

# DELMONT APARTMENTS

*A 33-Unit Multifamily Offering  
Located in Seattle's Queen Anne*

403 ROY ST, SEATTLE WA

BUYSEATTLEAPARTMENTPORTFOLIO.COM

**km** Kidder  
Mathews



*Exclusively Listed by*

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01

PROPERTY  
OVERVIEW

PROPERTY OVERVIEW

# DELMONT APARTMENTS

403 ROY ST, SEATTLE, WA 98109

33

TOTAL UNITS

19,750 SF

TOTAL NRSF

1910

YEAR BUILT

598 SF

AVERAGE UNIT SIZE

## RESIDENTIAL UNIT SUMMARY

Unit Type	Units	Avg SF	Total SF
Studio	18	544	9,800
1x1	15	663	9,950
<b>Total/Average</b>	<b>33</b>	<b>597</b>	<b>19,750</b>



97

WALK SCORE



12 MIN

WALK TO SLU STREETCAR

## PROPERTY OVERVIEW

# INVESTMENT HIGHLIGHTS

### PRIME LOWER QUEEN ANNE LOCATION

Positioned in one of Seattle's most desirable neighborhoods, Delmont Apartments offers easy access to cultural landmarks like the Seattle Center, MoPOP, McCaw Hall, and the Gates Foundation. Tenants enjoy walkable access to restaurants, shops, grocery stores, and major transit options.

### VALUE-ADD POTENTIAL

Opportunities exist to increase rents by up to 22% with strategic renovations, this is a rare chance to modernize a classic property and realize substantial returns.

### MANAGEMENT EFFICIENCY UPSIDE

Family-owned for decades, the property presents opportunities for improved operational efficiencies, the expense load on trailing operations is 77% of EGI.

### CHARMING VINTAGE APPEAL

This secure, vintage building features high ceilings, original clawfoot bathtubs, spacious layouts, hardwood floors, and gas kitchens, blending historic charm with modern comforts.

### CLOSE TO EMPLOYMENT HUBS

Located near South Lake Union's tech hub, home to Amazon, Google, and Facebook, Delmont attracts professionals seeking short commutes and vibrant urban living.



PROPERTY OVERVIEW

**SOUTH LAKE UNION**

- 60K+ JOBS
- 5 MIN DRIVE

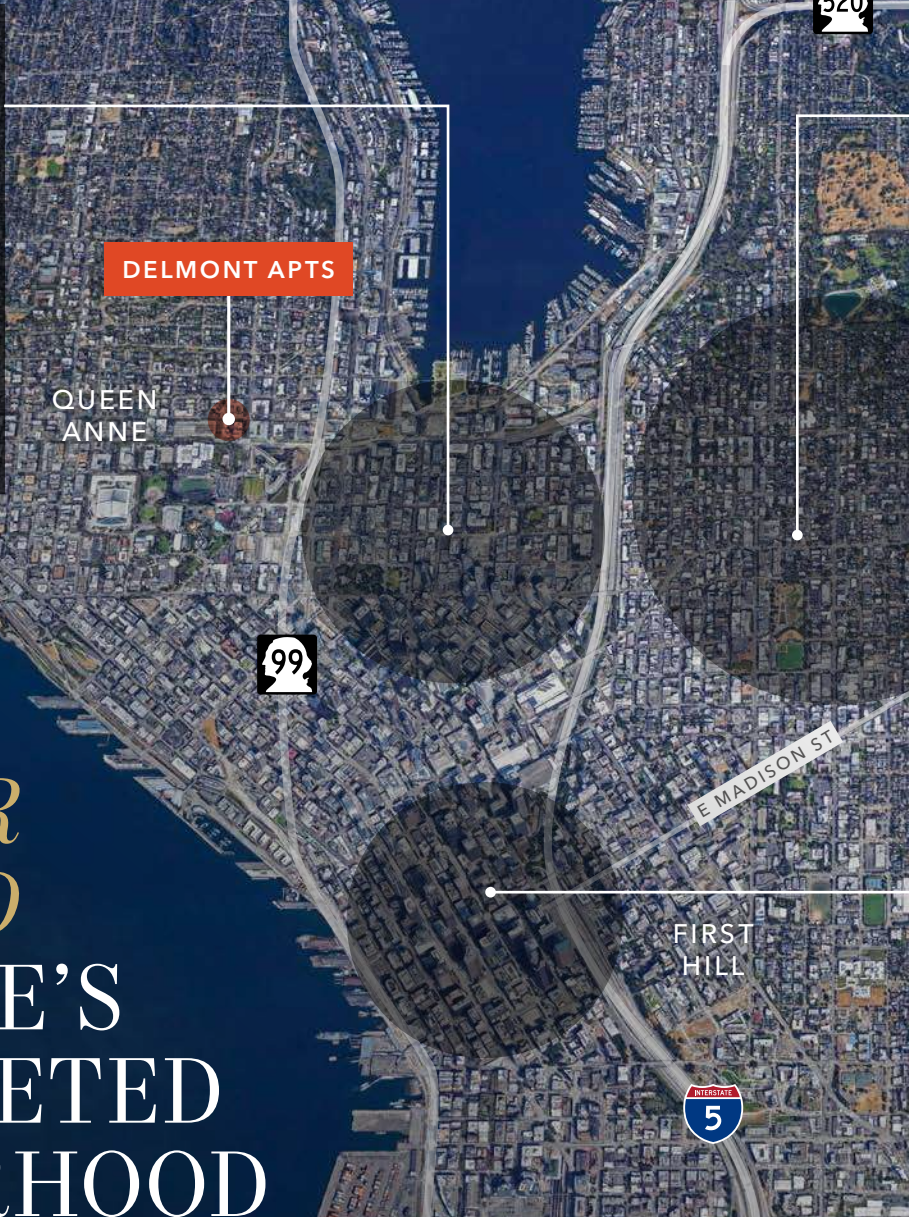
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**amazon** 50,000 JOBS World HQ

