

HIGHLAND TERRACE APARTMENTS

14520 PHINNEY AVE N
SHORELINE, WA 98133

SEATTLE CENTRAL
BUSINESS DISTRICT



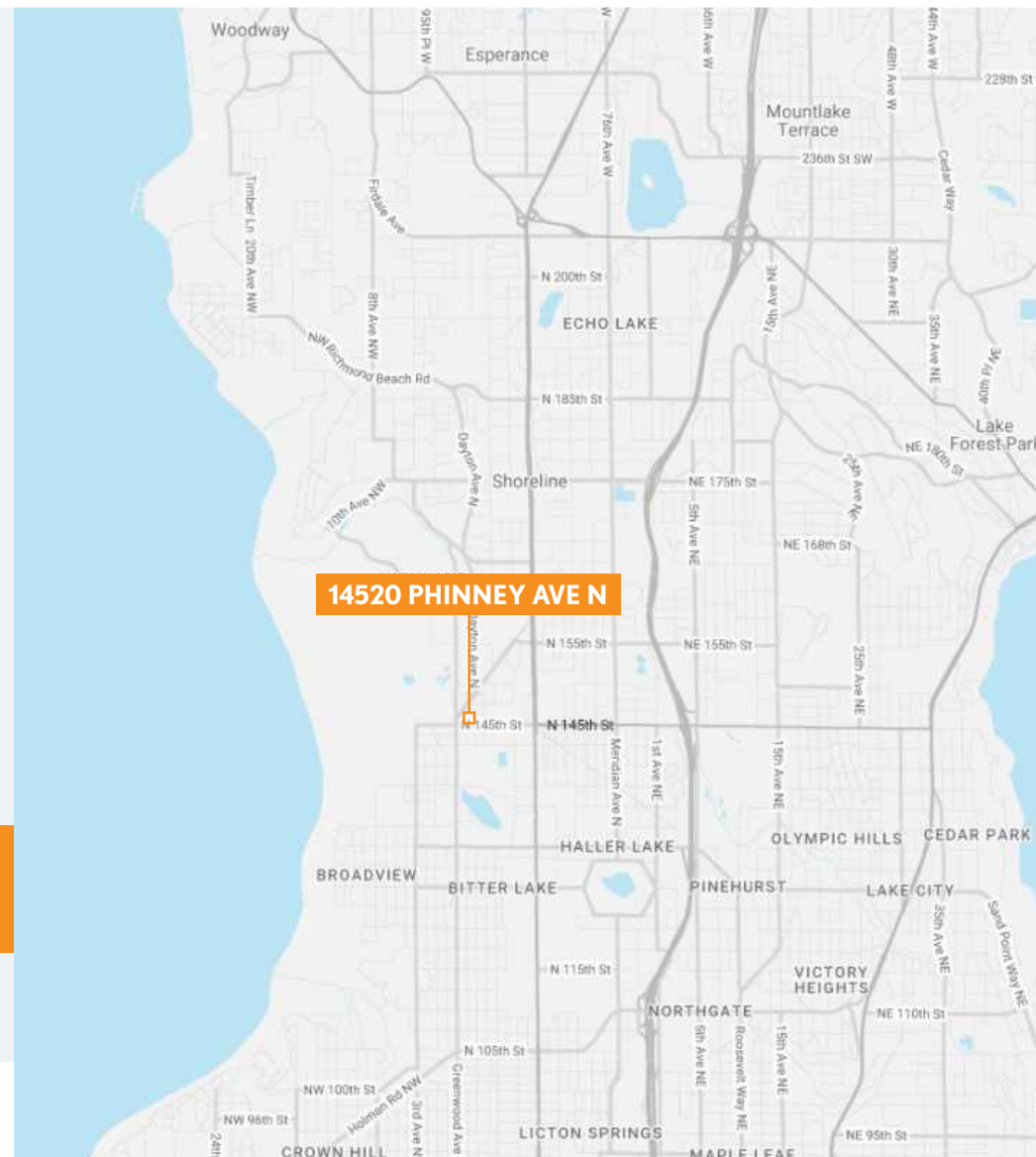
ASSET SUMMARY

HIGHLAND TERRACE

ADDRESS	14520 Phinney Ave N Shoreline, WA 98133
COUNTY	King
MARKET	Shoreline
STYLE	Low-Rise
APN#	182604-9228
ZONING	R48
LOT SIZE	17,493 SF
YEAR BUILT	1963
# OF BUILDINGS	1
# OF FLOORS	2
# OF UNITS	15
NET RENTABLE SF	12,162 SF
CONSTRUCTION	Wood Frame
ROOF	Flat Torch Down
HEAT	Electric
LAUNDRY	Common
PARKING	5 Carport / 13 Surface

