



November 11, 2019

Trust of Marlene Rae Ciavarelli
Paula Ciavarelli

117 W Mcelhany Ave
Santa Maria, Ca 93458

Please find the enclosed market analysis on the above property. In doing research for the tri-plex, the Santa Barbara Assessor does not have any information regarding sq. ft. of the above property, bedrooms and bathrooms. If you have any information for the above property regarding sq.ft., bedrooms and bathrooms, also rents would be important and would be a big help in the final evaluation of the property.

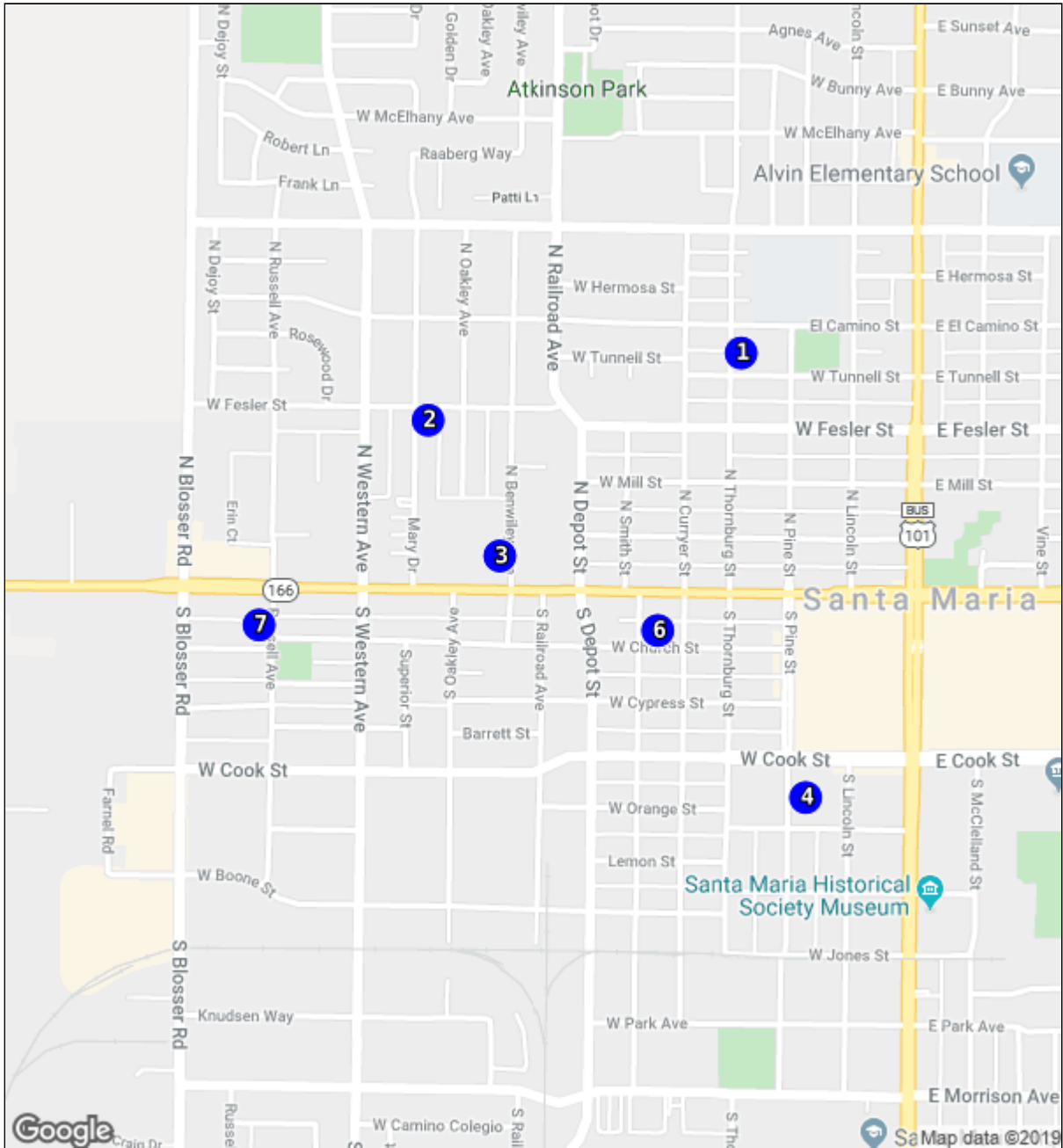
I am also sending along current comps on some of the properties that are closest to subject property. James and I are estimating that the units are 1 bedroom 1 baths each with a single car port. The units look to be maintained. We currently are looking at value between \$379,900 - \$399,900, depending on interior condition and the needed information from above.

