

FOR SALE

300 N 12TH ST, LOMPOC

Stabilized wine infrastructure + 4.6 net acres of mixed-use development & income parcels

PARCEL 4
NNN Ground Lease
1.0 ac* | National Credit QSR

PARCEL 1 | ANCHOR
Wine Center
70,420 SF | 4.34 ac | 94.75% leased

PARCEL 3
Retail Pad
1.08 ac* | highway frontage

PARCEL 2
Mixed-Use
2.50 ac | development

A 70,420 SF, 94.75%-leased winemaking & tasting campus offered well below the \$350-\$400/sf cost to build today — paired with four separately available legal parcels that can be acquired independently or assembled into a single wine-country campus.

* Final SF subject to lot line adjustment

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 **Hayes**
COMMERCIAL GROUP

PARCEL STRATEGIES

FOUR PARCELS, FOUR BUYER PROFILES

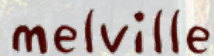
Each parcel carries its own buyer profile and value thesis. Acquire them individually — or assemble the full 8.92-acre portfolio to control an entire wine-country mixed-use campus.

AVAILABLE INDIVIDUALLY
OR AS A PORTFOLIO

PARCEL	SIZE	CURRENT / PROPOSED USE	DELIVERY CONDITION	VALUE THESIS	PRICE	\$/SF
PARCEL 1 Anchor: Wine Center	70,420 SF (4.34 ac)	Existing wine production, storage & tasting facility – 94.75% leased	Existing	Below-replacement-cost wine infrastructure with in-place income	Unpriced	—
PARCEL 2 Mixed-Use	2.50 ac (development)	Future hotel, multifamily, hospitality, retail & mixed-use development	Utilities stubbed to the parcel, curb and gutter on Ocean Avenue (SR-246)	Highest-upside parcel. Buyer avoids cost and time of bringing utilities across hwy	\$2.95M	\$27/SF
PARCEL 3 Retail Pad*	1.08 ac (highway frontage)	Inline retail, F&B, neighborhood services or tasting room	Utilities stubbed to the parcel, curb and gutter on Ocean Avenue (SR-246)	Executable retail pad. Buyer avoids cost and time of bringing utilities across hwy	\$1.65M*	\$35/SF
PARCEL 4 NNN Ground Lease*	1.0 ac (corner)	Corner parcel ground-leased to a national credit QSR user	Finished pad and building	Credit-backed ground-lease income, management-light	Unpriced	—
FULL PORTFOLIO All Four	8.92 ac total	Wine Center + 4.6 acres of development & income parcels		Control an entire wine-country mixed-use campus	Unpriced	—

**Note: Final SF and pricing subject to lot line adjustment*

ANCHOR TENANCY · STA. RITA HILLS & SANTA BARBARA COUNTY PRODUCERS



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SANTA RITA HILLS WINE CENTER

The offering pairs stabilized, income-producing wine infrastructure with a contiguous platform for mixed-use development in the heart of Santa Barbara County's Sta. Rita Hills appellation – structured as four separate legal parcels that can be acquired independently or assembled into a single wine-country campus.

PARCEL 1 · 2025 FINANCIAL SNAPSHOT

Owner-reported · property-level

GROSS RENTS

\$1.106M

PROPERTY NOI

\$606K

IN-PLACE CAP

\$6.1%

OCCUPANCY

94.75%

\$350-\$400/SF



Estimated per-SF replacement cost to build a comparable winemaking, storage & production facility today, excluding land. The Wine Center is offered materially below replacement cost.

