

# 9900 WILLOWS RD NE LAND SITE

REDMOND, WA

±8 acres of industrial-zoned land for sale or lease in prime location of Redmond, Washington



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# 01

# PROPERTY OVERVIEW

THE OFFERING

PROPERTY HIGHLIGHTS

LOCATION MAP

SITE PLAN

PROPERTY PHOTOS

# PROPERTY OVERVIEW

Kidder Mathews is pleased to offer the 9900 Willows Rd NE land site for sale or lease in Redmond, Washington.



## THE OFFERING

The 9900 Willows Rd NE Site offers a very rare opportunity to acquire or lease an industrial-zoned site in the heart of Redmond. The 8-acre site is fully improved as an existing parking lot with signalized entry off Willows Rd NE. Neighbors include Oculus (Meta), which occupies over 1.5 million square feet on or next to Willows Rd NE. In addition, the site is less than three miles from Microsoft's World Headquarters, as well as several satellite-related companies, including SpaceX, Amazon Project Kuiper, Aerojet, Honeywell, Kymeta, and newcomer Xplore.

Redmond's industrial supply of land, as with much of the Eastside, continues to diminish with zoning changes driven by the extension of light rail. Currently, the Redmond industrial vacancy in the 8.2 million square foot market is 3.90%, with rent growth of 19.9% over the past three years.

## PROPERTY SUMMARY

|               |   |
|---------------|---|
| ADDRESS       | 9900 Willows Road NE<br>Redmond, WA 98052                   |
| OFFERING SIZE | 345,000 - 350,000 SF<br>(±8 Acres)                          |
| PROPERTY SIZE | 26.73 Acres   |
| ZONING        | Manufacturing Park (MP)<br>Potential for affordable housing |
| LEASE RATE    | \$0.60/SF   |
| SALE PRICING  | Market  |

# PROPERTY HIGHLIGHTS

Ideally located in the Willows Industrial District, with easy freeway access and proximity to downtown Redmond's amenities.



Fully improved site and currently striped with 555 parking stalls



Conveniently located near major employers and retail centers in Redmond



Expansion of Sound Transit Link Light Rail partially complete



Ideal uses include industrial development, yard storage, or vehicle parking



..... EAST LINK LIGHT RAIL EXTENSION

**SOUND TRANSIT LINK LIGHT RAIL**

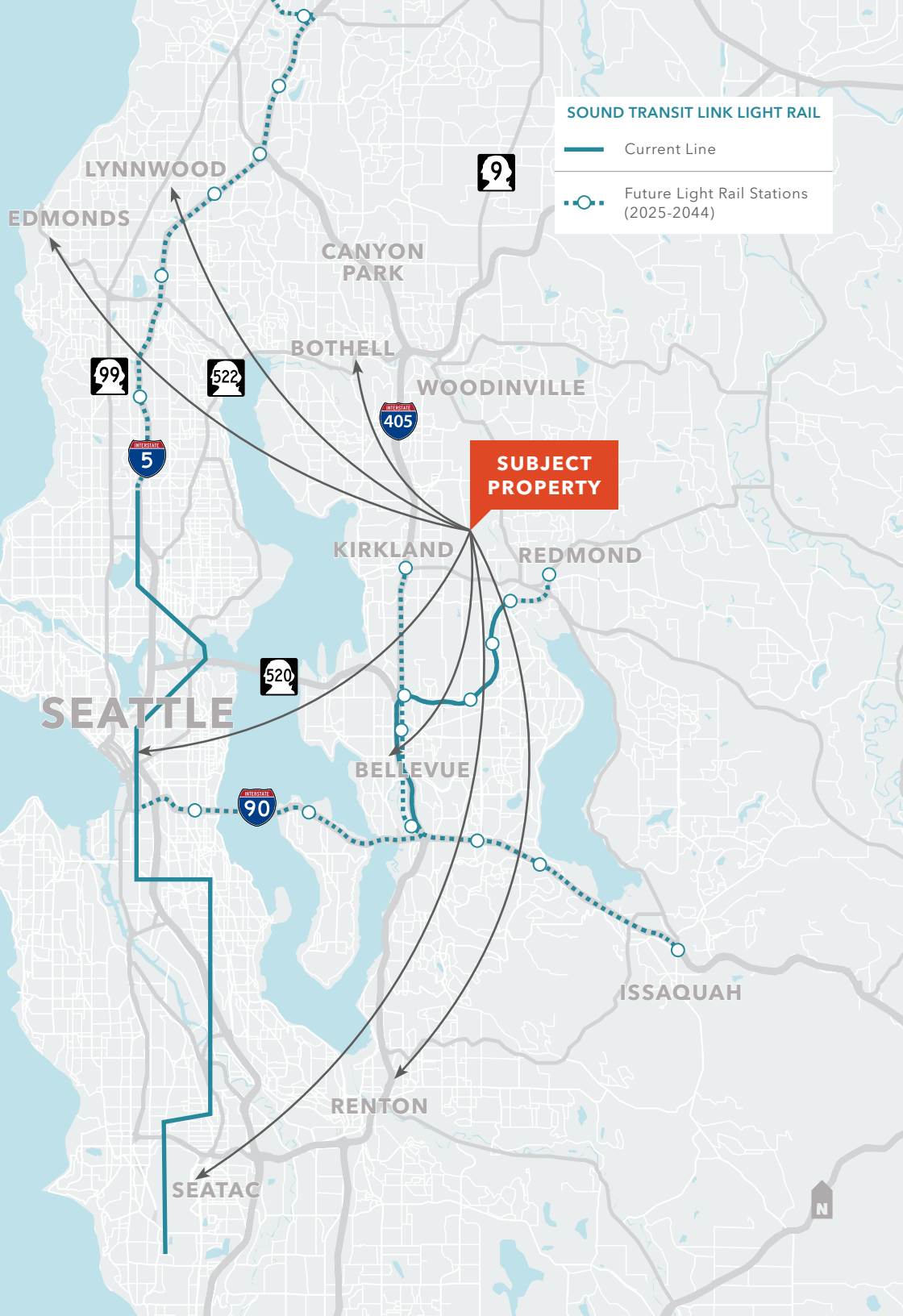
- Current Line
- - - Future Light Rail Stations (2025-2044)

