

Greenwood-Northgate Development Site

OFFERING MEMORANDUM



203 N 104th St, Seattle, WA

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~10k

SQUARE FOOT
FLAT LOT



5,400

SQUARE FOOT
4-PLEX EXPANDABLE
TO 8 UNITS



2021

ARRIVAL OF NORTHGATE
LIGHTRAIL STATION



1.2

MILES FROM
NORTHGATE LIGHTRAIL

220 acres of lush forest, meadows, wetlands, creeks and beach in Carkeek Park are an 8 minute walk from the development site.

Northgate is one of the fastest growing neighborhoods in Seattle.

Greenwood-Northgate Development Site

Executive Summary



The Offering

Edward Krigsman Real Estate Group has a uniquely-sited investment/development opportunity for your consideration. The property is located in the highly desirable north Seattle neighborhood, on a quiet street just off the beaten path - east of Holman Road, west of Greenwood Avenue N. The potential new mixed-use project could take advantage of the relatively level and square site to develop apartments, and to further activate the area with retail at the ground level, which would contribute to the vibrant urban experience and provide additional eyes on the street.

The investment value and usability of the existing four-unit property could be increased by adding two to four additional basement units, which would increase the rentable income at a nominal cost.

Address	203 N 104th Street
List Price	\$1,995,000
Price Per Unit	\$498,750
Price Per Gross SF/NRSF	\$369/\$486
Submarket	Greenwood / Northgate
Parcel Number	3442000021
Lot Size	9,949 SF
Year Built/ Effective Yr. Built	1956/1979
Number of Buildings	1
Number of Current Units	4
Floorplans	1 & 2 bedrooms
Average Unit Size	1,050 SF
Zoning	NC1-55(M)
Current Net Rentable SF	4,100
Price Per Gross Building SF	5,400
Cap Rate (Current)	2.6%
Cap Rate (Market)	3.6%
Cap Rate (Potential, As 6 Units)	4.6%
Parking (garage/carport/surface)	8 spaces

Potential Views

There is opportunity to provide 240-degree-view corridors for upper units

Potential New Amenities

Rooftop deck, bike storage, retail

Potential Tax Benefits

Opportunity to utilize Multi-Family Tax Exemption (MFTE) program

Close to Everything

Just a 20-minute walk south from the property brings you into the heart of the vibrant Greenwood retail and dining hub. Shoppers can patronize boutique shops and larger retailers like Fred Meyer, QFC, Magic Mouse Toys and Mud Bay, while diners can enjoy eclectic restaurants, cafes, and watering holes.

Surrounded by new multifamily, mixed-use development, the site will benefit from its proximity to North Seattle Greenway improvements, and the future Northgate Link Light Rail Station and Pedestrian/Bike Bridge to the east. The site is located in a frequent transit node.

Seattle's strong local economy has inspired local, regional and national real estate developers to find opportunities in suburban areas and along transit lines — existing and in development — and North Seattle meets this profile to a T.



8 min

DRIVE TO NORTHGATE
MALL / LIGHT RAIL



20 min

DRIVE TO
DOWNTOWN SEATTLE



12 min

DRIVE TO
GREEN LAKE

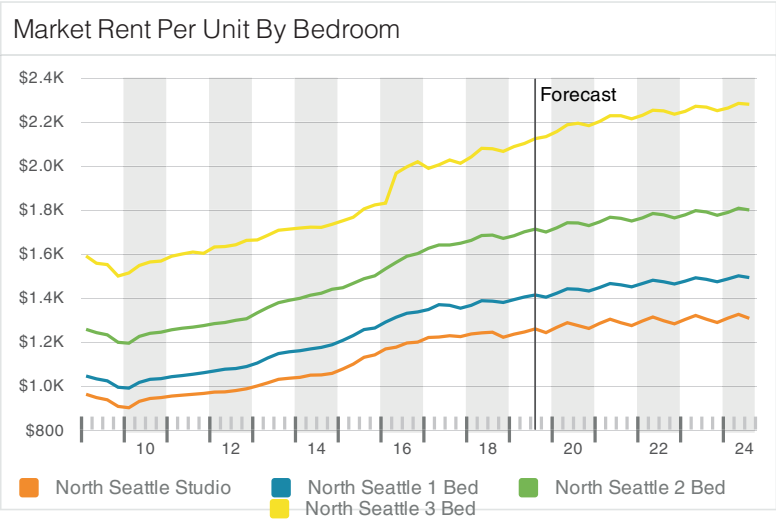
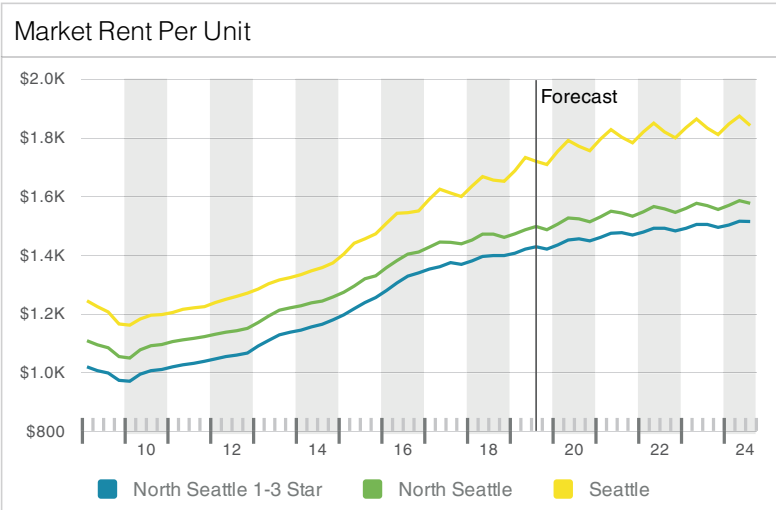