PRICE:

\$4,000,000



EXECUTIVE SUMMARY



Unique Multifamily INVESTMENT OPPORTUNITY

- First Time on the Market in 15 Years!
- Excellent Value-Add Opportunity
- Low Maintenance Building
- Limited Supply of Apartments in Immediate Area
- Market 6.63% CAP and Renovated 6.61% CAP
- Potential to add Washers & Dryers to Most Units
- Ample Carport and Open Parking
- Large 17,493 Square Foot Lot (Zoned R48)



Close proximity to MAJOR RETAIL CORRIDOR & AMENITIES

- Prime Shoreline Location Across from City of Seattle Limit
- Close to 145th Street Light Rail Station
- Easy Access to Rapid Ride E-Line Bus Route
- Easy Access to Highway 99 and Interstate 5
- Close to Jackson Park Golf Course and Seattle Golf Club
- Nearby Grocers include Fred Meyer, PCC Community Market, Costco, QFC, and Trader Joe's



Outstanding NEIGHBORHOOD DEMOGRAPHICS

- Average Household income within a 1 mile radius: \$97,933
- 54.13% renter occupied households
- Median Home Value: \$646,023

Westlake Associates, Inc. is pleased to exclusively offer for sale the "Highland Terrace Apartments" located in the popular City of Shoreline. Conveniently located just North of Seattle City limits, the Highland Terrace Apartments offers a new investor a great value add opportunity with the flexibility of raising below market rents without the hassles and constraints of Seattle Landlord/Tenant Laws.

This is the first time the property has hit the market in over 15 years. The value-add here is to renovate all units with modern finishes, raise rents to market and implement a RUBS program to start billing back tenants for utilities. There's also great potential to add in-unit washers and dryers in the large existing closets which almost all back up to the plumbing in the bathrooms. In current condition, a new investor can raise the units with below market rents, which would get this property to a 6.01% CAP Rate. If a new investor decided to renovate all units, they could get this building to a 6.25% CAP Rate.



PROPERTY DETAILS

BUILDING HIGHLIGHTS

- BUILT IN 1963
- LOW MAINTENANCE MARBLE CRETE EXTERIOR
- FIVE COVERED CARPORT PARKING
- THIRTEEN OPEN PARKING SPACES
- INDIVIDUAL HOT WATER TANKS FOR EACH UNIT
- NEWER TORCH DOWN ROOF (2018)
- POTENTIAL TO ADD IN-UNIT WASHER/ DRYERS
- CORNER UNITS FEATURE LARGE BAY WINDOWS ON BOTH SIDES
- COMMON COIN OPERATED LAUNDRY FACILITY
- UPPER UNITS FEATURE PRIVATE DECKS
- 810 SQFT. AVERAGE UNIT SIZE
- NEW SECURED TENANT MAILBOX UNIT
- LARGE OWNER STORAGE CLOSET