The 9900 Willows Rd NE Land Site offers an excellent, central location in King County, minutes from downtown Bellevue, Seattle, and major employment hubs.

PUGET SOUND

**SUBJECT PROPERTY**

|              |            |
|--------------|------------|
| BOTHELL      | 9.1 miles  |
| LYNNWOOD     | 17.0 miles |
| EDMONDS      | 18.6 miles |
| BELLEVUE CBD | 8.8 miles  |
| SEATTLE CBD  | 16.9 miles |
| RENTON       | 17.5 miles |
| SEATAC       | 23.9 miles |



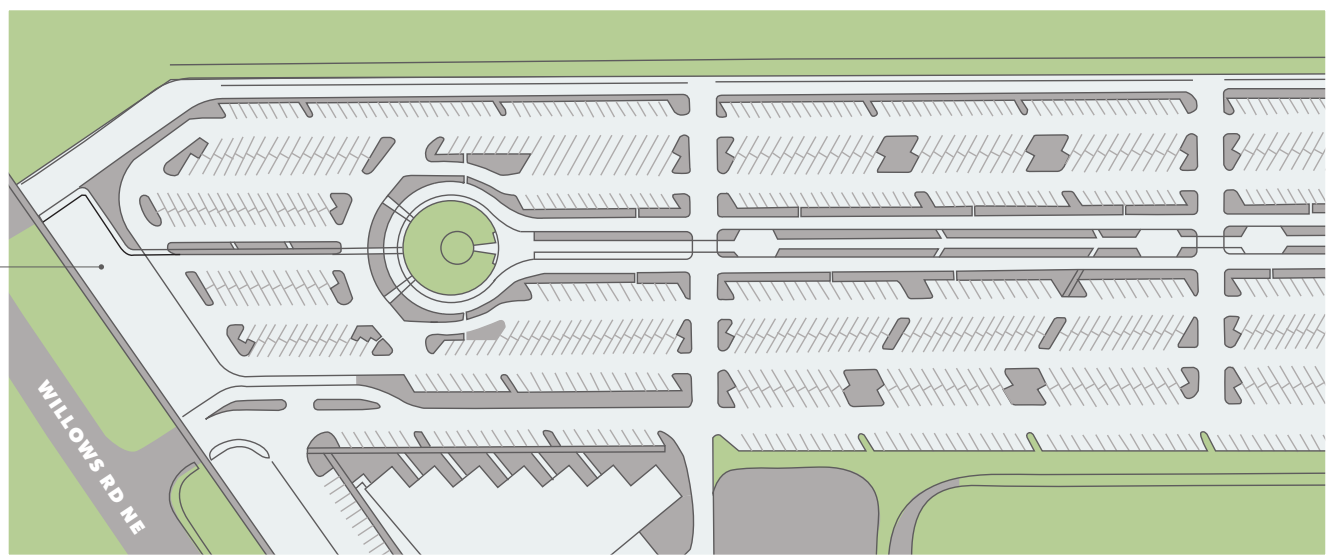
# SITE PLAN

TOTAL SITE  
26.73 ACRES

OVERLAKE  
CHRISTIAN  
CHURCH

WILLOWS RD NE

AVAILABLE FOR  
SALE OR LEASE  
APPROX. 8 ACRES







The Site is currently improved and striped with 555 parking stalls.