THE INVESTMENT CASE

- **Winery-grade infrastructure** – 70,420 SF of production, barrel storage & tasting space that is difficult and costly to replicate.
- **94.75% leased**, generating ~\$1.106M of 2025 base rent and ~\$606K of property-level NOI.
- **Low cost basis** – materially below the estimated \$350–\$400/SF cost to build a comparable facility today, excluding land.
- **Four separate legal parcels** enable flexible acquisition and disposition strategies.
- **4.6 acres** of contiguous development & income land adjacent to the operating Wine Center.
- **Development trajectory** for retail, hotel, multifamily, hospitality & wine-country mixed-use.
- **National Credit QSR user NNN ground lease** on the corner parcel creates passive, credit-backed income.
- **Acclaimed tenancy** – Tyler, Melville, Racines, Chanin, Transcendence, Frequency & Zotovich.
- **Sta. Rita Hills location** within Santa Barbara County's premier cool-climate appellation.
- **Growing demand base** anchored by the adjacent River Terrace residential community.

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WINE CENTER

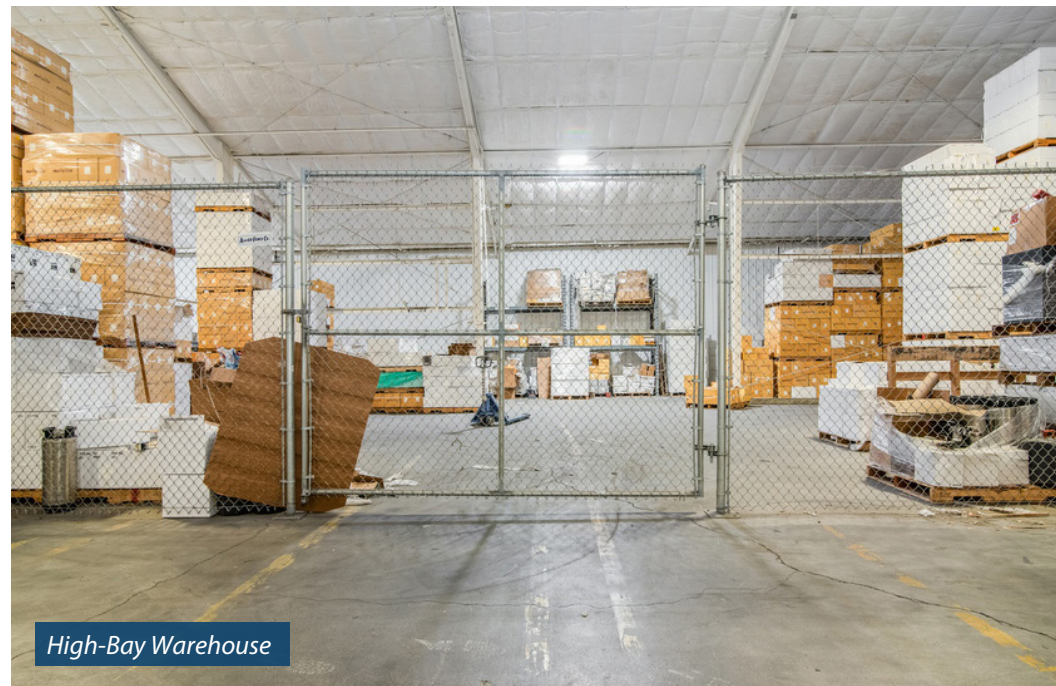
Wine Production



Tasting Room



Entrance



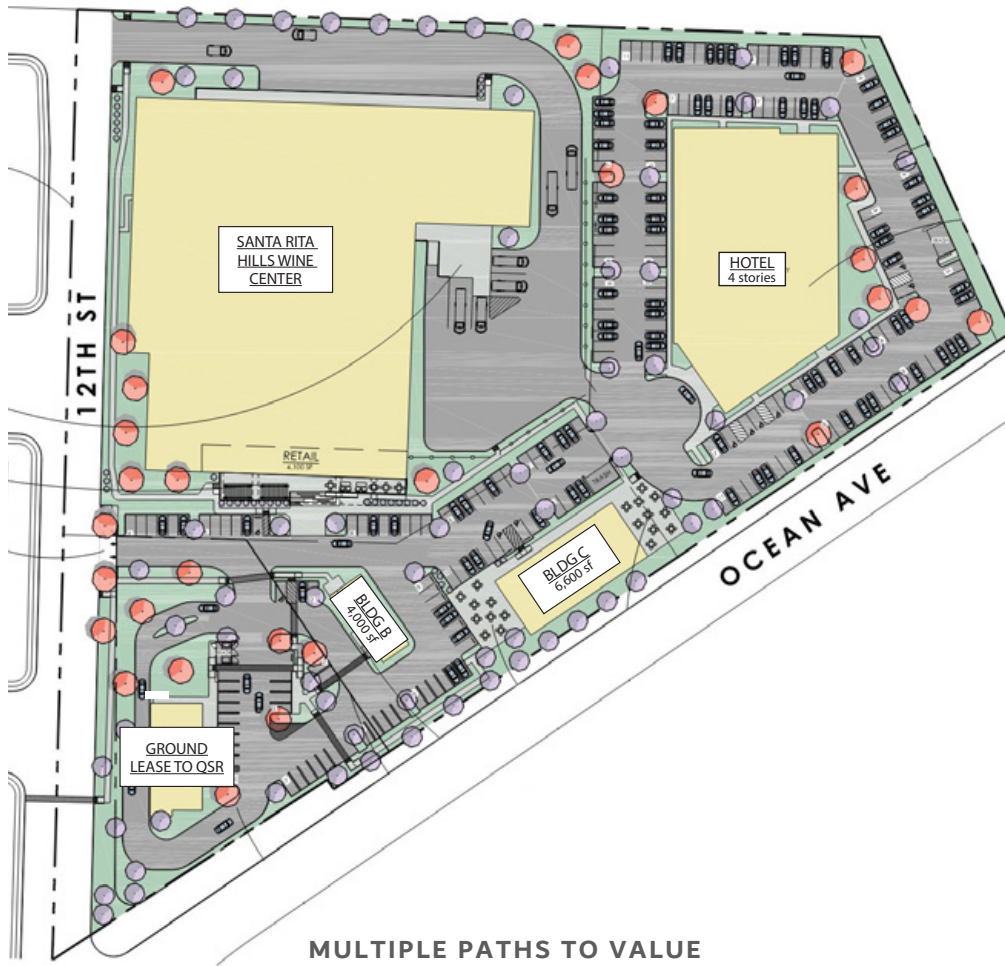
High-Bay Warehouse

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MULTIPLE PATHS TO VALUE

01 • Stabilized Income

Acquire Parcel 1 for below-replacement-cost wine infrastructure with ~\$1.1M of in-place rent.

02 • Development Upside

Acquire Parcels 2 and/or 3 to build the next chapter of the campus.

03 • Passive Income

