

FOR SALE



224 N Smith St

Santa Maria, CA 93458



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Section 1

# Property Information

# Property Summary

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## PROPERTY DESCRIPTION

This ±11,000 SF industrial building in Santa Maria presents a value-add opportunity for investors seeking to acquire and stabilize a well-located asset. Delivered vacant, the property allows a buyer to execute a targeted lease-up strategy and secure a long-term tenant in a low-vacancy industrial submarket.

## PROPERTY HIGHLIGHTS

- Functional industrial warehouse with office
- Grade-level loading
- Flexible layout suitable for multiple uses
- Excellent access to Highway 101
- Located in Santa Maria's core industrial district
- Strong surrounding industrial and trade user base

## OFFERING SUMMARY

Sale Price:	\$1,499,000
Number of Units:	1
Lot Size:	14,422 SF
Building Size:	11,000 SF
NOI:	\$92,400.00
Cap Rate:	6.16%

DEMOGRAPHICS	0.3 MILES	0.5 MILES	1 MILE
Total Households	745	1,978	7,921
Total Population	3,480	9,207	34,396
Average HH Income	\$79,578	\$77,139	\$79,776

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# Property Description

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## PROPERTY DESCRIPTION

Presenting a prime industrial investment opportunity in Santa Maria, CA. This 11,000 SF building, constructed in 1950, boasts full occupancy with a single unit, making it an ideal choice for industrial and manufacturing investors seeking a reliable income stream. Zoned R-3, this property offers versatility and potential for expansion or redevelopment. With a strategic location and 100% occupancy, this property represents a secure and promising addition to any investment portfolio.

## LOCATION DESCRIPTION

This warehouse is strategically located in Santa Maria's core industrial district, just minutes from Highway 101 and major thoroughfares that connect the Central Coast. The property offers convenient access to regional markets including Santa Barbara, San Luis Obispo, and Ventura Counties, while also being within driving distance of Los Angeles.

Santa Maria is the largest city in northern Santa Barbara County and serves as a hub for agriculture, wine production, food processing, manufacturing, and distribution. The area's industrial market is marked by low vacancy rates (~4-5%) and strong tenant demand, making it one of the most stable submarkets along the Central Coast.

The site benefits from its proximity to logistics routes, labor pools, and local amenities, making it an attractive option for owner-users or investors seeking a foothold in a competitive market with growth potential.

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# Complete Highlights

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## BUILDING INFORMATION

NOI	\$92,400.00
Cap Rate	6.16%
Occupancy %	100.0%
Tenancy	Single
Office Space	1,379 SF
Year Built	1950
Warehouse %	87.5%
Number of Buildings	1

## INVESTOR LEASE-UP STRATEGY | 224 N SMITH ST, SANTA MARIA, CA

- 224 N Smith St presents an opportunity to acquire a well-located industrial asset at today's basis and stabilize the property through lease-up in a low-vacancy Central Coast submarket.
- Santa Maria industrial vacancy remains approximately 4–5%
- Strong demand from local manufacturers, contractors, and trade users
- ±11,000 SF size aligns with the most liquid segment of the industrial market
- Proactive broker-led tenant outreach
- Target long-term leases (5–7+ years)
- Market-aligned rental rates
- Flexible lease structure to attract credit-worthy tenants
- Investor offers structured with tenant procurement contingency
- Defined lease-up timeline (30–60 days)
- Ability to proceed vacant or cancel if tenant is not secured
- Stabilized asset enhances long-term income security
- Improved cap rate upon lease execution
- Optional refinance or hold strategy once stabilized