Greenwood-Northgate Development Site

Financials

Rent Roll

Here is an overview of North Seattle’s rental market and the current rental profile of the 203 N 104th Street property.



UNIT #	TYPE	CURRENT			MARKET		MARKET WITH 2 NEW UNITS	
		GROSS SF	MONTHLY	ANNUAL	MONTHLY	ANNUALLY	MONTHLY	ANNUALLY
203	2/1	1,200	\$1,750	\$21,000	\$2,100	\$25,200	\$1,750	\$21,000
203 1/2	1/1	850	\$1,250	\$15,000	\$1,400	\$16,800	\$1,250	\$15,000
205	2/1	1,200	\$1,900	\$22,800	\$2,100	\$25,200	\$1,900	\$22,800
205 1/2	1/1	850	\$1,250	\$15,000	\$1,400	\$16,800	\$1,250	\$15,000
207 (Future)	1/1	650					\$1,150	\$13,800
207.5 (Future)	1/1	650					\$1,150	\$13,800
Garages (5)			-	\$0	\$875	\$10,500	\$875	\$10,500
Utilities Reimbursement			300	\$3,600	\$300	\$3,600	\$300	\$3,600
TOTAL		5,400	\$6,150	\$73,800	\$7,875	\$94,500	\$9,625	\$115,500

Operating Statement

203 N 104th St enjoys nearly zero historical vacancy, a function of its convenient location and well-designed, modern floorplans. Current rents can be increased to market rate with the existing layout, resulting in a capitalization rate of nearly 4%. Adding two additional units in the basement will not disrupt the current layout due to the already-existing exterior doorways that connect directly to the space. The existing parking lot can accomodate a 1-1 parking ratio for eight units.



	CURRENT	MARKET	MARKET (2 NEW UNITS)
Gross Scheduled Income	\$73,800	\$94,500	\$115,500
Less Physical Vacancy (4%)	\$2,952	\$3,780	\$4,620
Gross Adjusted Income	\$70,848	\$90,720	\$110,880
Annual Expenses	\$19,635	\$19,635	\$19,635
Net Operating Income	\$51,213	\$71,085	\$91,245
Gross Rent Multiplier	27	21	17
Cap Rate	2.6%	3.6%	4.6%
Rent per Rentable SF/month	\$1.50	\$1.92	\$2.34

Expenses

Utilities	\$3,600	\$3,600	\$3,600
Property Taxes	\$14,625	\$14,625	14,625
Insurance	\$1,410	\$1,410	\$1,410
TOTAL EXPENSES	\$19,635	\$19,635	\$19,635

Greenwood-Northgate Development Site

Property Details

The Asset

The existing four-unit property, built in 1956 and renovated in 1979, occupies a portion of its 9,949-sf lot; the building's gross square footage is 5,400, and the current rentable area is 4,100-sf. The building is located 12 blocks north of the Greenwood-Phinney Ridge Urban Village, and is in a frequent transit node.

The site is walking distance to any number of restaurants, shops, movie theater, and the future Northgate Light Rail Station, complementary Pedestrian/Bike Bridge, and the North Seattle Greenway. Collectively, these amenities nurture a pedestrian- and bike-friendly environment that invites exploration, exercise, and enjoyment of the community.

PROPERTY HIGHLIGHTS

4 occupied units

Private exterior entries

Classic Mid-century architecture

Washer & dryer in units

New hardwood floors throughout

Updated kitchens + baths

4 carport parking stalls

1 enclosed garage

3 uncovered parking spaces

Roman brick-clad wood burning fireplaces



100% OCCUPIED

A solid track record of continued occupancy makes this property a stable investment scenario while any development considerations unfold.