Bristol Myers Squibb | BILL & MELINDA GATES foundation | Seattle Cancer Care Alliance

PATH | nbbj | AMGEN

Fred Hutch Cancer Center | Meta | Google



**CAPITOL HILL**

- Dick's
- VICTROLA
- Walgreens
- Starbucks
- QFC
- MATTRESS FIRM
- Kaiser Permanente
- Whole Foods
- CHASE
- SALT & STRAW
- NUE
- SAFeway
- Lost Lake
- RITE AID
- FOX & HEN

*33 UNITS  
PRIME FOR  
VALUE-ADD*  
IN SEATTLE'S  
MOST COVETED  
NEIGHBORHOOD

**SEATTLE CBD**

- 300K+ JOBS
- 6 MIN DRIVE

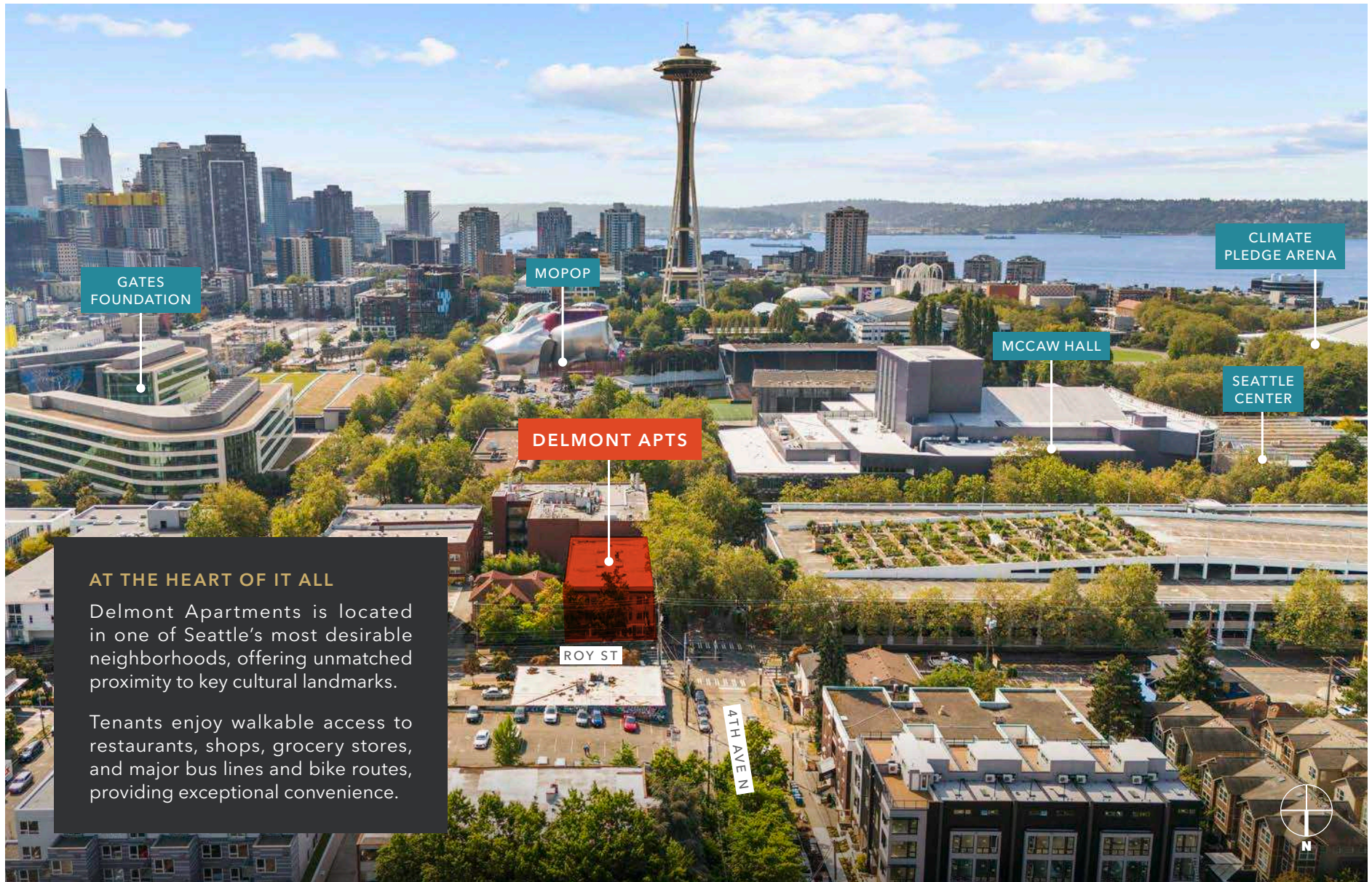
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Apple | REDFIN

NORDSTROM

docusign | Starbucks | Zillow

## PROPERTY OVERVIEW

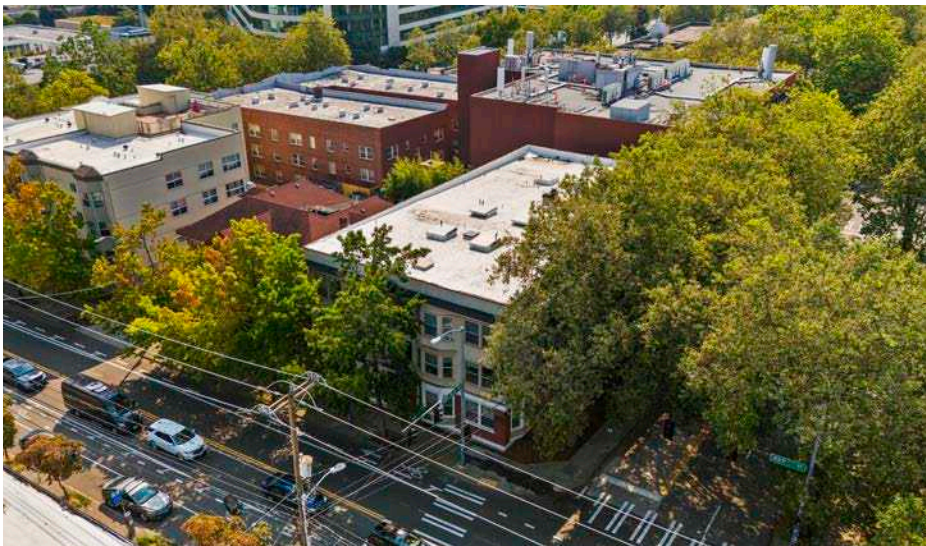


### AT THE HEART OF IT ALL

Delmont Apartments is located in one of Seattle's most desirable neighborhoods, offering unmatched proximity to key cultural landmarks.