PROPERTY PHOTOS

EXTERIORS



PROPERTY PHOTOS

EXTERIORS



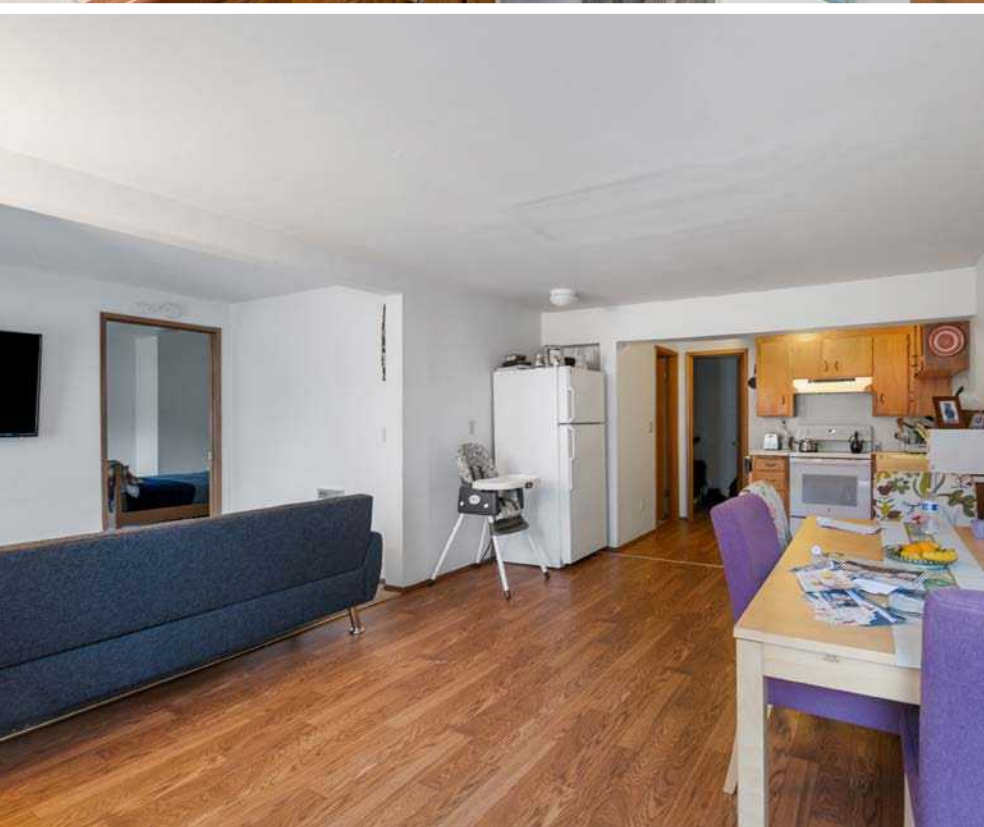
PROPERTY PHOTOS

INTERIORS



PROPERTY PHOTOS

INTERIORS



FINANCIAL ANALYSIS

PRICE ANALYSIS

PRICE	\$4,000,000
Number of Units:	15
Price per Unit:	\$266,667
Price per Net RSF:	\$328.88
Current GRM:	11.52
Current Cap:	5.29%
Market GRM:	11.34
Market Cap:	6.01%
Renovated GRM:	11.81
Renovated Cap:	6.25%
Year Built:	1963
Approximate Lot Size:	17,493 SF
Approximate Net RSF:	12,162 SF

PROPOSED FINANCING

First Loan Amount:	\$2,400,000
Down Payment	\$1,600,000
Interest Rate:	5.6%
Term:	5 years
Amortization:	30 years
Annual Payment:	\$165,335
Monthly Payment:	\$13,778

INCOME

	CURRENT	MARKET
Scheduled Rent Income	\$311,220	\$323,220
+ Parking Income	\$3,720	\$3,720
+ Utility Income	\$0	\$14,760
+ Laundry Income	\$2,700	\$3,600
+ Other Income	\$0	\$1,800
Annual Scheduled Income	\$317,640	\$347,100
Monthly Scheduled Income	\$26,470	\$28,925

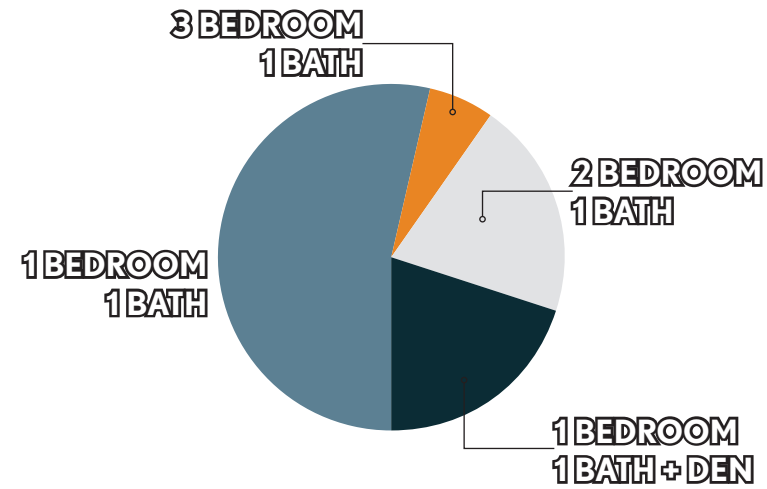
OPERATING DATA

	CURRENT		MARKET
Scheduled Gross Income:	\$317,640		\$347,100
Less Physical Vacancy	(\$12,706)	4.00%	(\$13,884) 4.00%
Gross Operating Income	\$304,934		\$333,216
Less Total Expenses	(\$93,435)		(\$92,818)
Net Operating Income	\$211,499		\$240,398
Less Loan Payments	(\$165,335)		(\$165,335)
Pre-Tax Cash Flow	\$46,165	2.89%	\$75,063 4.69%
Plus Principal Reduction	\$31,741		\$31,741
Total Return Before Taxes	\$77,906	4.87%	\$106,804 7.28%