A ROOF DECK AMENITY

A roof deck may add views of the Puget Sound, the Olympic Mountains, Downtown Seattle, and the Cascade Mountains.



NCI-55 (M) ZONING

This allows development to maximize the buildable area on the ground, and in the overall massing and height.



VALUE-ADD POTENTIAL

40+ market rate apartments or 60+ SEDUs could likely be achieved.

Exterior

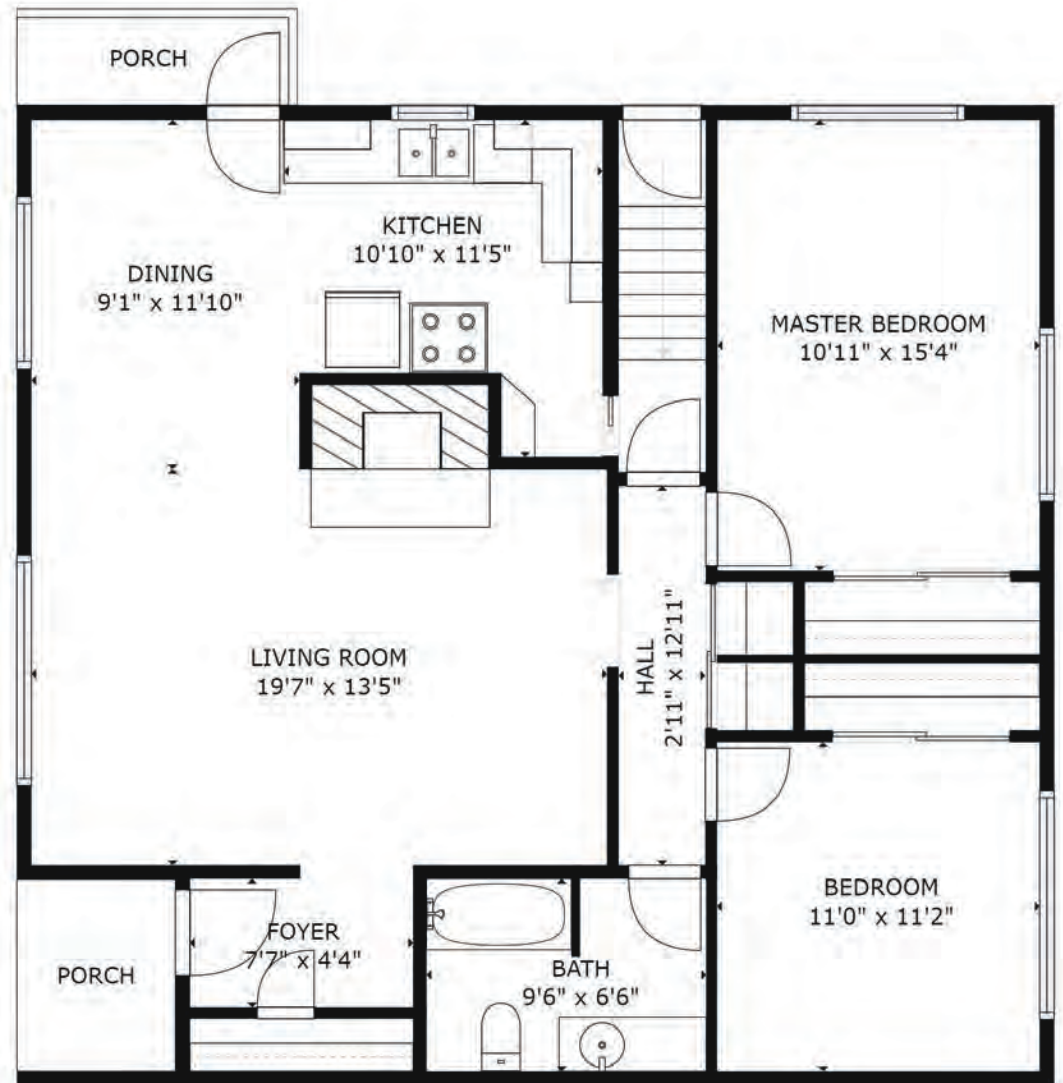


Interior



Floorplans - Sample Unit #205

Tenants enjoy private porches, open and modern floorplans, few common walls and generous room sizes throughout.



Greenwood-Northgate Development Site

Location Overview



7 miles to Downtown Seattle

Greenwood Ave N

The Property

A singular redevelopment opportunity for a bustling, changing neighborhood.

