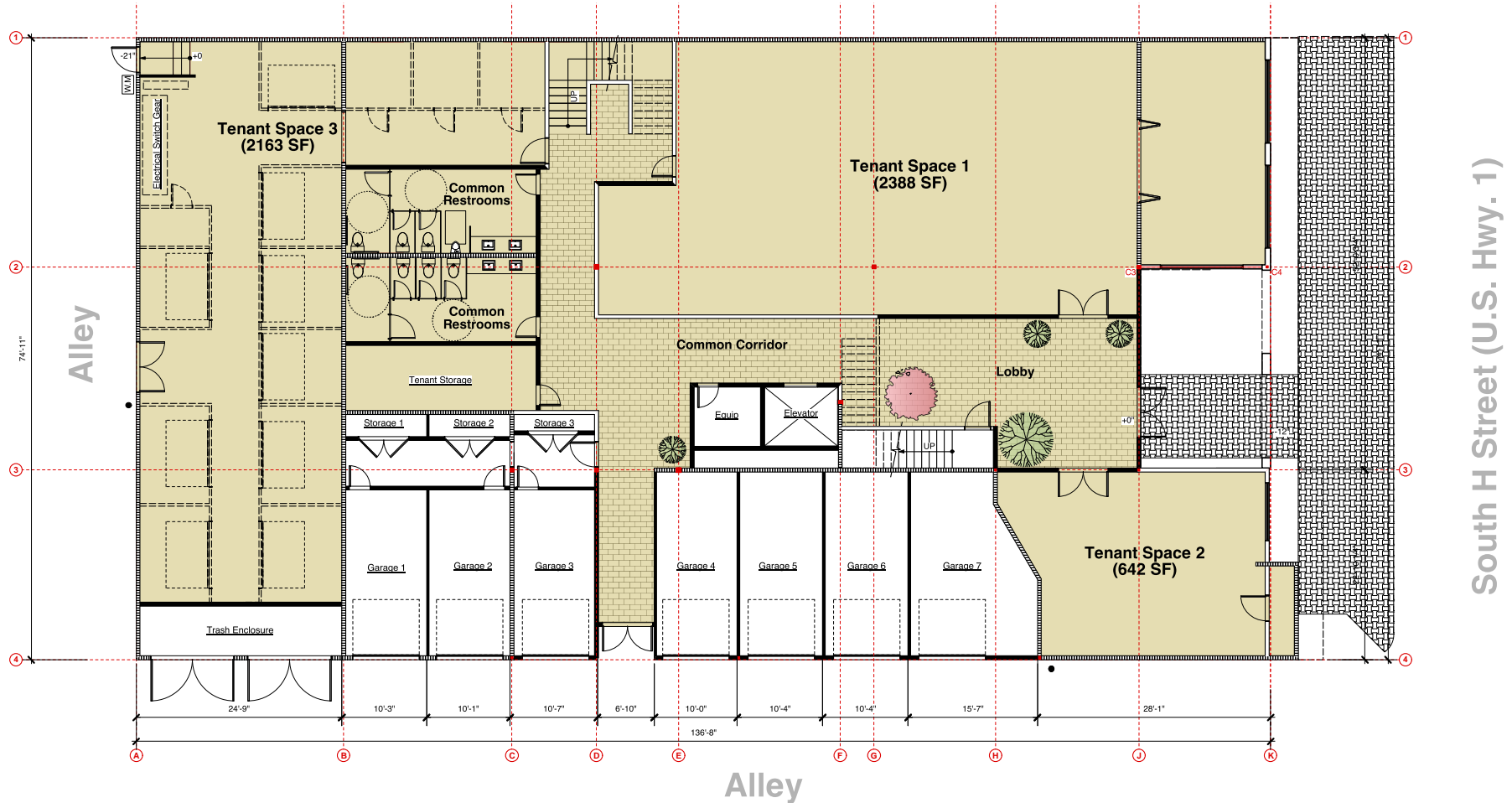
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1ST FLOOR COMMERCIAL CONDOMINIUM

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.