Two handwritten signatures in blue ink are visible. The top signature is "James Outland" and the bottom signature is "Jo Ann Outland".

James and Jo Ann Outland, NRBA, CDPE, CDSP
Broker/Owners

Outland & Associates Real Estate
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Legend	
1. 500 N Thornburg Street, Santa Maria, CA 93458(19002613)	5. 511 W Church Street A, Santa Maria, CA 93458(19002154)
2. 330 Mary Drive, Santa Maria, CA 93458(19001509)	6. 511 W Church Street, Santa Maria, CA 93458(19001542)
3. 115 N Benwiley Avenue B, Santa Maria, CA 93458(19001284)	7. 115 S Russell Avenue, Santa Maria, CA 93458(19000815)
4. 412 S Pine Street, Santa Maria, CA 93458(19002529)	

Active Under Contract MLS#: **19002613** **500 N Thornburg Street, Santa Maria, CA 93458** LP: **\$339,900**
 County: Santa Barbara Cross St: Fesler



Major Area:	13 - SM Northwest	Prop Subtype:	Multi-Family
Beds	2	Sub-Area:	920 - SM Northwest
	2(,2)	Approx SqFt:	980
Approx Yr Blt:	1949	Sq Ft Source:	Owner
APN:	119-181-002	List Price/SqFt:	\$346.84
		Lot Size SqFt:	2,614
		Acres:	0.06
		Lot Size Source:	Tax Records
		DOM/CDOM:	33 / 33

Public Remarks: Don't miss out on your opportunity to own this Charming Duplex located in North Side of Santa Maria. If you have been thinking about starting or growing your Real Estate Portfolio, this is the property to start with. This property features Two 1 Bedroom 1 Bathroom units, newer dual pane windows, water heater, furnaces and roof. Inquire today before it's too late

Directions to Property: North on Broadway, West on Fesler and North on Thornburg.

Short Sale:	No	Zone Description:	Other	Parking:	Garage; Street
Terms:	Cash; New Loan	Site Improvements:	Curbs/Gutter; Sidewalks	Exterior:	Stucco
Possession:	Subject To Tenant Rights	Stories:	1	Exterior Features:	Patio
Reports Available:	None	Levels:	One	Roof Description:	Composition; Shingle
Listing Detail:	None	Foundation:	Raised	Interior Features:	Dual Pn Windows
Showing Instructions:	Appointment Only; Do Not Disturb	Laundry:	None	Heating:	Wall Furnace
		Total # Units:	2	Air Conditioning:	None
		Tenant Pays:	Electricity	Sewer:	Public Sewer
				Separate Meters:	Electric

of 1 Bedroom Units: 2
 3/4 Baths: 2

No.	Bed	Bath	Rent	SqFt	Parking	Lease	Furnished	Stories	Rem.
A	1	1	1000	450	Street			1	
B	1	1	1000	450	Street			1	

Presented by:



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Thornburg N 500 Front 2 1



Thornburg N 500 Front 3 1



Thornburg N 500 Front 4 1



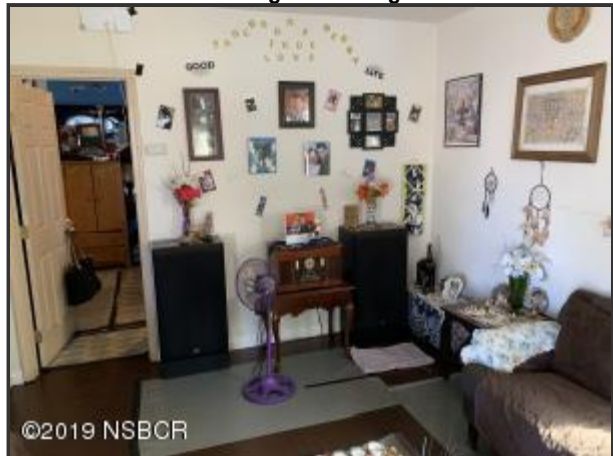
Thornburg N 500 Lvngrm 2



Thornburg N 500 Lvngrm 3



Thornburg N 500 Lvngrm 4



Thornburg N 500 Lvngrm



Thornburg N 500 Kitchen 2



Thornburg N 500 Kitchen 3



Thornburg N 500 Kitchen 4



Thornburg N 500 Kitchen



Thornburg N 500 Bathroom



Thornburg N 500 Shower



Thornburg N 500 Bedroom B 2



Thornburg N 500 Bedroom B



Thornburg N 500 Garage



Closed MLS#: 19001509
Sold Date: 09/11/2019

330 Mary Drive, Santa Maria, CA 93458 - 3924
 County: Santa Barbara Cross St: Main Street

LP: \$375,000 SP: \$370,000



Major Area: 13 - SM Northwest
Beds: 3
Baths (FTHQ): 1(1)
Approx Yr Blt: 1948
APN: 119 212 020
Auction: No

Prop Subtype: Multi-Family
Sub-Area: 920 - SM Northwest
Approx SqFt: 648
Sq Ft Source: Tax Records
List Price/SqFt: \$578.7
Lot Size SqFt: 7,405
Acres: 0.17
Lot Size Source: Tax Records
DOM/CDOM: 65 / 59

Public Remarks: Here is your opportunity to own two units! The front house is 3 bedrooms and 1 bath with a spacious living/dining room combo. Inside laundry.Plus a 2 car garage and fenced front yard. The back unit is a one bedroom with 1 bath and a single car garage. It has some updates , some fresh paint, tile flooring, newer kitchen cabinets new roof on the garage. The yard is fenced and a nice size.

Directions to Property: West Main Street , North on Mary, property is on the right

Sold Date: 09/11/2019
Sold Price: \$370,000

Short Sale: No	Income & Expenses: Annual Gross Rent Inc: 27,600	Parking: 1 - 5
Terms: Submit	Zone: Multi-Fam R2	Exterior Features: Fenced
Possession: Subject To Tenant Rights	Description: Curbs/Gutter; Paved Streets;	Roof Description: Shingle
Reports Available: None	Site: Sidewalks	Heating: Wall Furnace
Listing Detail: None	Improvements: One	Air Conditioning: None
Showing: 24 Hour Notice; Appointment	Levels: One	Sewer: Public Sewer
Instructions: Only	Foundation: Raised	Separate Meters: Electric; Gas; Water
Annual Gross Rent Inc: 27,600	Laundry: None	Operating Expense: Insurance; Management
	Total # Units: 2	Income Source: Provided by Owner
	Tenant Pays: Electricity; Gas; Water	

No.	Bed	Bath	Rent	SqFt	Parking	Lease	Furnished	Stories	Rem.
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Front House



Front of the property

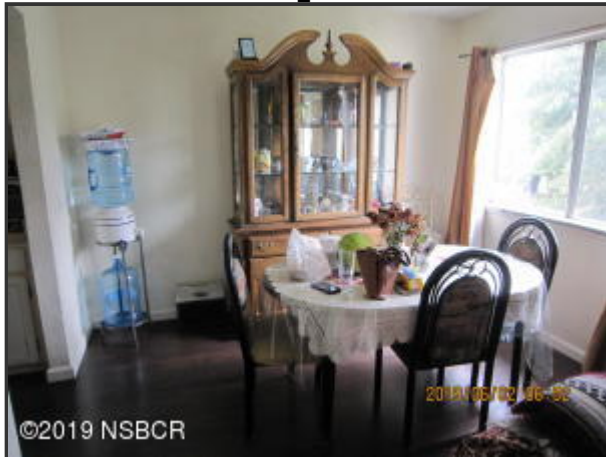
IMG_4177

IMG_4176



Front property living room

IMG_4175



Front property dining room

IMG_4174



Front property kitchen

IMG_4172



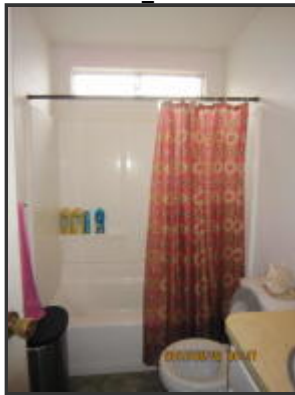
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IMG_4173