North Seattle
CollegeFuture Northgate
Link Light Rail Station

Northgate Mall



The Submarket

Growth Potential

The 203 N 104th Street property and site are minutes by foot, car or transit to the Greenwood-Phinney Ridge Urban Village, Northgate Mall, future Northgate Light Rail Station and Pedestrian/Bike Bridge (2021). This area is poised to become the next best neighborhood due to city-wide demand for housing and rents pushing out of Green Lake, Fremont, Wallingford, and Ballard. Numerous newer townhouses and high quality mixed-use apartment developments are transforming the streetscape surrounding this development site, pointing the way toward its future improvement.

The 104th Street site is located in a frequent transit node, a rapidly evolving transit-oriented area, and holds the promise of supporting a vibrant and livable development - a mixed-used community centered around abundant quality transit options. Communities like Northgate are the result of regional planning and city revitalization efforts, and are dense, pedestrian-oriented neighborhoods that reduce the need for and stress of relying on cars. They are the most desirable places to live, as they provide easy proximity to work and play.

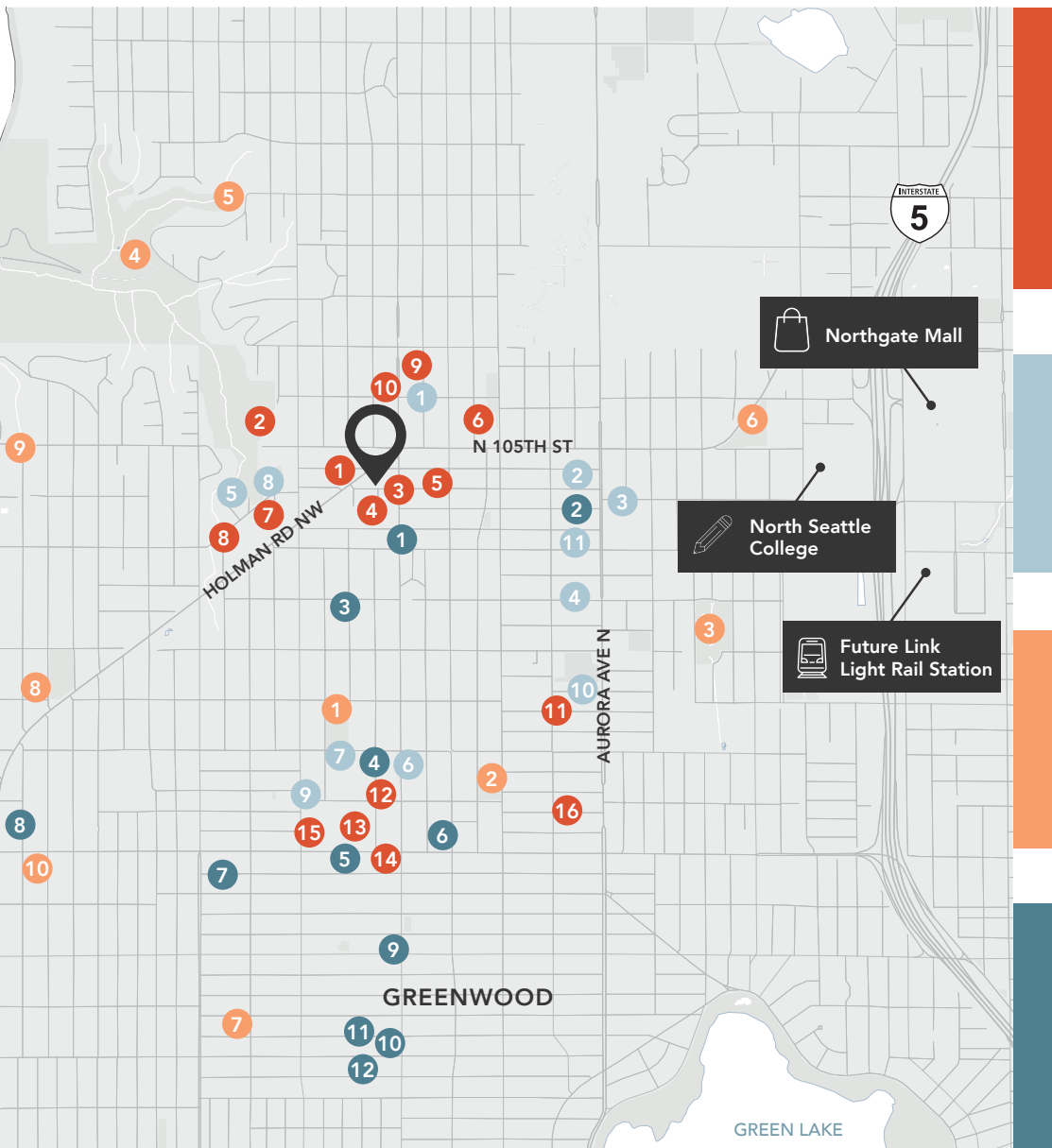
Amenities

The site is near myriad amenities including: retail and grocery stores, restaurants, cafes and bars, fitness clubs, and city parks.