EXPENSES

	CURRENT	MARKET
RE Taxes (2022)	\$35,869	\$35,869
Insurance (2022)	\$6,714	\$6,000
Utilities W/S/G/E	\$19,303	\$16,000
Management	\$9,000	\$9,000
Turnover	\$2,205	\$2,205
Maintenance / Repairs	\$15,594	\$15,594
Landscaping	\$0	\$1,200
Administrative	\$250	\$1,950
Accounting	\$0	\$500
Reserves	\$4,500	\$4,500
Total Expenses	\$93,435	\$92,818
Expenses Per Unit:	\$6,229	\$6,188
Expenses Per Sq.Ft.:	\$7.68	\$7.63
Percent of EGI	30.64%	27.86%

RENT ROLL



UNIT #	UNIT TYPE	AVG SF	CURRENT	PSF	MARKET	PSF
1	1BD 1BA + Den	775	\$1,640	\$2.11	\$1,750	\$2.25
2	1BD 1BA + Den	775	\$1,700	\$2.19	\$1,750	\$2.25
3	1BD 1BA + Den	775	\$1,600	\$2.06	\$1,750	\$2.25
101	2 BD 1BA	900	\$1,750	\$1.94	\$1,850	\$2.05
102	1BD 1BA	700	\$1,725	\$2.46	\$1,700	\$2.42
103	1BD 1BA	700	\$1,700	\$2.42	\$1,700	\$2.42
104	2 BD 1BA	900	\$1,780	\$1.97	\$1,850	\$2.05
105	1BD 1BA	700	\$1,740	\$2.48	\$1,700	\$2.42
106	1BD 1BA	700	\$1,580	\$2.25	\$1,700	\$2.42
201	3 BD 1BA	1,000	\$2,100	\$2.10	\$2,200	\$2.20
202	1BD 1BA	700	\$1,790	\$2.55	\$1,700	\$2.42
203	1BD 1BA	700	\$1,605	\$2.29	\$1,700	\$2.42
204	2 BD 1BA	900	\$1,940	\$2.15	\$1,850	\$2.05
205	1BD 1BA	700	\$1,660	\$2.37	\$1,700	\$2.42
206	1BD 1BA	700	\$1,625	\$2.32	\$1,700	\$2.42
15 UNITS		12,162 SF	\$25,935	\$2.24	\$26,935	\$2.30