IMG_4170



IMG_4187



Back unit driveway

IMG_4179

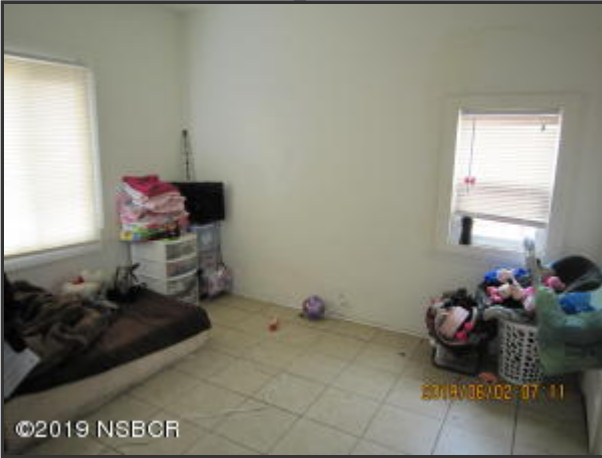


Back unit kitchen

IMG_4181



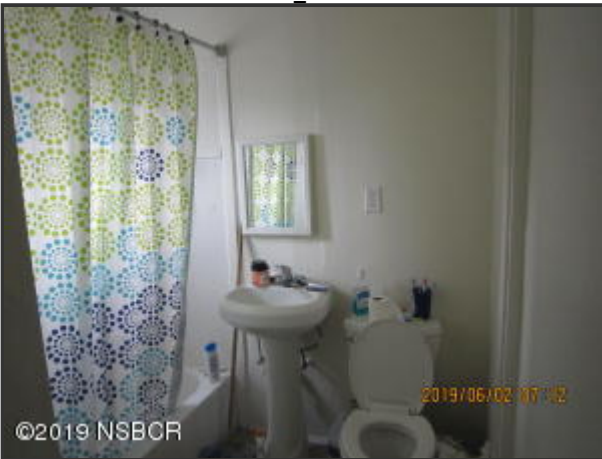
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IMG_4183



IMG_4184



IMG_4185



IMG_4186



Active MLS#: 19001284

115 N Benwiley Avenue B, Santa Maria, CA 93458

LP: \$439,000

County: Santa Barbara Cross St: Main



Major Area: 13 - SM Northwest
Beds: 4
Baths (FTHQ): 2(2,0,0,0)
Approx Yr Blt: 1959
APN: 119-252-011

Prop Subtype: Multi-Family
Sub-Area: 920 - SM Northwest
Approx SqFt: 1,450
Sq Ft Source: Tax Records
List Price/SqFt: \$302.76
Lot Size SqFt: 4,356
Acres: 0.1
Lot Size Source: Tax Records
DOM/CDOM: 128 / 128

Public Remarks: Rare Duplex in the Heart of Santa Maria! Home Features Two Units each with a 2 bedroom and 1 Bathroom. Rent out Both Units or Live In One and Rent Out The Other. Duplex is Located near Shopping Centers, Neighborhood Markets, Movie Theater, Shopping Mall, and Restaurants. Lots of Opportunity With This Home! Make it Yours TODAY & call your REALTOR! **Information Deemed Reliable But Not Verified or Guaranteed by Broker. **

Directions to Property: From US-101 exit Main Street towards Santa Maria Mall, turn Right on Benwiley, Home is on the Left

Short Sale: No	Zone: Res Multi-Family	Exterior: Stucco
Terms: Cash; FHA; Submit	Description:	Roof Description: Tile
Possession: Close Of Escrow; Subject To Tenant Rights	Levels: One	Heating: Forced Air
Reports Available: Pest Inspection	Foundation: Slab	Air Conditioning: Ceiling Fans
Listing Detail: Agent Rel/Princ	Total # Units: 2	Sewer: Public Sewer
	Tenant Pays: Cable TV; Electricity; Gas; Trash Collection	Separate Meters: Electric; Gas; Parking; Water

of 2 Bedroom Units: 2
Full Baths: 1
SqFt Range: 725

No.	Bed	Bath	Rent	SqFt	Parking	Lease	Furnished	Stories	Rem.
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Front View