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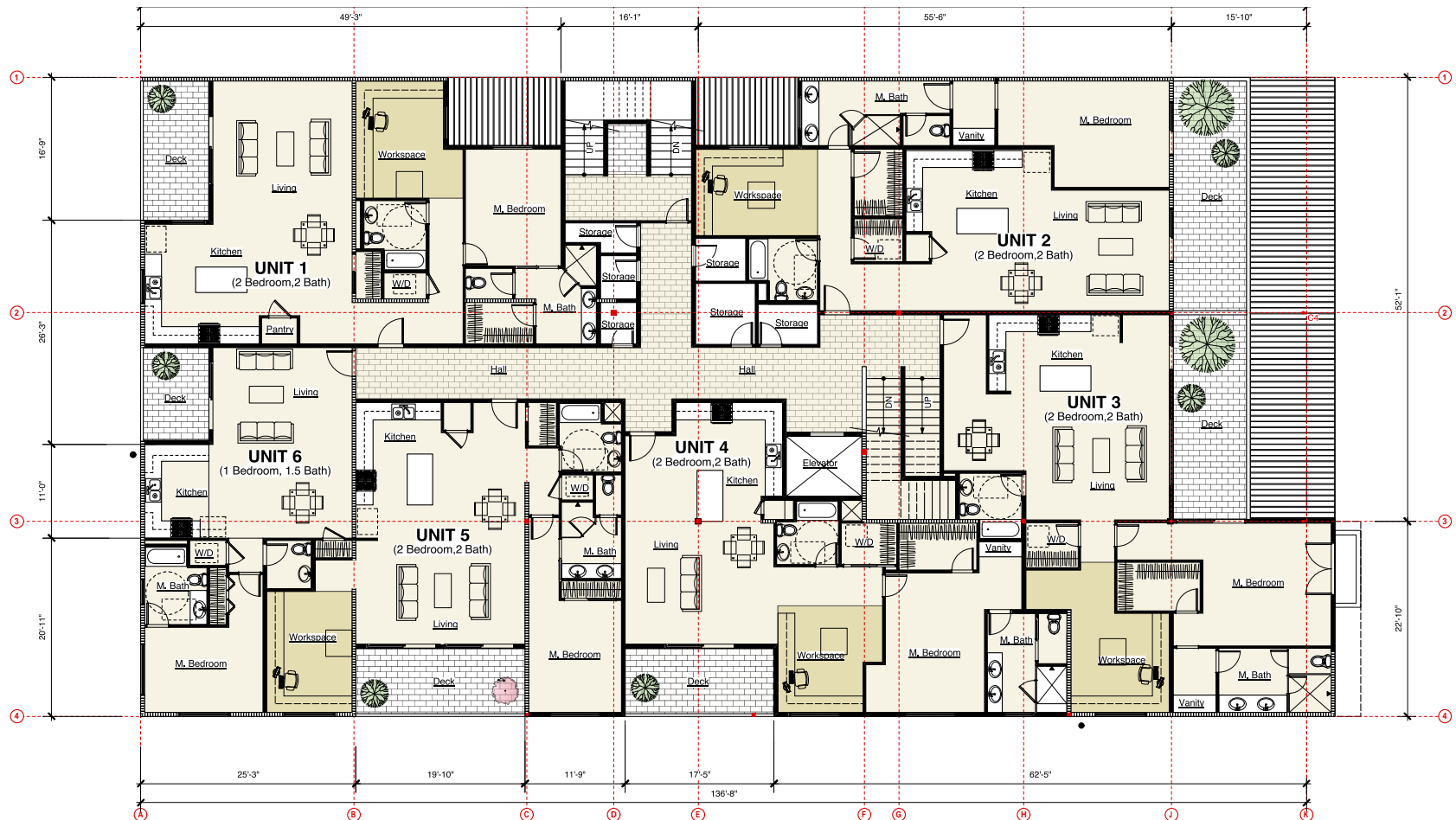
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2ND FLOOR RESIDENTIAL CONDOMINIUM