±8 ACRES AVAILABLE

WILLOWS RD NE





# 02

# MARKET OVERVIEW

LOCATION OVERVIEW

EASTSIDE-NORTHEND INDUSTRIAL RENT GROWTH

PUGET SOUND DEMAND DRIVERS

NEIGHBORING TENANTS

AMENITIES

# MARKET OVERVIEW

The 9900 Willows Rd NE Site is located in Redmond, WA, on the Eastside of King County. With a healthy economic base and emphasis on quality development, the city contains approximately 8 million square feet of industrial space.

## REDMOND

Redmond is the seventh most populous city in King County. It is home to several major technology companies, including Microsoft, Nintendo, AT&T, and more. The presence of major technology companies has made Redmond a hub for research and development, with a demand for highly skilled workers. As of 2024, the city has a population of 76,064 and a low unemployment rate of 3.2%, lower than the national average. The average household income for the city is approximately \$220,952.

## SOUND TRANSIT LIGHT RAIL

The Sound Transit Board voted for a phased approach to opening the East Link Extension, beginning with now-open 2 Line service between South Bellevue and Redmond Technology stations. The remainder of East Link, which crosses I-90 and includes Judkins Park and Mercer Island Stations, is expected to open in 2025 and will provide fast, reliable transit. Projected ridership, including the downtown Redmond extension, is expected to have 43,000 - 52,000 daily riders by 2026.

SOURCES: COSTAR, ESRI, US BUREAU OF LABOR STATISTICS, SOUND TRANSIT, CITY OF REDMOND

## Redmond Industrial Snapshot

**8.2M SF**

TOTAL INDUSTRIAL MARKET

**3.9%**

VACANCY RATE

**2.9%**

12 MONTH RENT GROWTH

**19.9%**

3 YEAR RENT GROWTH



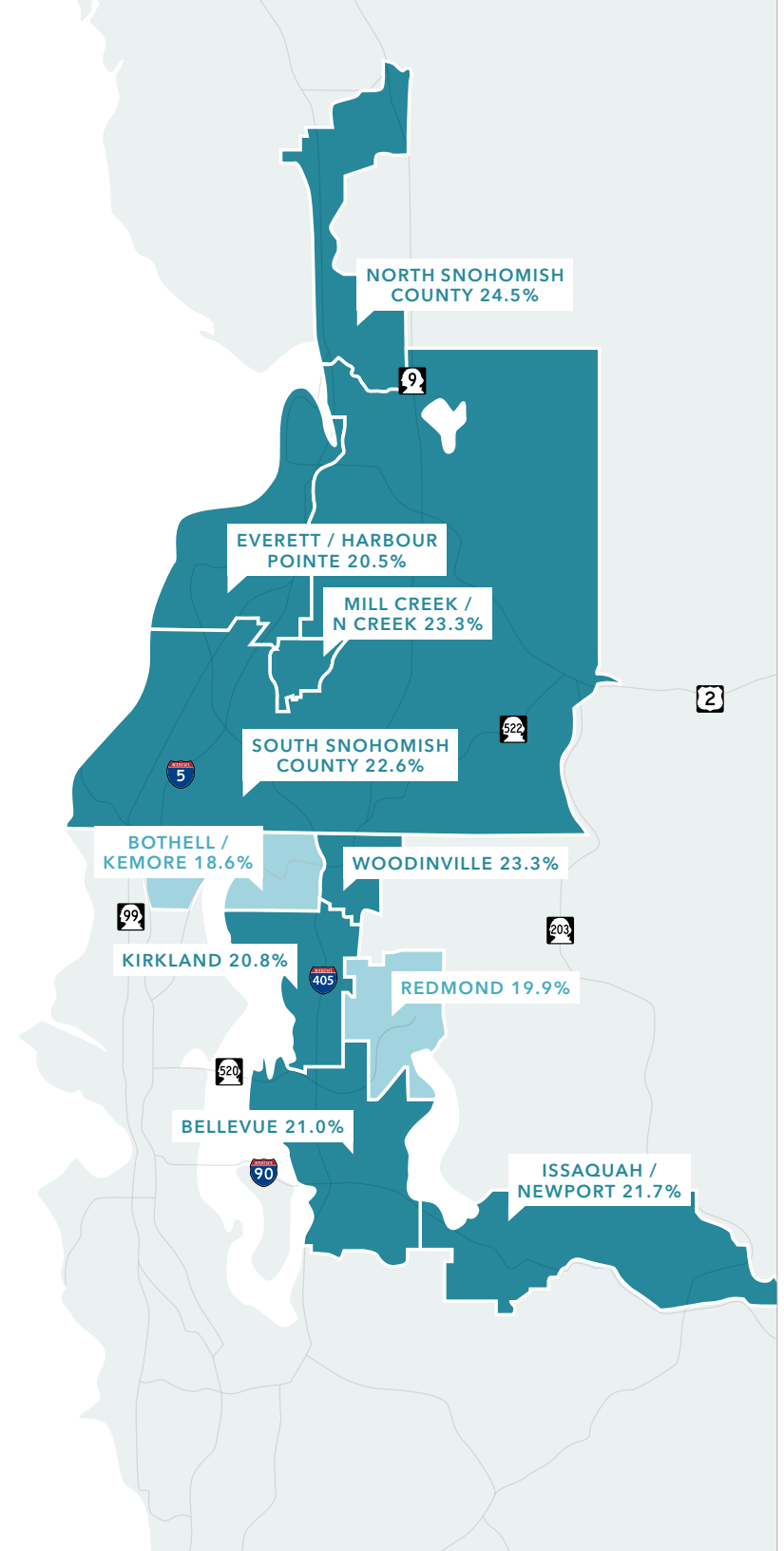
# EASTSIDE-NORTHEND INDUSTRIAL RENT GROWTH - Q2 2021 & Q2 2024

