



Commercial Brokerage

Investments

Office

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Land

March 18, 2019

Ms. Teri Schwab
City Attorney's office
City Hall
100 Civic Center Plaza
Lompoc, CA 93436

Re: 1635-1637 West Central Avenue, Lompoc

Dear Ms. Schwab:

I am writing at the request of the ownership of the above referenced property, to address the issues pertaining to a proposed "land swap", to rectify the property line concerns related to the existing fence locations, and Fire Department ingress/egress.

Please let me introduce myself, and explain my credentials. I am a licensed Real Estate Broker with the State of California, and have been engaged in the business of commercial real estate since 1981. I am the Managing Partner of Pacifica Commercial Realty, the largest and longest established commercial brokerage firm on the Central Coast. Pacifica has offices in Santa Barbara, Santa Maria and Paso Robles, and employs approximately 20 full-time commercial agents and brokers. We only handle "commercial" real estate, not residential property.

The issue at hand, as I understand it, is that the fences which surround the subject properties were not set on the actual property lines. I am uncertain whether these fences were erected by the City to protect your holdings, the Flood Control District, or perhaps even by the former property owner. It is probably not important who erected the fences, since the parties at hand, desire to remedy the issue. One thing is confirmed by this situation, an old

adage in the real estate and legal businesses is proven true: "Fences are seldom a good indication of the actual property line"!

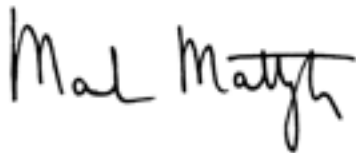
From my assessment of the diagrams provided (attached), it is the intent of the City and the owners of 1635-1637 West Central Avenue, to effect a land swap to accommodate the needs of all parties with ownership, or jurisdiction over the property. Furthermore, I understand the underlying desire is to provide adequate access for the Fire Department to service to property in the event of an emergency. This is all reasonable, and has precedence in both "common practice", as well as in law.

Provided the amount of land which is being exchanged between the parties is of roughly the same area, there should be no need for any "consideration" other than an exchange of real property. From my inspection of the maps, The proposed lands to be exchanged are of comparable value.

Therefore, it is my professional opinion that it is in the best interests of both the City of Lompoc, as well as the ownership of the subject property to proceed with the transfer of respective ownership in the areas of the proposed exchange. It is appropriate to redraw the property lines, and resolve the incursions to the mutual satisfaction of the parties.

Sincerely,

Pacifica Commercial Realty, Inc.

A handwritten signature in black ink that reads "Mark J. Mattingly". The signature is written in a cursive, slightly slanted style.

Mark J. Mattingly
Managing Partner and Broker