22 eateries

.....
WITHIN WALKING DISTANCE

Neighborhood Amenities



Restaurants & Bars

- | | |
|------------------------|-------------------------------------|
| 1. Banh Town | 9. Tacos Las Delicias |
| 2. Manna Smoked Bar BQ | 10. Pub at Piper's Creek |
| 3. The Alibi Room | 11. Lantern Brewing |
| 4. Leilani Lanes | 12. Flying Bike Cooperative Brewery |
| 5. Namfon Thai Cuisine | 13. Baranof |
| 6. Tim's Tavern | 14. Teachers Lounge |
| 7. Mongolian Grill | 15. The Cozy Nut Tavern |
| 8. Panda Express | 16. Bullseye Tavern |

Grocery / Shopping

- | | |
|---------------------------|---------------------------|
| 1. Greenwood Liquor Store | 7. Fred Meyer |
| 2. North Park Grocery | 8. All The Best Pet Care |
| 3. HT Market | 9. Mud Bay |
| 4. Crown Mini Mart | 10. Aurora Grocery |
| 5. QFC | 11. Emerald City Smoothie |
| 6. Safeway | |

Parks

- | | |
|------------------------------|---------------------------|
| 1. Sandel Playground | 7. 6th Ave NW Pocket Park |
| 2. Greenwood Park | 8. Crown Hill Park |
| 3. Licton Springs Park | 9. Blue Ridge Circle |
| 4. Carkeek Park | 10. Baker Park |
| 5. Pipers Creek Natural Park | |
| 6. Mineral Springs Park | |

Fitness

- | | |
|-------------------------------------|----------------------------|
| 1. Direct Fitness LLC | 8. Ian Fitness |
| 2. Jazzercise | 9. Zumba with Ida |
| 3. The Yoga Coach | 10. CrossFit Phinney Ridge |
| 4. TITLE Boxing Club | 11. Bohemian Studios |
| 5. City Cycle | 12. Versatile Arts |
| 6. Paragon Fitness Physical Therapy | |
| 7. Groundwork Fitness & Massage | |

Demographics

RADIUS →	1 MILE	3 MILE	5 MILE
----------	--------	--------	--------

Population

2024 Projection	26,572	199,711	437,145
2016 Estimate	-	\$1,414	\$1,479
2010 Census	-	0.7%	0.9%

Growth 2019 - 2024	6.19%	6.90%	7.08%
Growth 2010 - 2019	7.10%	12.16%	13.88%

Age

Median Age	38	38	37
Average Age	38	39	38

2019 Worker Travel Time to Job

< 30 minutes	7,515	55,629	121,496
30 - 60 minutes	5,988	41,641	82,294
60+ minutes	1,073	6,500	13,083
TOTAL	14,576	103,770	216,873

Income

2019 Avg Household Income	\$103,062	\$113,060	\$115,484
2019 Med Household Income	\$80,884	\$88,669	\$88,829

Submarket Apartment Economics

AVAILABILITY	PROPERTY	SUBMARKET 1-3 STAR	SUBMARKET
Vacancy Rate	5.0%	3.8%	5.1%
Market Effective Rent/Unit	-	\$1,414	\$1,479
Concession Rate	-	0.7%	0.9%
Studio Asking Rent	-	\$1,182	\$1,247
1 Bedroom Asking Rent	-	\$1,296	\$1,407
2 Bedroom Asking Rent	-	\$1,619	\$1,707
3 Bedroom Asking Rent	-	\$2,108	\$2,134



Investing in Seattle

Seattle is a nationally ranked top five investment market, and the city's and region's strong economy has cultivated a thriving market where the demand for rental units is expected to continue.

Similar to Manhattan, and the Bay Area's peninsula effect, Seattle's geographic and topographic barriers continue to limit land supply and concentrate demand in thriving urban villages and neighboring suburbs.

Over the last decade, the Puget Sound region outperformed the nation in employment, population, and personal income growth, and has enjoyed a commensurate low unemployment rate. A distinctly diverse, skilled and educated workforce has attracted established and burgeoning high-profile corporations, robust international trade, and the city and region have long been home to top-ranked research institutions.

Among others, the local demographic comprises educated high-income singles, and distinguished urban couples earning mid- to upper-scale incomes.