Industrial markets have surged over the last 36 months due to unprecedented demand and limited land supply for new development.

| Submarket                | BEST-IN-CLASS SHELL RATES |        | 3-YR RENT GROWTH | VACANCY RATE |
|--------------------------|---------------------------|--------|------------------|--------------|
|                          | 06/21                     | 06/24  |                  |              |
| Bellevue                 | \$1.63                    | \$1.96 | 21.0%            | 1.9%         |
| Issaquah / Newport       | \$1.75                    | \$2.12 | 21.7%            | 2.6%         |
| Redmond                  | \$1.50                    | \$1.79 | 19.9%            | 4.0%         |
| Kirkland                 | \$1.47                    | \$1.77 | 20.8%            | 2.6%         |
| Woodinville              | \$1.22                    | \$1.50 | 23.3%            | 3.2%         |
| Bothell / Kenmore        | \$1.73                    | \$2.05 | 18.6%            | 5.3%         |
| Mill Creek / N Creek     | \$1.29                    | \$1.59 | 23.3%            | 2.2%         |
| South Snohomish County   | \$1.03                    | \$1.26 | 22.6%            | 7.7%         |
| Everett / Harbour Pointe | \$1.08                    | \$1.29 | 20.5%            | 7.7%         |
| North Snohomish County   | \$0.98                    | \$1.22 | 24.5%            | 8.6%         |

## 3-YEAR TOTAL RENT GROWTH - MAP KEY

■ +10-20% ■ +20-30%



# PUGET SOUND DEMAND DRIVERS

**20.75%**  
POPULATION GROWTH  
(SINCE 2010)

**4.15M+**  
PUGET SOUND  
POPULATION



**2.18M+**  
TOTAL JOBS


**172K+**  
MANUFACTURING

**315K+**  
HEALTHCARE

**185K+**  
TECHNOLOGY

**6.4%**  
GROWTH SINCE  
FEB 2019

## Puget Sound Based Large Employers

|  |   |   |   |
|--|---|---|---|
|    |    |    |    |
|    |    |    |    |
|  |  |  |  |
|  |  |  |  |
|  |  |  |  |

The Site is strategically located near prominent tech and manufacturing tenants.

stryker ∞ Meta

TEKsystems  
Own charge

∞ Meta

∞ Meta

SUBJECT PROPERTY

OVERLAKE  
CHRISTIAN CHURCH

CustomArray

DigiPen  
UNIVERSITY OF TECHNOLOGY

∞ Meta

PSE

∞ Meta

MEYERS  
MANUFACTURING

DeZURIK

WILD CHILD  
PULP

AT&T

SENSITECH

∞ Meta

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