

# THE ENCORE APARTMENTS

936 N 198TH STREET  
SHORELINE, WA 98133



SEATTLE CENTRAL  
BUSINESS DISTRICT

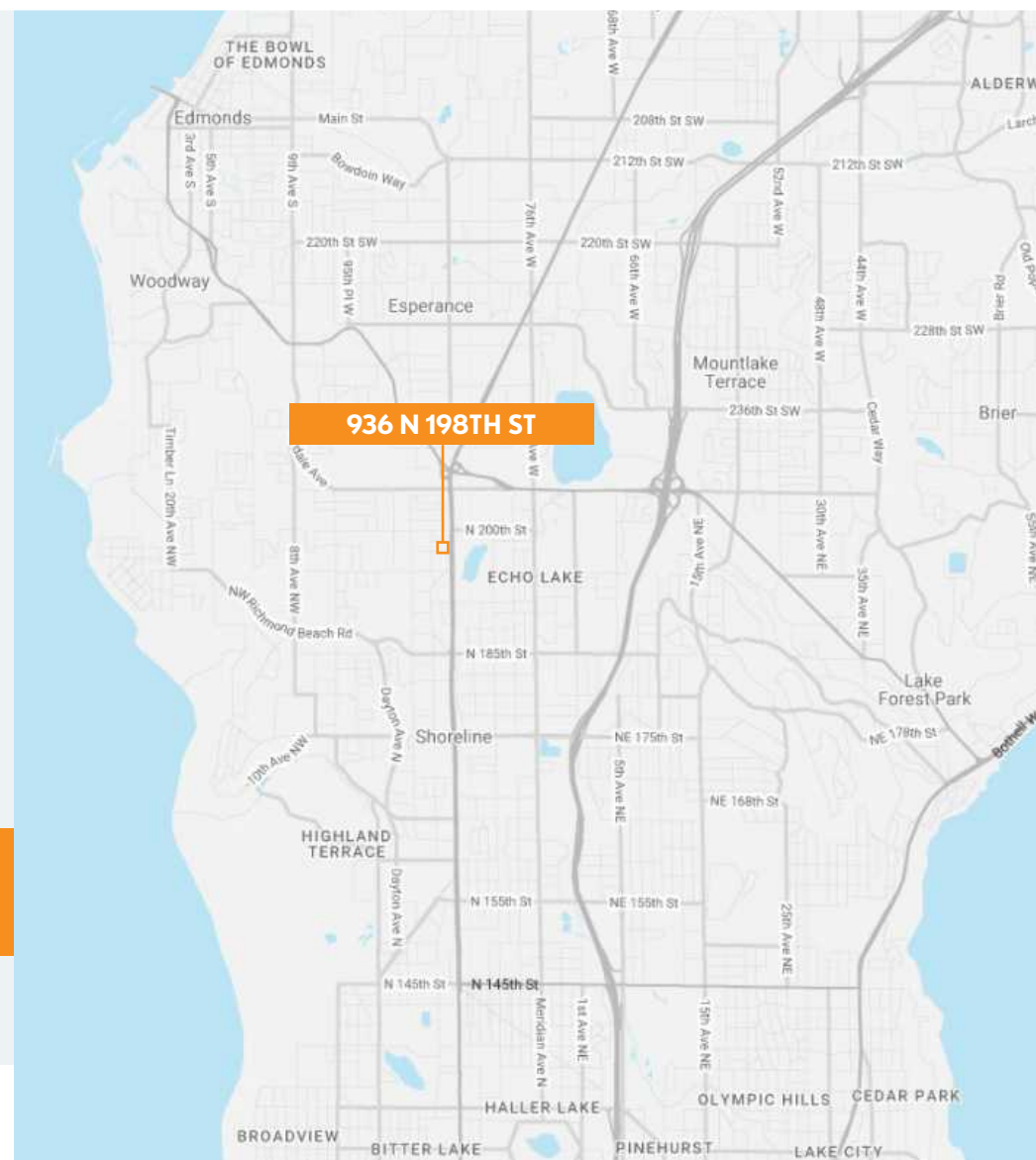




# ASSET SUMMARY

## THE ENCORE

ADDRESS	936 N 198th St Shoreline, WA 98133
COUNTY	King
MARKET	Shoreline
STYLE	Low-Rise
APN#	222790-0075
ZONING	R24
LOT SIZE	17,761 SF
YEAR BUILT	1962
# OF BUILDINGS	1
# OF FLOORS	2
# OF UNITS	12
NET RENTABLE SF	8,400 SF
CONSTRUCTION	Wood Frame
ROOF	Flat
HEAT	Electric
LAUNDRY	Common
PARKING	20 Surface



PRICE:

\$3,000,000

# EXECUTIVE SUMMARY



## Unique Multifamily INVESTMENT OPPORTUNITY

- First Time on the Market in 28 Years!
- Excellent Value-Add Opportunity
- Low Maintenance Building
- All 2Bd/1Ba Units (700 Square Feet each)
- Market 6.63% CAP and Renovated 6.61% CAP
- Upside in Raising Below Market Rents
- Ample Open Parking
- Large 17,761 Square Foot Lot



## Close proximity to MAJOR RETAIL CORRIDOR & AMENITIES

- Walk Score of 75! (Very Walkable)
- Close to Future 185th Street Light Rail Station (2024)
- Excellent Shoreline Location
- 20-minute Drive to Downtown Seattle CBD (300k + Jobs)
- Walking Distance to Rapid Ride Bus Service (E-Line)
- 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: \$104,004
- 47.58% renter occupied households
- Median Home Value: \$715,000

Westlake Associates, Inc. is pleased to exclusively offer for sale the "Encore Apartments" located in the popular City of Shoreline. The Encore Apartments offers a new investor a great value add opportunity in a landlord friendly city.

A new investor over time can also renovate units upon turn-over and modernize each unit with stainless steel appliances, granite/quartz counters, new cabinets, etc. In current condition, a new investor can raise rents and get this building to a 6.63% CAP Rate. If they decided to fully renovate each unit, a new investor could get to a 6.61% CAP Rate.