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# Additional Photos

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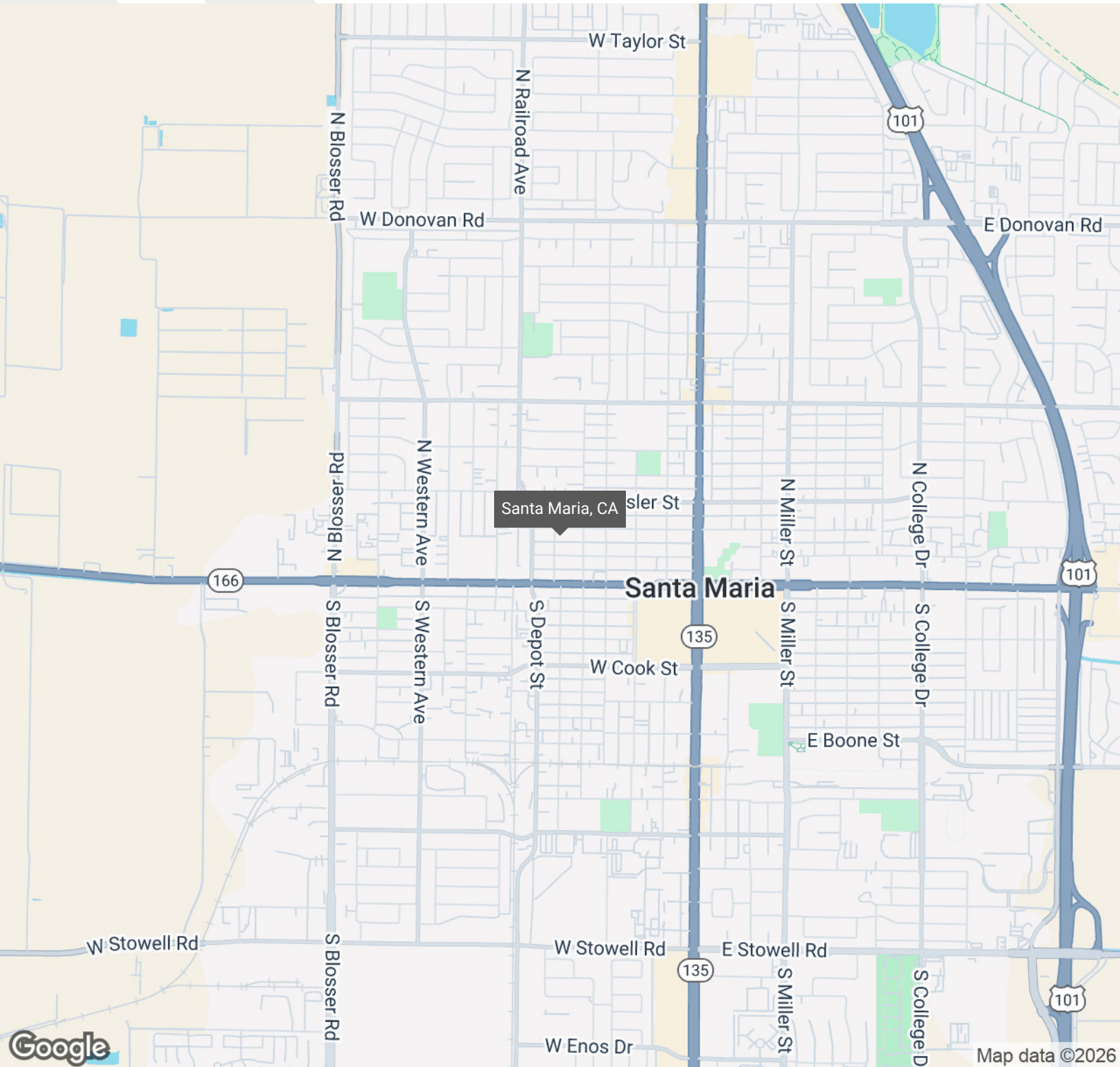