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



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3RD FLOOR PLAN

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



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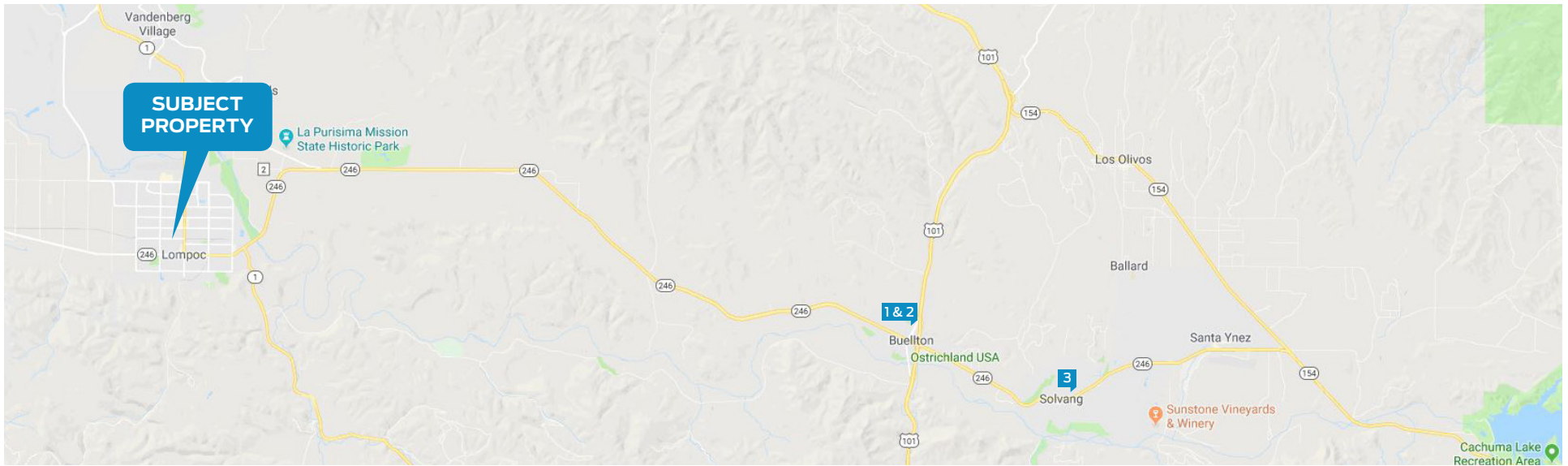


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COMPARABLE PROPERTIES SOLD | COMMERCIAL CONDOMINIUMS



Property Address	Date Sold	Sale Price	Building Size (SF)	Configuration	Price Per SF	Notes
115 N. H St., Lompoc, CA	Subject	\$1,295,000	17,163	Commercial Condos	\$75/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 bathroom); 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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COMPARABLE PROPERTIES DETAIL | COMMERCIAL CONDOMINIUMS



Property	Year Built	Configuration	Lot Size	Bldg Size
115 N. H St. Lompoc, CA 93436	Early 1970's	(3) commercial spaces (1st flr.) & (1) commercial condo (3rd flr.)	±10,454 SF	±17,163 SF
Sale Price	Price Per SF			
\$1,480,000	\$86/SF			
Unit Type	#Units			
Commercial Condominiums	(4)			
<ul style="list-style-type: none"> Ground Floor Spaces 2 Bedroom, 2 Bathroom 	<p>3 (Can be configured to buyer's liking, also approved for rental storage units on this floor).</p> <p>1 (Commercial only).</p>			
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 Buellton, CA 93427	2008	Commercial Condo	N/A	900 SF	18 Miles	12/3/2016
Sale Price	Price Per SF					
\$189,000	\$210/SF					
Building Amenities:	These condos are of a large development in Buellton along Buellton's "Vintage Walk". This development consists of two layers with commercial on the bottom and residential on the top. Condos enjoy double wall construction and sound insulation. The exterior is vanilla shell. No ceiling or flooring HVAC. Built out and rented as offices.					