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Photo Aug 09, 13 38 24



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Photo Aug 09, 13 38 55



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Photo Aug 09, 13 43 10



Photo Aug 09, 13 43 20



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Photo Aug 09, 13 44 58



Photo Aug 09, 13 45 04



Photo Aug 09, 13 45 10



Photo Aug 09, 13 46 06



Photo Aug 09, 13 46 17



Photo Aug 09, 13 46 25



Photo Aug 09, 13 46 44



Photo Aug 09, 13 49 14



Photo Aug 09, 13 49 17



Photo Aug 09, 13 52 02



Photo Aug 09, 13 52 17



Photo Aug 09, 13 53 46



Photo Aug 09, 13 54 13



Photo Aug 09, 13 54 18



Photo Aug 09, 13 54 53



Photo Aug 09, 13 55 03



Photo Aug 09, 13 56 20



Photo Aug 09, 13 56 26



Photo Aug 09, 13 56 28



Photo Aug 09, 13 57 24



Photo Aug 09, 13 57 26



Photo Aug 09, 13 57 44



Photo Aug 09, 13 57 49



Photo Aug 09, 13 57 57



Photo Aug 09, 13 58 47



Photo Aug 09, 13 59 00



Photo Aug 09, 13 59 11



Active MLS#: 19002529

412 S Pine Street, Santa Maria, CA 93458 - 5530

LP: \$439,900

County: Santa Barbara Cross St: W.Cook/W. Orange



Major Area: 15 - SM Southwest
Beds: 3
Baths (FTHQ): 3(2,1)
Approx Yr Blt: 1920
APN: 123-084-017

Prop Subtype: Multi-Family
Sub-Area: 940 - SM Southwest
Approx SqFt: 1,662
Sq Ft Source: Tax Records
List Price/SqFt: \$264.68
Lot Size SqFt: 11,326
Acres: 0.26
Lot Size Source: Tax Records
DOM/CDOM: 45 / 45

Public Remarks: Nice income property on large R-3 lot. City Planner says third unit could be added with the possibility of up to 4-5 units, dependent on parking. Newer windows, roof, and copper plumbing. Long-term tenants who would like to stay.

Directions to Property: From Broadway/135, turn west on cook to Pine. South (left) on Pine to property. Located by the Salvation Army building and fire station.

Short Sale:	No	Income & Expenses:	Annual Gross Rent Inc: 28,140	Parking:	Covered; Street
Terms:	Cash; New Loan	Zone Description:	Multi-Fam R3	Exterior:	Stucco; Wood Siding
Possession:	Close Of Escrow; Subject To Tenant Rights	Site Improvements:	Sidewalks; Telephone	Exterior Features:	Yard Sprinklers
Reports Available:	None	Lot Characteristics:	Level	Roof Description:	Composition
Listing Detail:	None	Stories:	1	Interior Features:	Dual Pn Windows
Showing Instructions:	Do Not Disturb	Levels:	One	Heating:	Electric; Floor Furnace; Natural Gas
Annual Gross Rent Inc:	28,140	Foundation:	Raised	Air Conditioning:	None
		Laundry:	Washer/Dryer Hookup	Sewer:	Public Sewer
		Total # Units:	2	Additional Buildings:	Tool Shed; Other

No.	Bed	Bath	Rent	SqFt	Parking	Lease	SqFt Range: 450	Furnished	Stories	Rem.
1	1	1	795			no		Unfurnished	1	month-to-month
1	2	1	1550			no		Unfurnished	1	month-to-month

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FRONT



DSCN1681



DSCN1682



DSCN1683



DSCN1684



DSCN1685



DSCN1686



DSCN1688



DSCN1689



DSCN1693



DSCN1700



Active MLS#: 19002154

511 W Church Street A, Santa Maria, CA 93458

LP: \$549,000

County: Santa Barbara



Major Area: 15 - SM Southwest
Beds: 4
 0()
APN: 123-034-009

Prop Subtype: Multi-Family
Sub-Area: 940 - SM Southwest
Approx SqFt: 1,600
Sq Ft Source: Tax Records
List Price/SqFt: \$343.13
Lot Size SqFt: 7,405
Acres: 0.17
Lot Size Source: Tax Records
DOM/CDOM: 85 / 85

Public Remarks: Great investment or live in one and rent the other 2, new roof on all units , paint , will be getting new Windows in front house , updated restroom , great rental income , close to shopping center, schools,

Directions to Property:

Short Sale: No	Zone: Multi-Fam R3	Parking: 1 - 5
Terms: Cash; FHA; New Loan	Description:	Roof Description: Shingle
Possession: Close Of Escrow	Site: Cable Available; Curbs/Gutter;	Heating: Wall Furnace
Reports Available: None	Improvements: Paved Streets; Sidewalks; Street	Air Conditioning: None
Listing Detail: None	Lights; Telephone	Sewer: Public Sewer
Showing Instructions: 24 Hour Notice	Lot Characteristics: Alley	Separate Meters: Electric; Gas
	Foundation: Raised; Slab	
	Total # Units: 3	

No.	Bed	Bath	Rent	SqFt	Parking	Lease	Furnished	Stories	Rem.
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20190821_204753



20190814_190549



20190821_204906



20190821_204926



20190821_204836



Closed MLS#: 19001542
Sold Date: 07/30/2019

511 W Church Street, Santa Maria, CA 93458 - 5096
 County: Santa Barbara Cross St: Curryer St.

LP: \$399,000 SP: \$405,000



Major Area: 15 - SM Southwest
Beds: 4
Baths (FTHQ): 3(3)
Approx Yr Blt: 1930
APN: 123-034-009
Auction: No

Prop Subtype: Multi-Family
Sub-Area: 940 - SM Southwest
Approx SqFt: 1,775
Sq Ft Source: List Agent
List Price/SqFt: \$224.79
Lot Size SqFt: 7,405
Acres: 0.17
Lot Size Source: Tax Records
DOM/CDOM: 13 / 11

Public Remarks: Tri-plex! Centrally located in the heart of Santa Maria nearby Mall and other shopping Ctr's. This 3-unit investment property in SW in Santa Maria features: R3 LOT, 3 older homes; Front unit 2BR/1BA with appx. 850sq.ft. living space, front yard with porch, 2 back units: each unit is 1bdrm./1 bath each appx 460sq.ft., ALL with separate living room, kitchen-all appliances inc. driveway leads to a duplex at the rear of the lot, featuring two 1BR/1BA units offering 460 SF of living space with kitchen & living room, each w/indoor laundry. Separate Meters been Updated to Electrical, Water, Gas. Also available for sale is 515 W Church St MLS # 19001547 shall close con-current and same buyer. Not far to school and shopping. HUGE INVESTMENT!

Directions to Property: W. Main, S. Curryer, Left on Church

Sold Date: 07/30/2019

Sold Price: \$405,000

Short Sale: No	Income & Expenses: Annual Gross Rent Inc: 35,000	Parking: 6 - 10; Private Lot; Street
Terms: Cash; New Loan	Zone: Multi-Fam R3	Exterior: Stucco
Possession: Close Of Escrow	Description:	Exterior Features: Fenced
Reports Available: Pest Inspection	Site: Cable Available; Curbs/Gutter;	Roof Description: Composition; Shingle
Listing Detail: Own/Licensee	Improvements: Paved Streets; Sidewalks; Street	Interior Features: Hand Rails
Showing Instructions: 24 Hour Notice; Appointment	Lot Characteristics: Lights; Telephone	Heating: Wall Furnace
Annual Gross Rent Inc: 35,000	Laundry: Alley; Level	Air Conditioning: None
	Stories: 1	Sewer: Public Sewer
	Levels: One	Separate Meters: Electric; Gas; Water
	Foundation: Raised	
	Total # Units: 3	

of 1 Bedroom Units: 2

Rent Range: 895.00

Bedrooms: 1

Full Baths: 1

of 2 Bedroom Units: 1

Rent Range: 1080.00

Bedrooms: 2

Full Baths: 1

No.	Bed	Bath	Rent	SqFt	Parking	Lease	Furnished	Stories	Rem.
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Front Home



Front home living Rm



F.home living rm



F.home dining area



511-B



511-B-kitchen

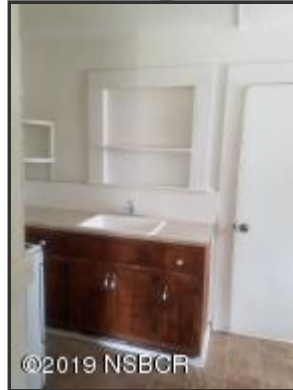


511-A bdm



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20190418_110122



20190418_110205



20190418_110227



20190418_110233



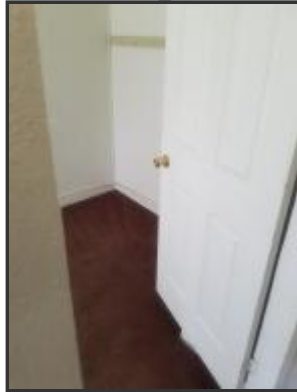
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20190418_110256