Section 2

# Location Information

# Regional Map

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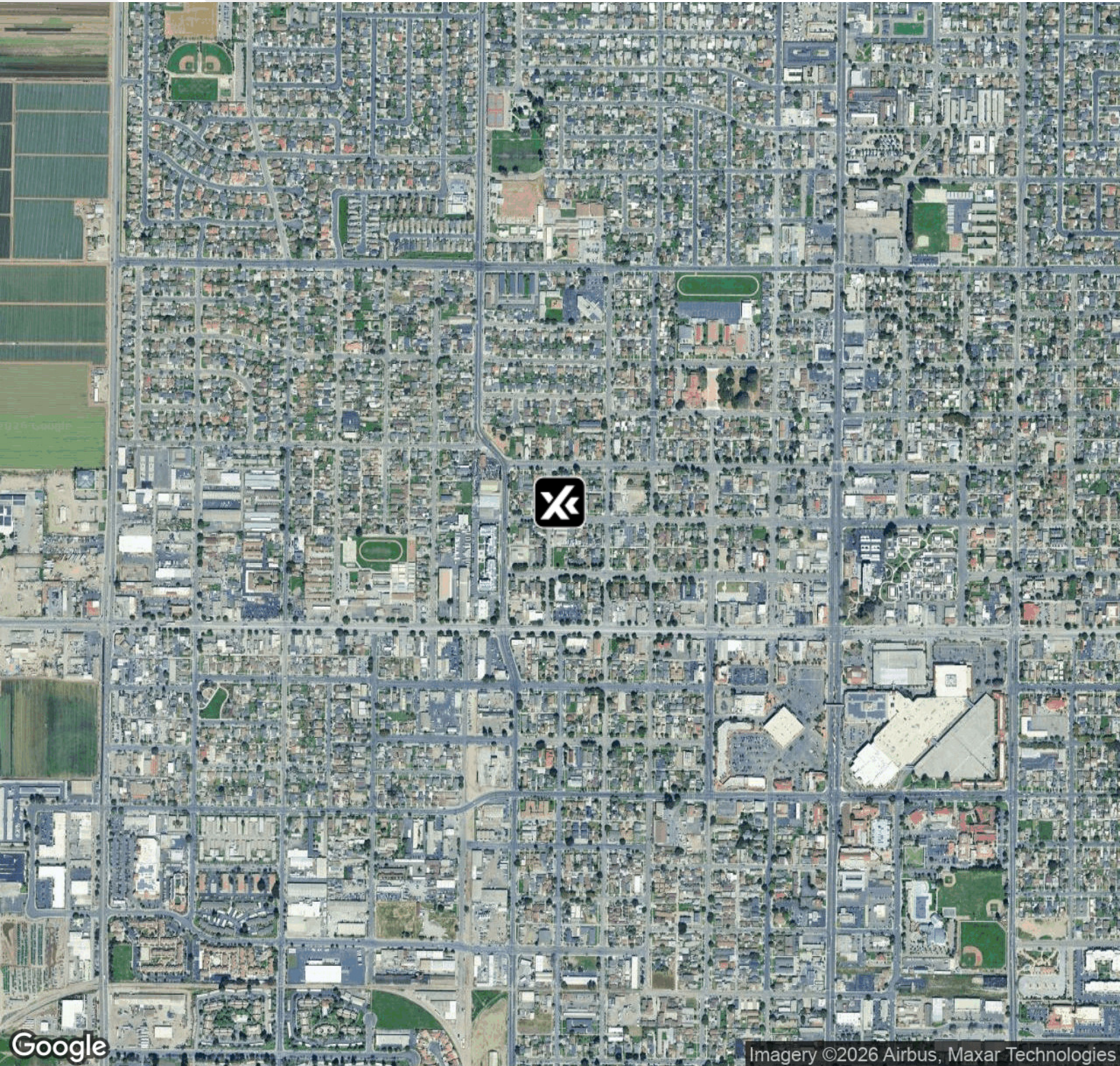