52,702

PROJECTED NEW JOBS IN 2020

44%

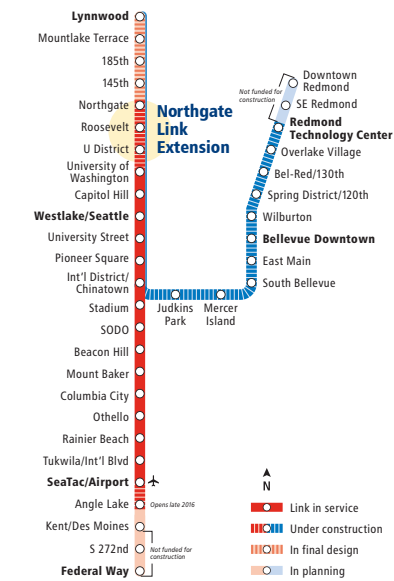
MILLENNIAL SHARE OF THE MARKET IN 2020

Northgate Link Extension

The 104th Street property is about one mile from the future Northgate Link light rail station. North Seattle offers the greatest example of expanding apartment development based on retail areas and light rail stations.

The Northgate development zone is leading the way, featuring new retail, entertainment, apartment and transit options. The latter include an elevated light rail station, frequent bus connections, a park-and-ride and a bicycle/ pedestrian bridge to North Seattle College.

Light rail service will commence in 2021. During peak hours trains will arrive every six minutes. Ridership is projected to reach almost 50,000 daily passengers by 2020.