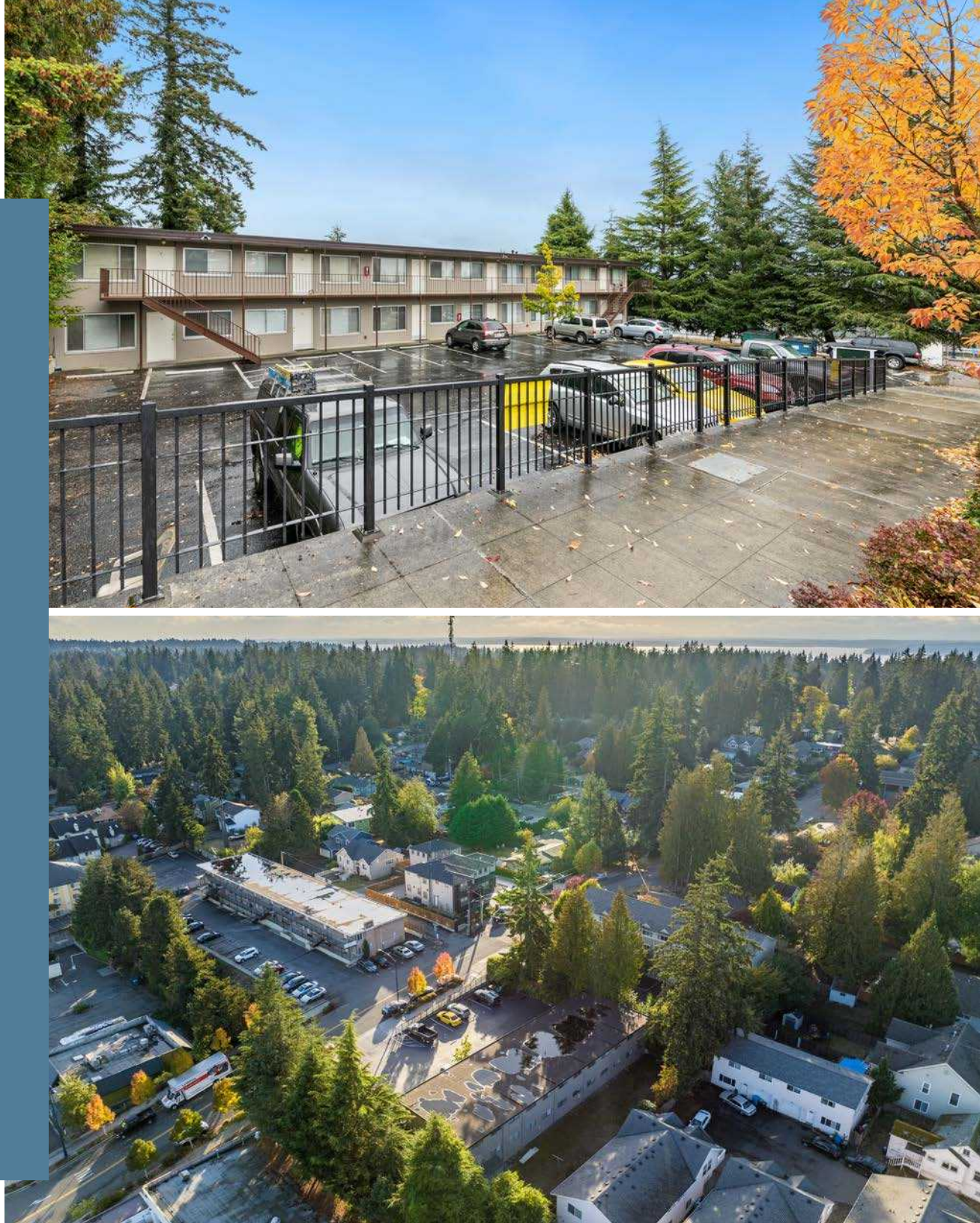




# PROPERTY DETAILS

## BUILDING HIGHLIGHTS

- BUILT IN 1962
- ALL LARGE 2 BD/1 BA UNITS
- COMMON LAUNDRY
- LARGE OWNER STORAGE ROOM
- INDIVIDUAL HOT WATER TANKS
- 20 OPEN PARKING SPACES
- SOME UNITS HAVE UPDATED LVT HARDWOODS
- ELECTRIC BASEBOARD OR ELECTRIC FORCED AIR CADET HEATING
- NEWER TORCH DOWN ROOF (2014)
- NEWLY RE-PAVED/STRIPED PARKING LOT
- DOUBLE PANE ALUMINUM WINDOWS
- LARGE OUTDOOR GRASSY AREA FOR TENANT USE





# PROPERTY PHOTOS

## EXTERIORS





# PROPERTY PHOTOS

## EXTERIORS





# PROPERTY PHOTOS

## INTERIORS





# PROPERTY PHOTOS

## INTERIORS





# FINANCIAL ANALYSIS

## PRICE ANALYSIS

PRICE	\$3,000,000
Number of Units:	12
Price per Unit:	\$250,000
Price per Net RSF:	\$357.14
Current GRM:	10.34
Current Cap:	5.29%
Market GRM:	10.58
Market Cap:	6.63%
Renovated GRM:	11.02
Renovated Cap:	6.61%
Year Built:	1962
Approximate Lot Size:	17,761 SF
Approximate Net RSF:	8,400 SF

## PROPOSED FINANCING

First Loan Amount:	\$1,800,000
Down Payment	\$1,200,000
Interest Rate:	5.6%
Term:	5 years
Amortization:	30 years
Annual Payment:	\$124,001
Monthly Payment:	\$10,333