Acquire Parcel 4's national-credit-QSR ground lease for credit-backed, management-light cash flow.

04 • Whole Campus

Acquire the full 8.92-acre portfolio to control a larger mixed-use destination.

PROPOSED SITE PLAN

(Conceptual and subject to change)

Parcels 2 and 3 offer 3.58 acres of contiguous development land beside the operating Wine Center – the foundation for a hospitality-forward destination. Conceptual planning supports a four-story hotel, retail and F&B, tasting rooms, and multifamily or workforce housing, complementing the adjacent River Terrace community now pre-selling.

Hotel & Lodging

4-story conceptual

Multifamily

workforce housing

Retail & F&B

neighborhood-serving

Tasting Rooms

visitor experience

Wine Storage

production expansion

Hospitality

visitor-serving

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NEARBY DEVELOPMENT



RIVER TERRACE

RIVER TERRACE COMMUNITY

River Terrace is a residential community neighboring the property, featuring over 250 new single-family and duet homes. Designed to promote connectivity and livability, the master plan integrates parks, trails, and natural open spaces with community amenities including a recreation center, pool, sports fields, and a central park.

The development emphasizes walkability, outdoor recreation, and a balanced housing mix that supports local residents and workforce housing needs. Future commercial/retail space is also planned. Homes are currently pre-selling, with completion expected in 2028.

Duet Homes ranging from high \$400K to high \$500K and Single Family Residences starting around \$600K to over \$700K.