Tenants enjoy walkable access to restaurants, shops, grocery stores, and major bus lines and bike routes, providing exceptional convenience.

# EXTERIOR





# INTERIOR



# RESIDENTIAL UNIT MIX

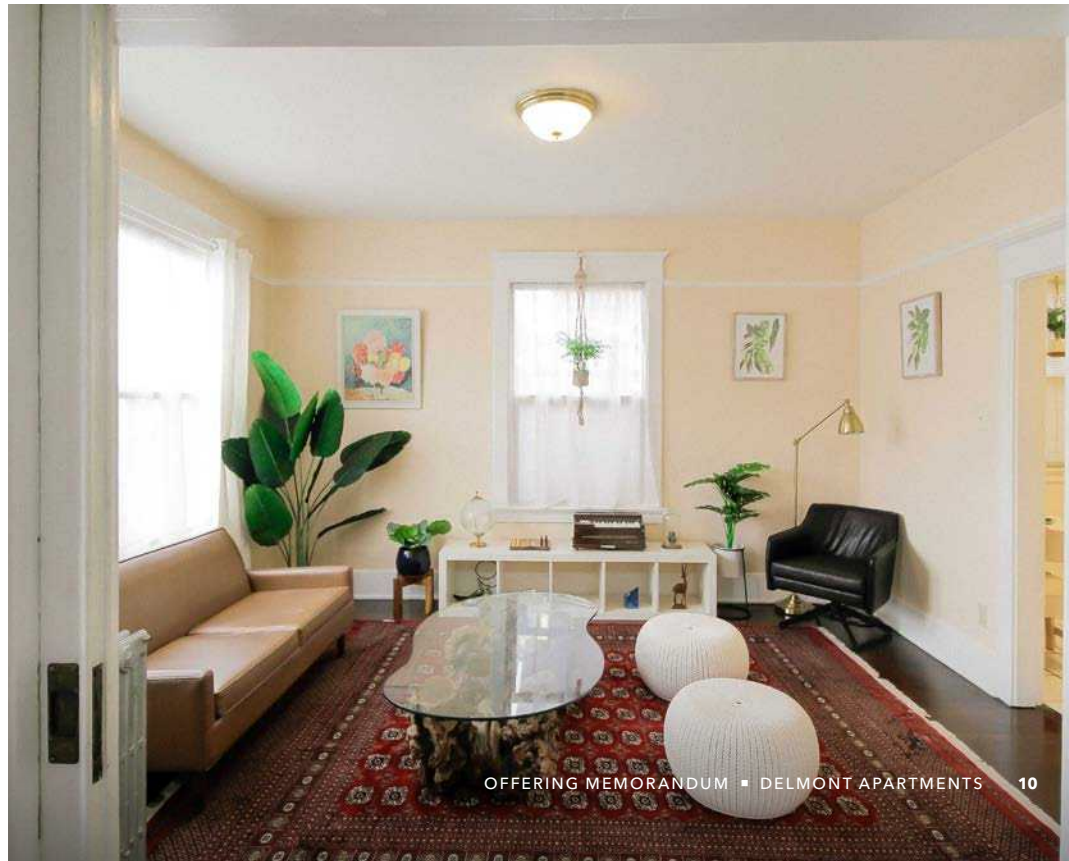
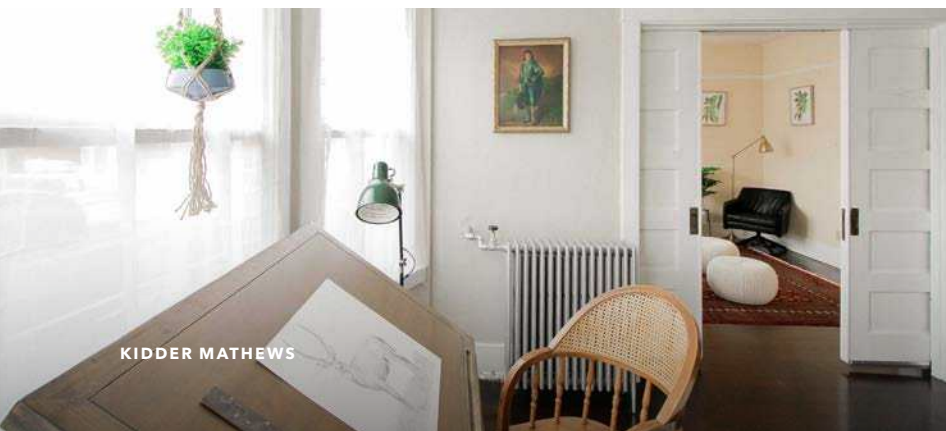
## RESIDENTIAL UNIT SUMMARY