SALE COMPARABLES

SUBJECT PROPERTY



HIGHLAND TERRACE

14520 Phinney Ave N
Shoreline, WA 98133

YEAR BUILT 1963
UNITS 15
SALES PRICE \$4,000,000
PRICE/UNIT \$266,667
GRM / CAP 11.52 / 5.29%



HILLCREST

18700 101st Ave NE
Bothell, WA 98011

YEAR BUILT 1970
UNITS 10
SALES PRICE \$2,800,000
PRICE/UNIT \$280,000
GRM / CAP 13.6 / 3.4%
SALE DATE 08/17/2022



ROOSEVELT HEIGHTS

12054 Roosevelt Way NE
Seattle, WA 98125

YEAR BUILT 1990
UNITS 15
SALES PRICE \$4,247,000
PRICE/UNIT \$289,800
GRM / CAP Unknown
SALE DATE 06/16/2022



MELINDA ARMS

11515 26th Ave NE
Seattle, WA 98125

YEAR BUILT 1968
UNITS 15
SALES PRICE \$3,250,000
PRICE/UNIT \$216,667
GRM / CAP 15.5 / 4.1%
SALE DATE 05/02/2022



OCTAVIA

928 N 200th St
Shoreline, WA 98133

YEAR BUILT 1966
UNITS 36
SALES PRICE \$8,900,000
PRICE/UNIT \$247,222
GRM / CAP Unknown
SALE DATE 04/22/2022



CROWN HILL 12-UNIT

9601 8th Ave NW
Seattle, WA 98117

YEAR BUILT 1987
UNITS 12
SALES PRICE \$2,650,000
PRICE/UNIT \$220,833
GRM / CAP 14.1 / 3.9%
SALE DATE 02/09/2022



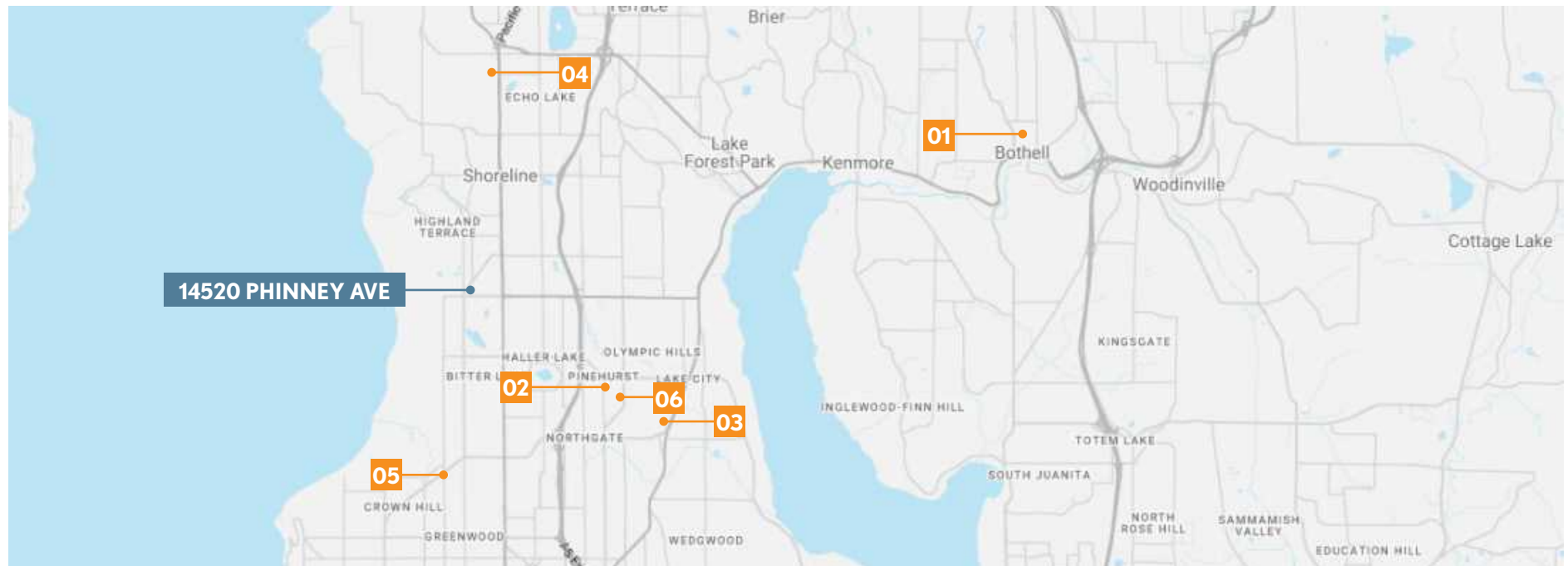
PINEHURST WEST

12007 NE 15th Ave
Seattle, WA 98125

YEAR BUILT 1988
UNITS 18
SALES PRICE \$4,721,400
PRICE/UNIT \$262,300
GRM / CAP 13.6 / 4.1%
SALE DATE 01/31/2022

SALE COMPARABLES

	SALE COMPS	# OF UNITS	PRICE	PRICE / UNIT	GRM	CAP RATE
01	HILLCREST Bothell, WA 98011	10	\$2,800,000	\$280,000	13.6	3.4%
02	ROOSEVELT HEIGHTS Seattle, WA 98125	15	\$4,247,000	\$289,800	-	-
03	MELINDA ARMS Seattle, WA 98125	15	\$3,250,000	\$216,667	15.5	4.1%
04	OCTAVIA Shoreline, WA 98133	36	\$8,900,000	\$247,222	-	-
05	CROWN HILL 12-UNIT Seattle, WA 98117	12	\$2,650,000	\$220,833	14.1	3.9%
06	PINEHURST WEST Seattle, WA 98125	18	\$4,721,400	\$262,300	13.6	4.1%
	AVERAGES			\$252,804	14.2	3.88%
	SUBJECT PROPERTY 14520 Phinney Ave N	15	\$4,000,000	\$266,667	11.52	5.29%