Property	Year Built	Configuration	Lot Size	Bldg Size	Proximity to Subject Property	Sold
593-597 Avenue of the Flags, Ste. 104 Buellton, CA 93427	2008	Commercial Condo	N/A	900 SF	18 Miles	3/3/2017
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 commercial on the bottom and residential on the top. Condos enjoy double wall construction and sound insulation. The exterior is vanilla shell. No ceiling or flooring HVAC. Built out and rented as offices.					

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COMPARABLE PROPERTIES | COMMERCIAL CONDOMINIUMS CONT.



Property	Year Built	Configuration	Lot Size	Bldg Size	Proximity to Subject Property	Sold
678 Alamo Pintado Rd. Solvang, CA 93463		Commercial Condo	N/A	1,571 SF	21.9 Miles	8/1/2014
<i>Sale Price</i>		<i>Price Per SF</i>				
\$560,000		\$356.46				

Building Amenities: This commercial condo near the intersection of Alamo Pintado Road and Mission Dr., a high traffic area. Currently used as a standalone medical office. Property features 5 exam rooms, 2 bathrooms, a waiting room and reception room.

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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	\$1,295,000	(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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COMPARABLE PROPERTIES SOLD, CONT. | 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	\$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. Lompoc, CA 93436	Early 1970's	(7) residential condos (2nd & 3rd floors)	±10,454 SF	±17,163 SF
<i>Sale Price</i>	<i>Price Per SF</i>			
\$1,480,000	\$86/SF			
<i>Unit Type</i>	<i>#Units</i>			
Residential Condominiums				
<ul style="list-style-type: none"> • 1 Bedroom, 1.5 Bathroom 1 • 2 Bedroom, 2 Bathroom 6 				
<p><i>Building Amenities:</i> 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) 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.</p>				



Property	Year Built	Configuration	Bldg Size	Proximity to Subject Property	Sold
36 Village Circle Dr. Lompoc, CA 93436	1993	1BD/1BA	708 SF	1 Mile	5/11/2008
<i>Sale Price</i>	<i>Price Per SF</i>	<i>HOA</i>			
\$160,000	\$225.99/SF	\$242			
<p><i>Building Amenities:</i> This ground floor condo features fresh paint and new carpet throughout. All appliances are included in sale. There are two sliding glass doors that lead into a fenced-in back patio. 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.</p>					



Property	Year Built	Configuration	Bldg Size	Proximity to Subject Property	Status
1031 W. Walnut Ave Lompoc, CA 93436	1981	2BD/1.5BA	1,002 SF	0.8 of a mile	Pending
<i>Sale Price</i>	<i>Price Per SF</i>	<i>HOA</i>			
\$189,900	\$189.52	\$290			
<p><i>Building Amenities:</i> Corner unit, 2-story condo with views of the community pool and courtyard garden. The condo has a private balcony as well as a living room adorned with a cozy fireplace and plush carpeting throughout. The kitchen has soft-close, white shaker cabinetry, quartz countertops and SS appliances.</p>					

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COMPARABLE PROPERTIES DETAIL, CONT. | RESIDENTIAL CONDOMINIUMS



Property	Year Built	Configuration	Bldg Size	Proximity to Subject Property	Status
218 N. R St. Lompoc, CA 93436	1981	2BD/2BA	1,085 SF	0.9 of a mile	Pending
Sale Price	Price Per SF	HOA			
\$215,000	\$198.16/SF	\$290			
Building Amenities: <i>This single-level condo features new wood-laminate flooring, new sliders and many new windows and blinds. The two bedrooms are spacious and brightly lit with a modest walk-in closet off the master bedroom. There is a small fenced-in private patio. Unit provides a one-car garage. The community has a hot tub and swimming pool.</i>					



Property	Year Built	Configuration	Bldg Size	Proximity to Subject Property	Sold
1105 W. Cypress Ave Lompoc, CA 93436	1985	2BD/2BA	953 SF	1 Mile	5/10/2018
Sale Price	Price Per SF	HOA			
\$170,000	\$178.38/SF	\$310			
Building Amenities: <i>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.</i>					