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# Aerial Map

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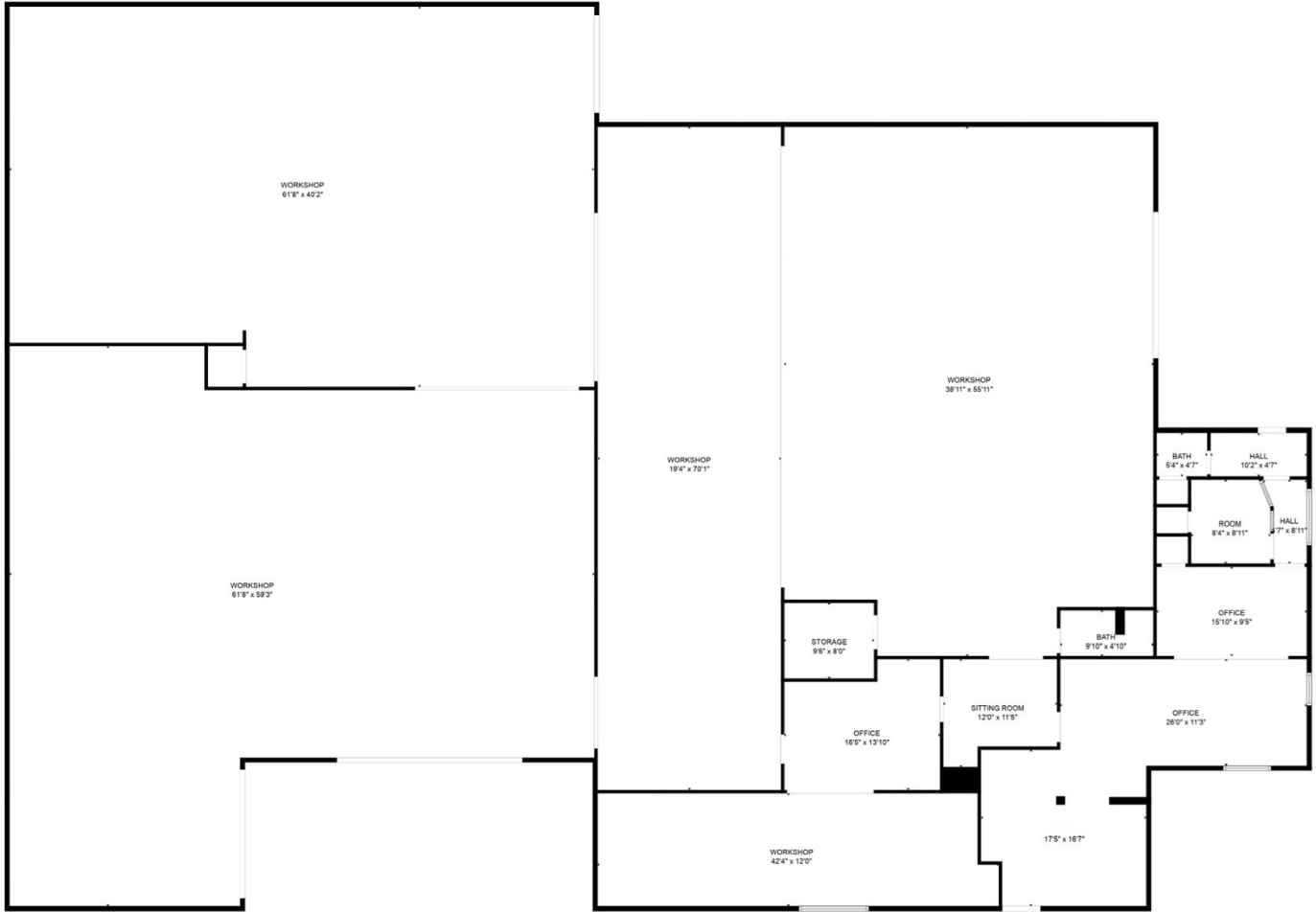
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# Site Plans

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**TOTAL: 1379 sq. ft**

**FLOOR 1: 1379 sq. ft**

**EXCLUDED AREAS: WORKSHOP: 9222 sq. ft, STORAGE: 76 sq. ft, UNDEFINED: 9 sq. ft  
WALLS: 249 sq. ft**

FLOOR PLAN CREATED BY CUBICASA APP. MEASUREMENTS DEEMED HIGHLY RELIABLE BUT NOT GUARANTEED.

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Section 3

# Financial Analysis



# Financial Summary

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## INVESTMENT OVERVIEW

Price	\$1,499,000
Price per SF	\$136
Price per Unit	\$1,499,000
CAP Rate	6.5%

## OPERATING DATA

<b>Net Operating Income</b>	\$97,400
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## FINANCING DATA

### OPERATING EXPENSES

Property Taxes (approx.)	\$18,700
Insurance	\$3,500
Repairs & Maintenance	\$6,000
Management / Reserves	\$6,400
<b>Total Estimated Expenses</b>	\$34,600