SITE AMENITIES & DEMOGRAPHICS

WHAT'S NEARBY



SCHOOLS & SERVICES

Seattle Golf Club
Shoreline Community College
Ingraham High School
Broadview Branch - Seattle Library
Lakeside Middle School
Shoreview Park
Carkeek Park
UW Medical Center NW



RETAIL

Town & Country Market
Safeway
Costco Wholesale
Walgreens
Sprouts Farmers Market
Lowe's Home Improvement
Trader Joe's
European Foods



FOOD & DRINK

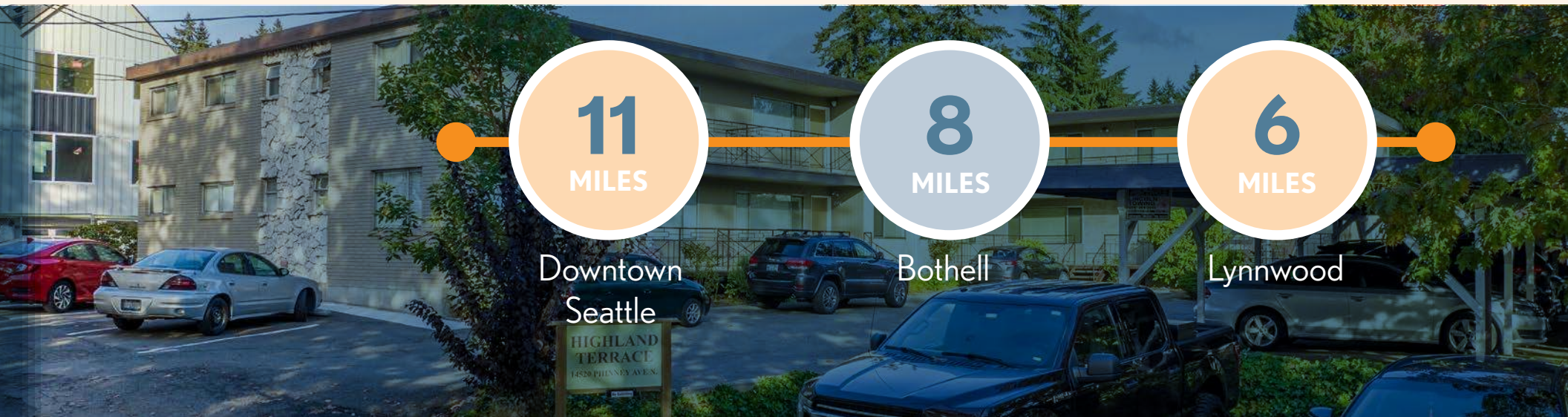
Kiriba Sushi & Grill
Diva Espresso
Little Ting's Dumplings
Happy Tea
Saltoro
Pho Tic Tac
Xiaolongbao House
Kidd Valley
Indo Cafe
The Hidden Door
Taco Time NW
Hae-Nam Kalbi
Pho Ha
Starbucks
Shari's Cafe & Pies
McDonald's



POPULATION	1-MILE	3-MILE	5-MILE
Total Population	09,692	141,048	348,879
Growth 2022 - 2027 (est.)	7.60%	6.54%	6.55%
Median Age	40.5	39.4	39.8



HOUSEHOLDS & INCOME	1-MILE	3-MILE	5-MILE
Total Households	8,990	61,165	151,673
Median HH Income	\$68,313	\$85,980	\$101,787
Renter Occupied Housing	54.13%	47.78%	43.40%



ABOUT WESTLAKE



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Since 1975, Westlake Associates, Inc. has been the premier provider of commercial real estate brokerage services in the Puget Sound Region.

Our unsurpassed commitment to creating and preserving our clients' real estate investment wealth has resulted in thousands of successful transactions and a long history of repeat business and client referrals.

The professionals at Westlake Associates collaboratively work with clients to develop customized, creative solutions designed to maximize investment returns.

We've built a strong foundation of experience in Investment Property Sales, Commercial Leasing, Property Management, and comprehensive real estate services over our 40 year history. We operate as a team and leverage each other's resources and experience to provide the highest level of client services.

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