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

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Property	Year Built	Configuration	Bldg Size	Proximity to Subject Property	Sold
24 Village Cir Dr. Lompoc, CA 93436	1986	2BD/2BA	1,084 SF	1 Mile	1/26/2018
Sale Price	Price Per SF	HOA			
\$214,000	\$197.42/SF	\$267			
Building Amenities: <i>This ground floor condo features new carpet and wood flooring as well as multiple decks with views. The master suite features multiple closets. There is an interior laundry room, two patios, and downstairs there is a garage. Units include 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.</i>					



Property	Year Built	Configuration	Bldg Size	Proximity to Subject Property	Sold
3350 Santa Maria Way 208a Santa Maria, CA 93455	1985	2BD/1.5BA	882 SF	23.9 Miles	5/10/2018
Sale Price	Price Per SF	HOA			
\$189,900	\$215.31/SF	\$252			
Building Amenities: <i>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 benefited from a newly inspired paint scheme, new durable easy-care wood flooring, freshly cleaned carpeting and porcelain tile. It has also been updated with new light fixtures, faucets and door hardware.</i>					



Property	Year Built	Configuration	Bldg Size	Proximity to Subject Property	Sold
1498 Aarhus Dr. Unit A Solvang, CA 93463	1986	2BD/2BA	1,084 SF	20.7 Miles	8/22/2017
Sale Price	Price Per SF	HOA			
\$369,000	\$488.10	\$223			
Building Amenities: <i>This condo has been recently updated with new kitchen counters, updated cabinets and appliances, flooring and bathroom. Condo has in-unit laundry and a protected patio for private barbecues. This ground floor condo has no units above it and is part of a cozy fourplex.</i>					

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COMPARABLE PROPERTIES DETAIL, CONT. | RESIDENTIAL CONDOMINIUMS



Property	Year Built	Configuration	Bldg Size	Proximity to Subject Property	Sold
245 5th St. Unit A Solvang, CA 93463	1979	2BD/1.5BA	1,338 SF	20.9 Miles	7/6/2017
<i>Sale Price</i>	<i>Price Per SF</i>	<i>HOA</i>			
\$345,000	\$257.85	\$408			
<i>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 walk away. Offers in-unit laundry, a small back patio, two balconies, a fireplace and plenty of storage. Community pool and jacuzzi are just right outside of the front door.</i>					



Property	Year Built	Configuration	Bldg Size	Proximity to Subject Property	Sold
1645 Laurel Ave Solvang, CA 93463	1986	2BD/1.5BA	1,167 SF	21.2 Miles	9/29/2017
<i>Sale Price</i>	<i>Price Per SF</i>	<i>HOA</i>			
\$380,700	\$326.22	\$170			
<i>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 patio in the fenced back yard. Kitch has stainless-steel appliances and an abundance of cupboards.</i>					



Property	Year Built	Configuration	Bldg Size	Proximity to Subject Property	Sold
554 Covelo Lane Buellton, CA 93427	2017	2BD/2.5BA	1,271 SF	17.9 Miles	7/6/2017
<i>Sale Price</i>	<i>Price Per SF</i>	<i>HOA</i>			
\$391,865	\$308.31	\$200			
<i>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.</i>					

The information provided here has been obtained from the owner of the property or from other sources deemed reliable. We have no reason to doubt its accuracy, but we do not guarantee it.

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FOR SALE | FULLY APPROVED MIXED-USE DEVELOPMENT

115 N. H St. | Lompoc, CA 93436



COMPARABLE PROPERTIES DETAIL, CONT. | RESIDENTIAL CONDOMINIUMS



Property	Year Built	Configuration	Bldg Size	Proximity to Subject Property	Sold
546 Covelo Lane Buellton, CA 93427	2017	2BD/2.5BA	1,271 SF	17.9 Miles	7/11/2017
<i>Sale Price</i>	<i>Price Per SF</i>	<i>HOA</i>			
\$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 vinyl and carpet flooring. Has an attached two-car garage and full driveway.