20190418_110259



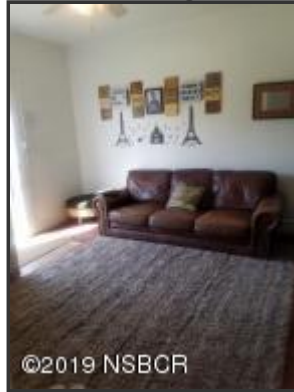
20190418_110307



20190418_110312



511-A living rm



20190418_105736



20190418_105754



20190418_105816



20190418_105847



Copy of 20190418_105710



Active Under Contract MLS#: **19000815** **115 S Russell Avenue, Santa Maria, CA 93458 - 93458-** LP: **\$485,000**
 County: Santa Barbara Cross St: West Main



Major Area: 15 - SM Southwest	Prop Subtype: Multi-Family
Beds: 5	Sub-Area: 940 - SM Southwest
Baths (FTHQ): 3(3)	Approx SqFt: 1,536
APN: 123-011-012	Sq Ft Source: Other
Auction: No	List Price/SqFt: \$315.76
	Lot Size SqFt: 7,405
	Acres: 0.17
	Lot Size Source: Tax Records
	DOM/CDOM: 84 / 84

Public Remarks: Flipper and/or investor opportunity!! Property located across the street from Russell Park. Long term month to month tenants in 2-2bd/1ba units, rents are \$925 & 1250/month; 3rd unit is vacant & gutted to studs. Units may have some deferred maintenance, so opportunity for value-add. Adjoining (4450 sf) vacant lot is also for sale by same seller! Check with City regarding merging lots for full build-out potential. Recent pest reports on file. Drive-by only. Access to units upon acceptance. No sign or lockbox on property. Being sold AS-IS.

Directions to Property: From West Main, turn south onto S. Russell Ave., property on west side of street. No sign on property.

Short Sale: No	Zone: Multi-Fam R3; Res Multi-Family	Parking: Street; Other
Terms: Cash; Submit	Description:	Exterior: Stucco
Possession: Subject To Tenant Rights	Site: Cable Available; Curbs/Gutter;	Roof Description: Composition
Reports Available: Pest Inspection	Improvements: Paved Streets; Sidewalks; Street	Heating: Wall Furnace
Listing Detail: Other	Lights; Telephone	Air Conditioning: None
Showing Instructions: Do Not Disturb	Alley; Level	Sewer: Public Sewer
	Lot Characteristics:	Separate Meters: Electric; Gas
	Levels: One	Operating Expense: Maintenance; Management
	Foundation: Raised	Income Source: Other; Provided by Owner
	Laundry: In Each Unit; Washer/Dryer	
	Hookup	
	Total # Units: 3	
	Tenant Pays: Electricity; Gas	

of 1 Bedroom Units: 1
Bedrooms: 1

of 2 Bedroom Units: 2
Rent Range: 925-1250
Bedrooms: 4
Full Baths: 2
SqFt Range: unknown

No.	Bed	Bath	Rent	SqFt	Parking	Lease	Furnished	Stories	Rem.
115 S. Ru	1	1	0	unknow		vacant	Unfurnished	one	
117 S. Ru	2	1	1,250	unknow		month to m	Unfurnished	one	
119 S. Ru	2	1	925	unknow		month to m	Unfurnished	one	

Presented by:



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3 Units, vac lot to left



Vacant lot is also for sale (\$90,000)

IMG_0733



IMG_0735



IMG_0734



Compare

	Original Price	List Price	Sale Price	CDOM	Price Chg	% Price Chg
Volume	--	\$3,026,800	\$775,000			
■ Average	--	\$432,400	\$387,500	63	--	--
■ Median	--	\$439,000	\$387,500	59	--	--
■ Low	--	\$339,900	\$370,000	11	--	--
■ High	--	\$549,000	\$405,000	128	--	--
Number of listings*	-- w/Orig. Pr.	7	2 sold	7		0 changed price

Legend

- Average
- Median
- Low
- High



* The number of listings in each column reflects how many listings are represented by the aggregate statistics (average, median, etc.). The statistics across any row of aggregate statistics may not all refer to the same listing.