## INCOME

	CURRENT	MARKET
Scheduled Rent Income	\$241,080	\$290,160
+ Utility Income	\$2,760	\$14,400
+ Laundry Income	\$2,880	\$2,880
<b>Annual Scheduled Income</b>	<b>\$246,720</b>	<b>\$290,160</b>
<b>Monthly Scheduled Income</b>	<b>\$20,560</b>	<b>\$24,180</b>

## EXPENSES

	CURRENT	MARKET
RE Taxes (2022)	\$29,386	\$29,386
Insurance (2022)	\$6,220	\$4,800
Utilities W/S/G/E	\$14,844	\$14,844
Management	\$7,200	\$7,200
Turnover	\$4,513	\$4,513
Maintenance / Repairs	\$12,488	\$12,488
Reserves	\$3,600	\$3,600
Landscaping	\$0	\$1,200
Administrative	\$0	\$1,560
<b>Total Expenses</b>	<b>\$78,251</b>	<b>\$79,591</b>
<b>Expenses Per Unit:</b>	<b>\$6,521</b>	<b>\$6,633</b>
<b>Expenses Per Sq.Ft.:</b>	<b>\$9.32</b>	<b>\$9.48</b>
<b>Percent of EGI</b>	<b>33.04%</b>	<b>28.57%</b>

## OPERATING DATA

	CURRENT		MARKET
Scheduled Gross Income:	\$246,720		\$290,160
Less Physical Vacancy	(\$9,869)	4.00%	(\$11,606) 4.00%
<b>Gross Operating Income</b>	<b>\$236,851</b>		<b>\$278,554</b>
Less Total Expenses	(\$78,251)		(\$79,591)
<b>Net Operating Income</b>	<b>\$158,600</b>		<b>\$198,963</b>
Less Loan Payments	(\$124,001)		(\$124,001)
Pre-Tax Cash Flow	\$34,599	2.88%	\$74,962 6.25%
Plus Principal Reduction	\$23,806		\$23,806
Total Return Before Taxes	\$58,405	4.87%	\$98,767 8.23%



# RENT ROLL



UNIT #	UNIT TYPE	AVG SF	CURRENT	PSF	MARKET	PSF
1	2 BD 1BA	700	\$1,550	\$2.21	\$2,015	\$2.87
2	2 BD 1BA	700	\$1,700	\$2.42	\$2,015	\$2.87
3	2 BD 1BA	700	\$1,680	\$2.40	\$2,015	\$2.87
4	2 BD 1BA	700	\$1,700	\$2.42	\$2,015	\$2.87
5	2 BD 1BA	700	\$1,600	\$2.28	\$2,015	\$2.87
6	2 BD 1BA	700	\$1,650	\$2.35	\$2,015	\$2.87
7	2 BD 1BA	700	\$1,640	\$2.34	\$2,015	\$2.87
8	2 BD 1BA	700	\$1,700	\$2.42	\$2,015	\$2.87
9	2 BD 1BA	700	\$1,860	\$2.65	\$2,015	\$2.87
10	2 BD 1BA	700	\$1,880	\$2.68	\$2,015	\$2.87
11	2 BD 1BA	700	\$1,580	\$2.25	\$2,015	\$2.87
12	2 BD 1BA	700	\$1,550	\$2.21	\$2,015	\$2.87
12 UNITS		8,400 SF	\$20,090	\$2.39	\$24,180	\$2.87