14 min
DOWNTOWN SEATTLE TO NORTHGATE

7 min
NORTHGATE TO HUSKY STADIUM

32 min
U DISTRICT TO DOWNTOWN BELLEVUE

44 min
ROOSEVELT TO SEAT-TAC AIRPORT

20 min
SAFECO AND CENTURYLINK FIELDS TO NORTHGATE

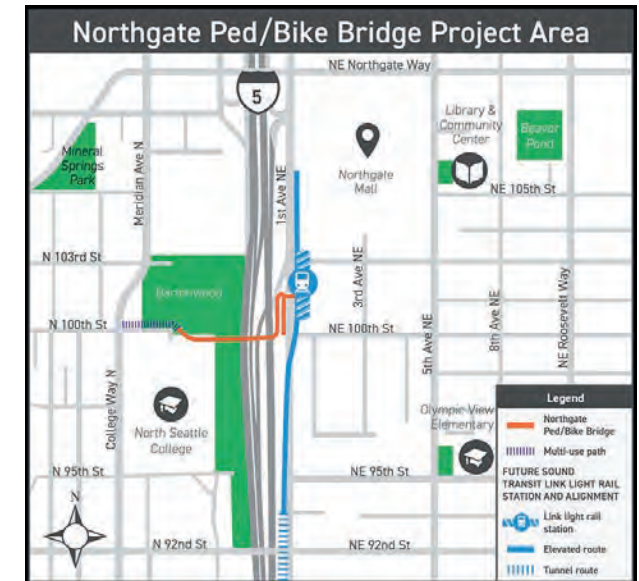


Pedestrian & Bike Bridge

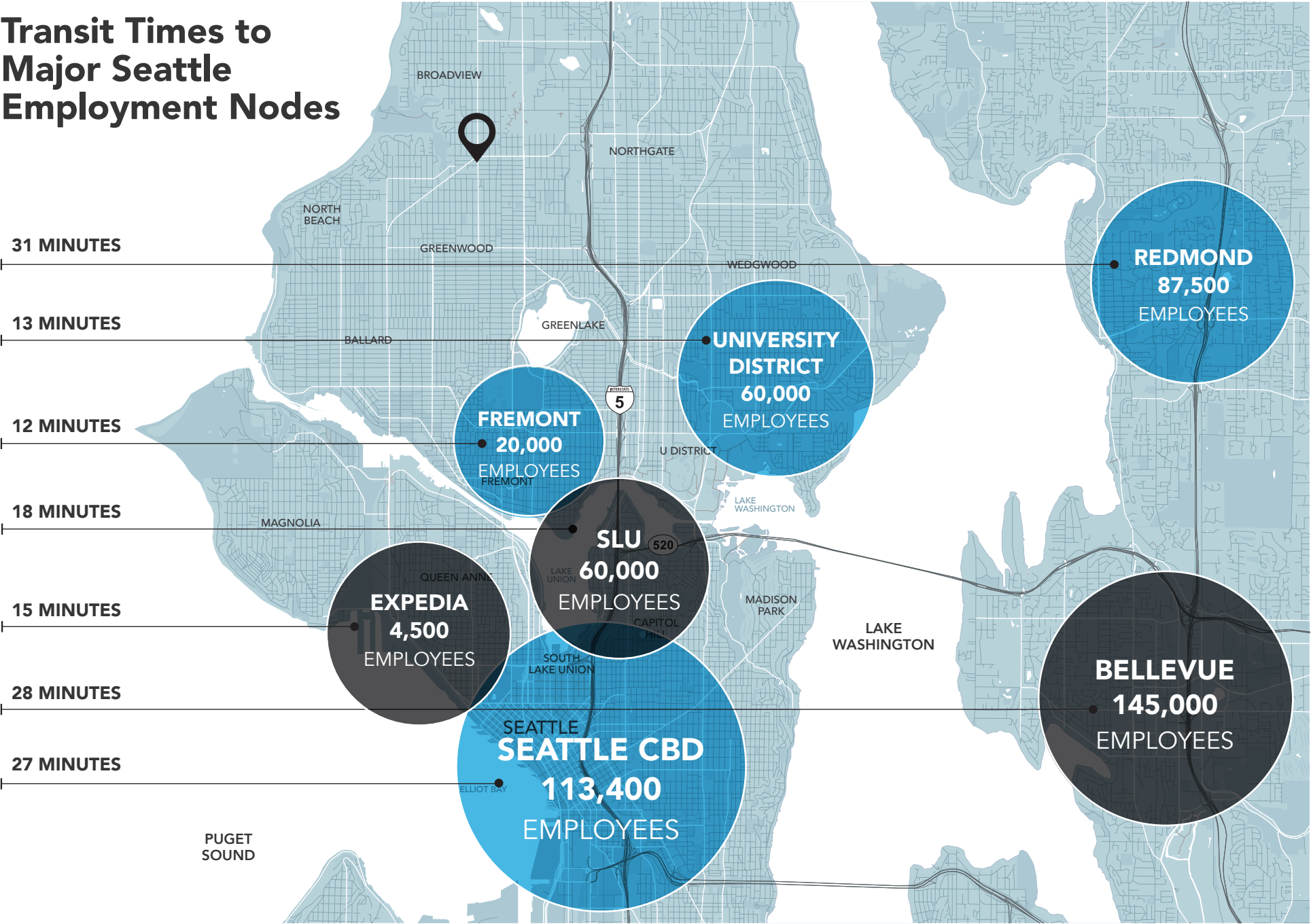
The Greenwood and Northgate communities will enjoy the added benefit the new Northgate Ped/Bike Bridge, which will open in concert with the Northgate Light Rail Station in 2021. The bridge will span the area between North 100th Street at North Seattle Community College — east of the 104th Street site — and the Northgate Light Rail Station. For pedestrians and bicyclists, this removes the barrier of the ten-lane interstate, providing a seamless and enjoyable passage between the east and west sides. Along with being a more pedestrian- and bicycle-friendly passage that will reduce commute times, the bridge will help knit together the adjacent, historically divided communities, including their thriving employment, retail, and play centers, and will narrow the gap to the greater city and region.

North Seattle Neighborhood Greenway

Seattle is building a network of neighborhood greenways, which are calm residential streets that improve safety, create easier crossing of busy streets, discourage cars from using quiet neighborhood streets, keep speeds low, and protect residential character. The North Seattle Neighborhood Greenway spans roughly two miles, connecting Crown Hill and the Soundview Playfield through Greenwood and Licton Springs, and meets up with the future Northgate Ped/Bike Bridge. The Greenway also links to existing and future family-friendly bike routes in North Seattle, including existing bikeways and Safe-Routes-to-School connections that provide affordable, active transportation options for all ages and abilities.



Transit Times to Major Seattle Employment Nodes



Greenwood-Northgate Development Site

Comparables

Rent Comps



Bogtown Flats

9039 Greenwood Ave N
Seattle, WA 98103

1Bd/1Bth SF.....	616
2Bd/1Bth SF.....	808
1Bd/1Bth Rent.....	\$2,085
2Bd/1Bth Rent.....	\$2,550
1Bd/1Bth Rent/SF.....	\$3.38
2Bd/1Bth Rent/SF.....	\$3.16



Janus Apartments

101 NW 85th St
Seattle, WA 98117

Studio SF.....	617
1 Bd/1 Bth SF.....	602
Studio Rent.....	\$1,700
1 Bd/1 Bth Rent.....	\$1,650
Studio Rent/SF.....	\$2.76
1 Bd/1 Bth Rent/SF.....	\$2.74



Guinevere Apartments

522 N 85th St
Seattle, WA 98103

Studio SF.....	380
1 Bd/1 Bth SF.....	460
2 Bd/1 Bth SF.....	585
Studio Rent.....	\$1,307
1 Bd/1 Bth Rent.....	\$1,471
2 Bd/1 Bth Rent.....	\$1,809
Studio Rent/SF.....	\$3.44
1 Bd/1 Bth Rent/SF.....	\$3.20
2 Bd/1 Bth Rent/SF.....	\$3.09