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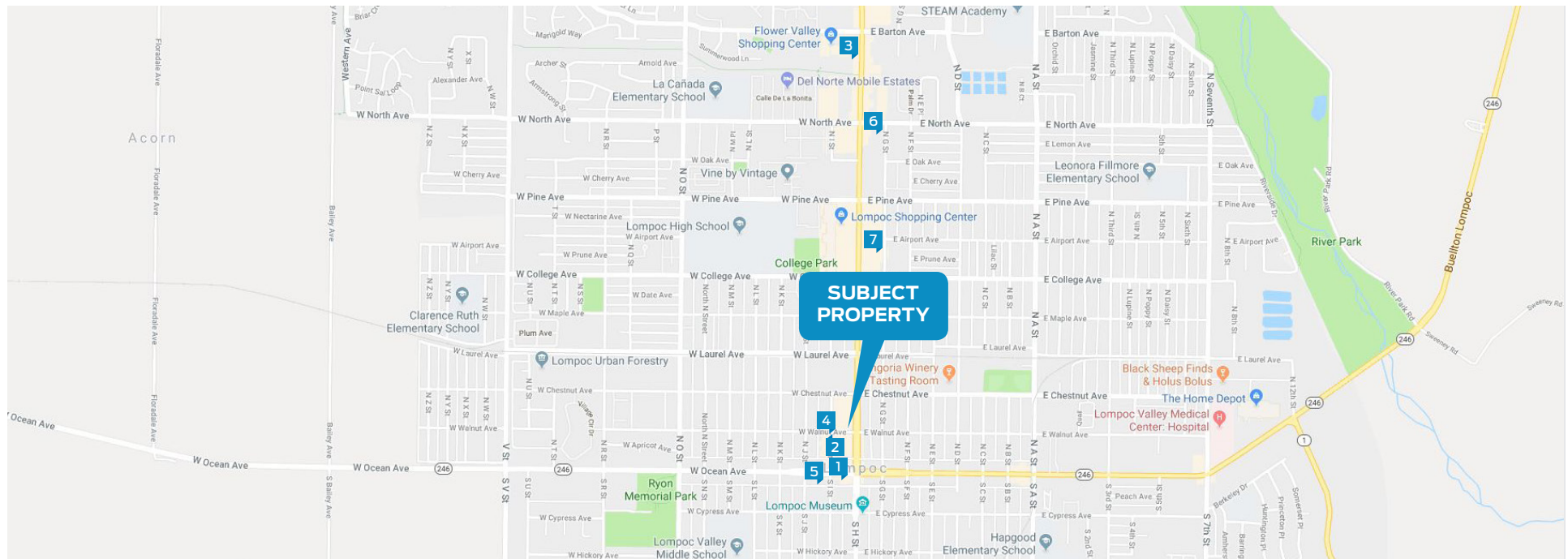


FOR SALE | FULLY APPROVED MIXED-USE DEVELOPMENT

115 N. H St. | Lompoc, CA 93436



COMPARABLE RENTAL PROPERTIES



	Property Address	Status	Comparable SF	Lease Type	Space Use	Rent
	115 N. H St.	Active	642; 1,862; 2,388	To Be Determined	Office/Retail	To Be Determined
1	115 W. Ocean Ave.	Active	3,100	Gross	Retail	\$1.29/SF
2	124 N. I St., Unit B	Active	3,000	NNN	Retail	\$1.33/SF
3	1137 N. H St.	Active	900; 1,000; 1,200, 1,480	NNN	Retail/Restaurant	\$1.15-\$2.50/SF
4	124-126 N. I St.	Active	3,000	NNN	Office	\$0.75/SF
5	406-410 W. Ocean Ave.	Active	794	NNN	Retail	\$0.75/SF
6	936 N. H St.	Active	4,349	NNN	Retail	\$1.75/SF
7	664 N. H St.	Active	2,160	NNN	Retail	\$0.95-\$1.00/SF

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LOMPOC

City of Arts & Flowers

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115 N. H St. | Lompoc, CA 93436



MARKET OVERVIEW

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



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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