# SALE COMPARABLES

## SUBJECT PROPERTY



### ENCORE

936 N 198th St

Shoreline, WA 98133

YEAR BUILT 1962

UNITS 12

SALES PRICE \$3,000,000

PRICE/UNIT \$250,000

GRM / CAP 10.34 / 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

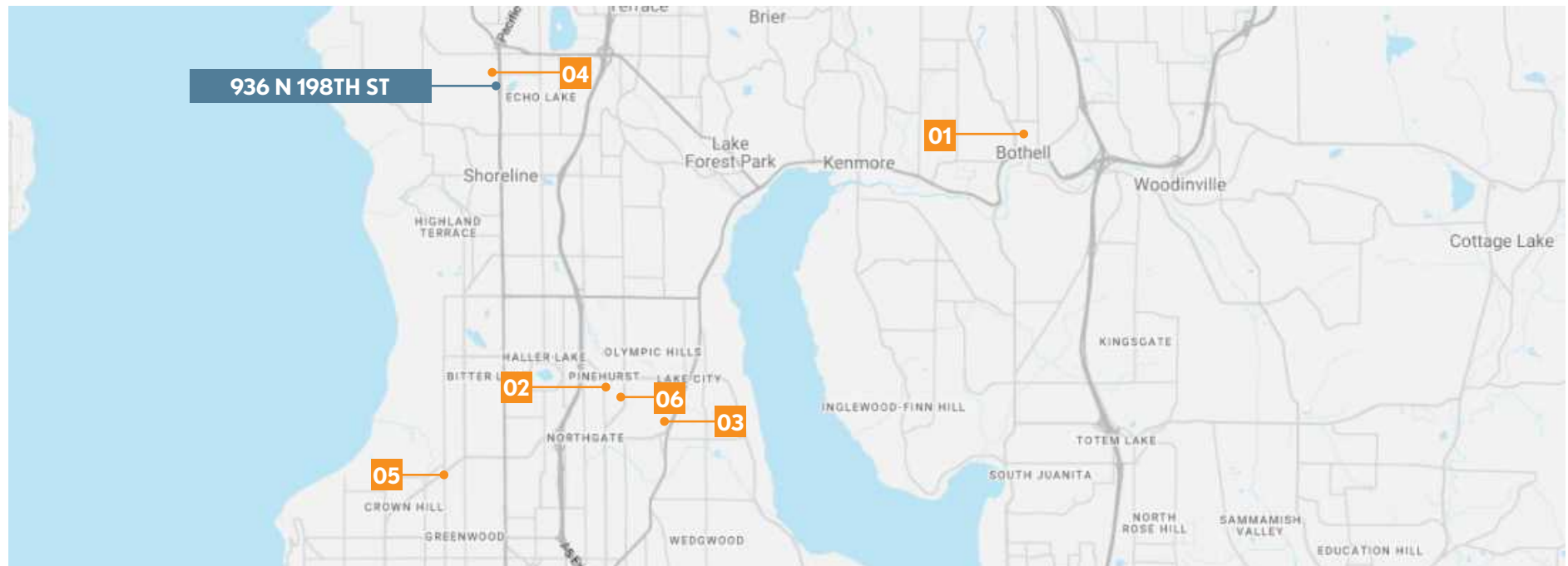
GRM / CAP 13.6 / 4.1%

SALE DATE 01/31/2022



# SALE COMPARABLES

	SALE COMPS	# OF UNITS	PRICE	PRICE / UNIT	GRM	CAP RATE
01	<b>HILLCREST</b> Bothell, WA 98011	10	\$2,800,000	\$280,000	13.6	3.4%
02	<b>ROOSEVELT HEIGHTS</b> Seattle, WA 98125	15	\$4,247,000	\$289,800	-	-
03	<b>MELINDA ARMS</b> Seattle, WA 98125	15	\$3,250,000	\$216,667	15.5	4.1%
04	<b>OCTAVIA</b> Shoreline, WA 98133	36	\$8,900,000	\$247,222	-	-
05	<b>CROWN HILL 12-UNIT</b> Seattle, WA 98117	12	\$2,650,000	\$220,833	14.1	3.9%
06	<b>PINEHURST WEST</b> Seattle, WA 98125	18	\$4,721,400	\$262,300	13.6	4.1%
	<b>AVERAGES</b>			<b>\$252,804</b>	<b>14.2</b>	<b>3.88%</b>
	<b>SUBJECT PROPERTY</b> 936 N 198th St	<b>12</b>	<b>\$3,000,000</b>	<b>\$250,000</b>	<b>10.3</b>	<b>5.29%</b>