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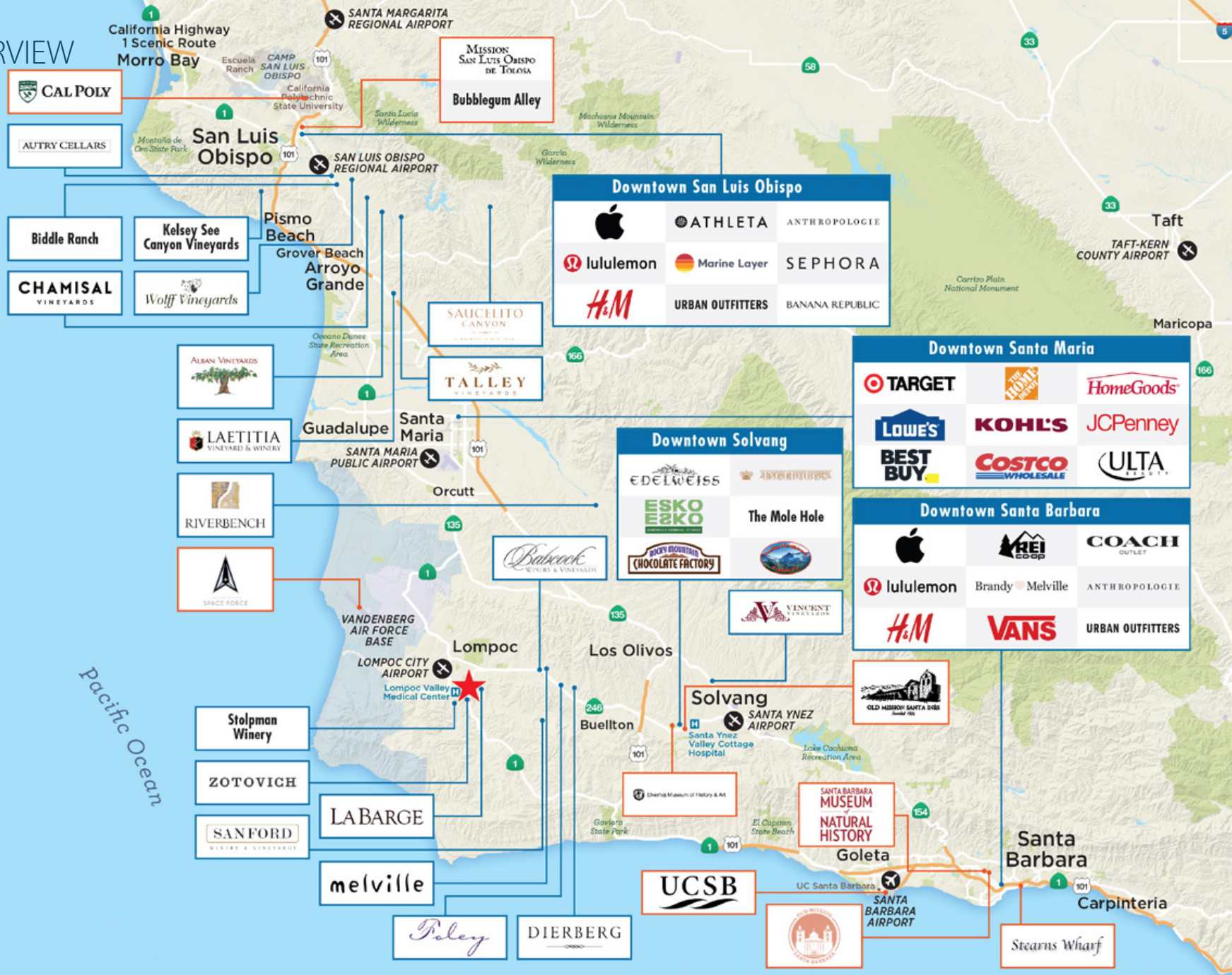
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REGIONAL OVERVIEW



MAP © 2022 CARTIFACT
DATA © OSM CONTRIBUTORS

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