Expenses estimated at ~26% of gross income

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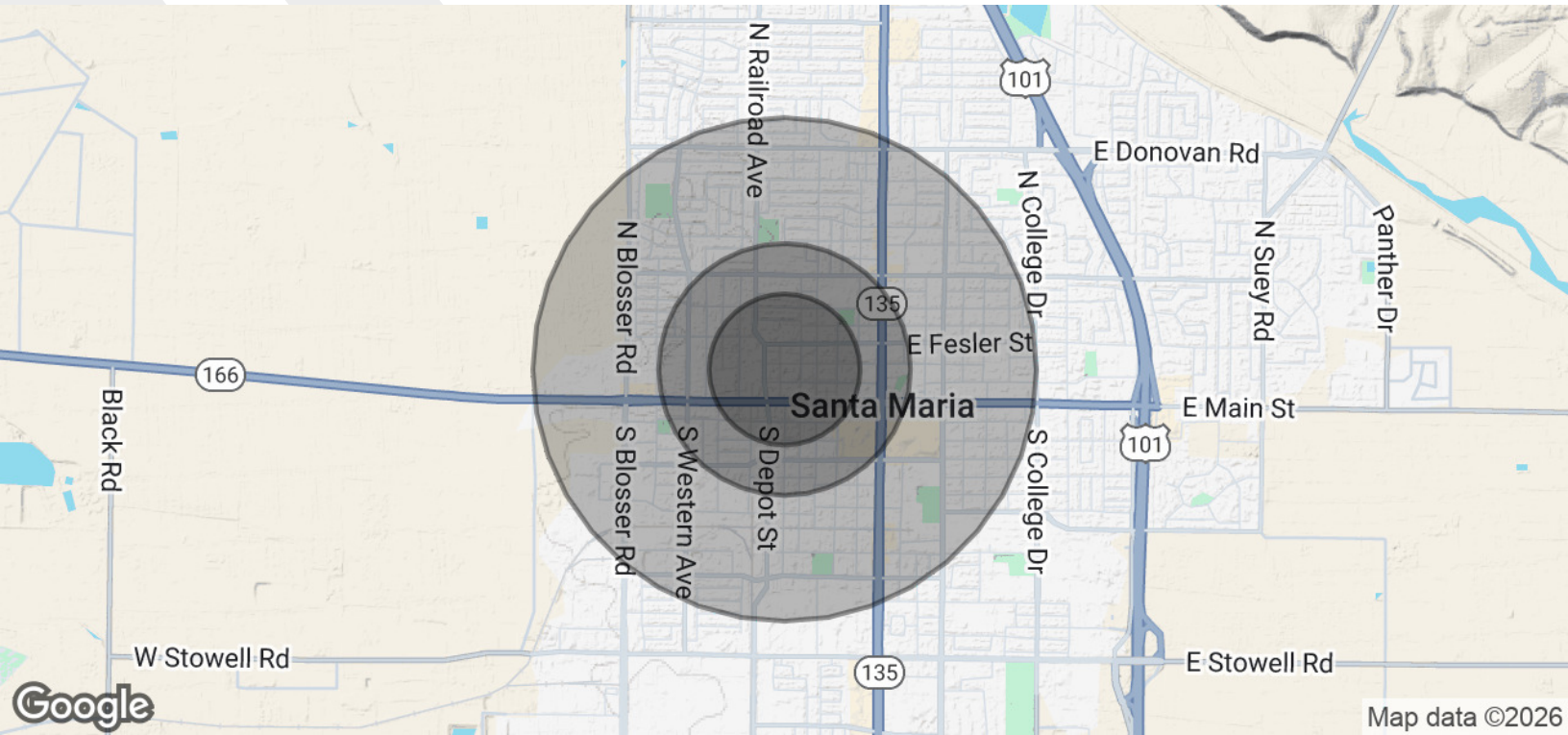
Section 4

# Demographics



# Demographics Map & Report

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POPULATION	0.3 MILES	0.5 MILES	1 MILE
Total Population	3,480	9,207	34,396
Average Age	30	30	31
Average Age (Male)	30	30	31
Average Age (Female)	30	31	31
HOUSEHOLDS & INCOME	0.3 MILES	0.5 MILES	1 MILE
Total Households	745	1,978	7,921
# of Persons per HH	4.7	4.7	4.3
Average HH Income	\$79,578	\$77,139	\$79,776
Average House Value	\$391,691	\$421,121	\$457,430

Demographics data derived from AlphaMap

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# Thank you!

Thank you for your consideration of this investment opportunity in Santa Maria. We are confident this property represents strong value in today's market. For further details, underwriting support, or to schedule a tour, please contact us directly.



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