# SITE AMENITIES & DEMOGRAPHICS

## WHAT'S NEARBY



### SCHOOLS & SERVICES

Shoreview Park  
Shoreline Community College  
Richmond Beach Park  
Shorewood High School  
Meridian Park Elementary  
Nile Shrine Golf Course  
King's Elementary School  
Dale Turner Family YMCA



### RETAIL

Town & Country Market  
Safeway  
Costco Wholesale  
QFC  
Sky Nursery  
The Home Depot  
Fred Meyer  
Trader Joe's



### FOOD & DRINK

Scott's Bar & Grill  
Blackbird Cafe & Bar  
Kiriba Sushi  
Pagliacci Pizza  
Spiro's Pizza & Pasta  
The Habit Burger Grill  
Starbucks  
The Hidden Door  
Ridgecrest Public House  
Pho 99  
Kitanda Espresso & Acai  
Sanmaru Grill  
Panera Bread  
Emerald City Smoothie  
Bag O Crab



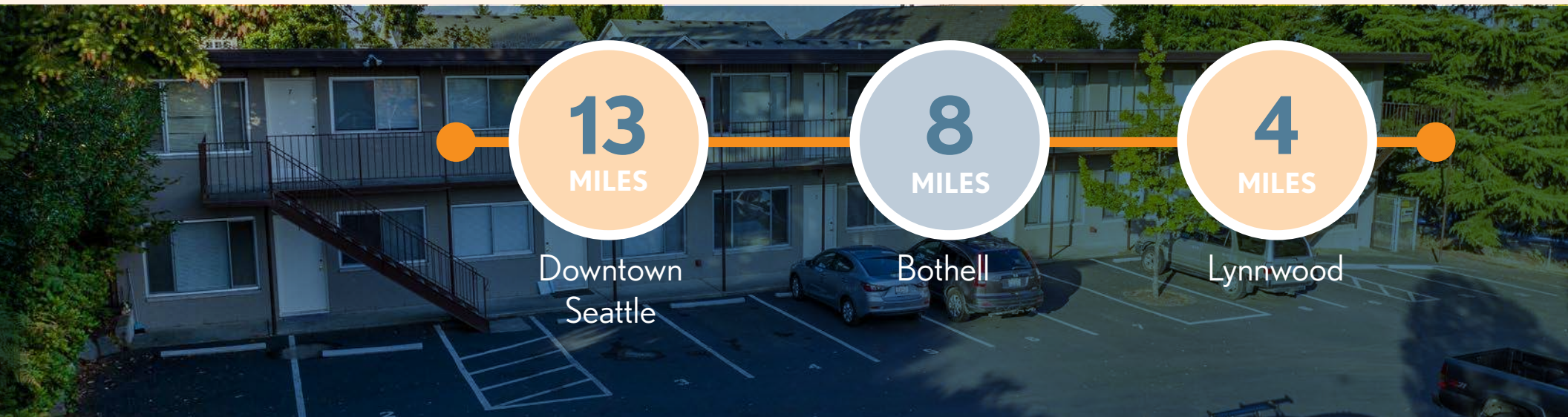
### POPULATION

	1-MILE	3-MILE	5-MILE
Total Population	22,360	121,255	278,453
Growth 2022 - 2027 (est.)	7.38%	6.13%	6.47%
Median Age	40.9	41.5	40.5



### HOUSEHOLDS & INCOME

	1-MILE	3-MILE	5-MILE
Total Households	9,732	50,471	116,566
Median HH Income	\$83,473	\$90,750	\$87,608
Renter Occupied Housing	47.58%	36.64%	41.11%



13  
MILES

Downtown  
Seattle

8  
MILES

Bothell

4  
MILES

Lynnwood



# 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.

## PROUD MEMBERS OF:

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**Commercial Investment Real Estate (CREI)**

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