The Sedges

8623 Palatine Ave N
Seattle, WA 98103

Studio SF.....	484
1 Bd/1 Bth SF.....	733
Studio Rent.....	\$1,400
1 Bd/1 Bth Rent.....	\$1,770
Studio Rent/SF.....	\$2.89
Studio Rent/SF.....	\$2.41



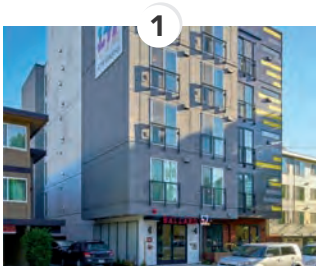
Leilani Greenwood

10215 Greenwood Ave N
Seattle, WA 98133

Studio SF.....	450
1Bd/1Bth SF.....	725
2Bd/1Bth SF.....	875
Studio Rent.....	\$1,700
1Bd/1Bth Rent.....	\$2,350
2Bd/1Bth Rent.....	\$2,675
Studio Rent/SF.....	\$3.78
1Bd/1Bth Rent/SF.....	\$3.24
2Bd/1Bth Rent/SF.....	\$3.06



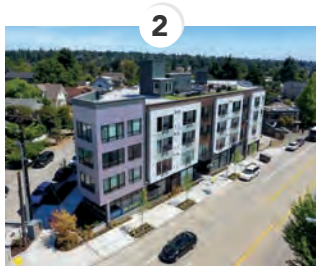
Sale Comps



Ballard 57

1731 NW 57th St
Seattle, WA 98107

Year Built 2016
of Units 48
Avg SF 275
Sale Date Aug-16
Sale Price \$11,000,000
Price / Unit \$229,167
Price / SF \$833



Crew

8228 Green Lake Dr N
Seattle, WA 98103

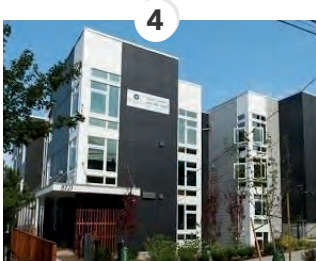
Year Built 2018
of Units 74
Avg SF 510
Sale Date June-12
Sale Price \$22,250,000
Price / Unit \$300,675
Price / SF \$589



Footprint Greenwood

143 N 85th St
Seattle, WA 98103

Year Built 2015
of Units 39
Avg SF 229
Sale Date June-28
Sale Price \$5,300,000
Price / Unit \$135,897
Price / SF \$593



Footprint Phinney

8727 Phinney Ave N
Seattle, WA 98103

Year Built 2015
of Units 79
Avg SF 152
Sale Date June-28
Sale Price \$10,550,000
Price / Unit \$133,544
Price / SF \$877



Helene

414 NE Ravenna Blvd
Seattle, WA 98115

Year Built 2016
of Units 64
Avg SF 646
Sale Date Jan-4
Sale Price \$17,000,000
Price / Unit \$265,625
Price / SF \$599



Land Comps



Greenwood Dev Site

203 N 104th St
Seattle, WA 98133

Price\$2,195,000
Price / SF535
Price / Unit\$548,750
Proposed # of Units50
Building SFN/A
Land SF9,949
Zoning.....NC1-55(M)



Greenwood

320 N 85th St
Seattle, WA 98133

Price\$11,550,000
Price / SF\$255
Price / Unit\$56,897
of Units203
Building SFN/A
Land SF45,343
Zoning.....NC2P-65
Sale Date.....5/18/19



Greenwood

425 NW 85th Street
Seattle, WA 98133

Price\$3,500,000
Price / SF of Land\$286
Price / Unit\$54,688
of Units64
Building SF4,048
Land SF12,240
Zoning.....NC2P-55
Sale Date10/10/19



Ballard

7730 15th Ave NW
Seattle, WA 98133

Price\$3,000,000
Price / SF\$332
Price / Unit\$55,556
of Units54
Building SF5,220
Land SF9,028
Zoning.....NC2-55
Sale Date.....11/1/18



Greenwood

8105 Greenwood Ave N
Seattle, WA 98133

Price\$1,880,000
Price / SF\$253
Price / Unit\$42,727
of Units44
Building SFN/A
Land SF7,439
Zoning.....NC2P-40
Sale Date.....11/2/17



Greenwood

209 N 87th St
Seattle, WA 98133

Price\$2,500,000
Price / SF\$372
Price / Unit\$51,020
of Units49
Building SF2,140
Land SF6,724
Zoning.....NC2-65
Sale Date10/10/19



ekreg.com



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