## IN-PLACE

## MARKET RENT

## RENOVATED RENT

Type	Units	Avg SF	Total SF	Rent	Rent/SF	Annual Rent	Rent	Rent/SF	Annual Rent	Rent	Rent/SF	Annual Rent
Studio	18	544	9,800	\$1,380	\$2.53	\$298,080	\$1,475	\$2.71	\$318,600	\$1,725	\$3.17	\$372,600
1x1	15	663	9,950	\$1,759	\$2.65	\$316,543	\$1,850	\$2.79	\$333,000	\$2,100	\$3.17	\$378,000
<b>Total/Avg</b>	<b>33</b>	<b>598</b>	<b>19,750</b>	<b>\$1,552</b>	<b>\$2.59</b>	<b>\$614,623</b>	<b>\$1,645</b>	<b>\$2.75</b>	<b>\$651,600</b>	<b>\$1,895</b>	<b>\$3.17</b>	<b>\$750,600</b>



# FINANCIAL PERFORMANCE

	STABILIZED CURRENT RENT ROLL & MARKET EXPENSES		RENOVATED OPERATIONS	
<i>Income</i>	CURRENT INCOME		RENOVATED MARKET INCOME	
Gross Potential Rent	621,660	2.62/SF/Mo	750,600	3.17/SF/Mo
Vacancy	(24,866)	4.0%	(30,024)	4.0%
Bad Debt	(6,217)	1.0%	(7,506)	1.0%
<b>Net Rental Income</b>	<b>590,577</b>		<b>713,070</b>	
Utility Fees	24,525	62/U/Mo	30,716	78/U/Mo
Laundry	5,307	161/U	5,307	161/U
Pet	5,798	175/U	5,798	175/U
Misc	4,966	150/U	9,900	300/U
<b>Effective Gross Income</b>	<b>631,172</b>		<b>764,791</b>	
<i>Expense</i>	MARKET EXPENSES		MARKET EXPENSES	
Taxes	72,684	2,203/U	72,684	2,203/U
Insurance	10,648	323/U	10,648	323/U
Utilities	38,395	1,163/U	38,395	1,163/U
R&M	39,600	1,200/U	39,600	1,200/U
Turnover	11,550	350/U	11,550	350/U
Management	25,247	4% of EGI	30,592	4% of EGI
Payroll	39,600	1,200/U	39,600	1,200/U
Marketing	4,950	150/U	4,950	150/U
Administration	4,950	150/U	4,950	150/U
<b>Total Expenses</b>	<b>247,624</b>	<b>39% of EGI</b>	<b>252,969</b>	<b>33% of EGI</b>
Expenses/U		7,503/U		7,666/U
Expenses/SF		13/SF		13/SF
<b>Net Operating Income</b>	<b>383,548</b>	<b>11,623/U</b>	<b>511,822</b>	<b>15,510/U</b>

## UNDERWRITING SCENARIOS

### Stabilized Current Rent Roll & Market Expenses

In this scenario we annualized all current leases at the property, vacant units are assumed to be filled at market rents. Vacancy and Bad Debt assumptions are based on market averages for the Queen Anne area. Other income assumptions are based on trailing operations. Expense assumptions are based on trailing operations for non-controllable expenses (utilities, insurance, 2024 property tax assessment), and controllable expenses are based on operations at properties of comparable size and vintage.

### Renovated Operations

In this scenario, rent is based on assuming that all units at each property are renovated to a specification similar to renovated units indicated in our rent comparable study. Other income assumptions are based on trailing operations & operations at properties of comparable size and vintage. Expense assumptions are based on trailing operations for non-controllable expenses (utilities, insurance, 2024 property tax assessment), and controllable expenses are based on operations at properties of comparable size and vintage.



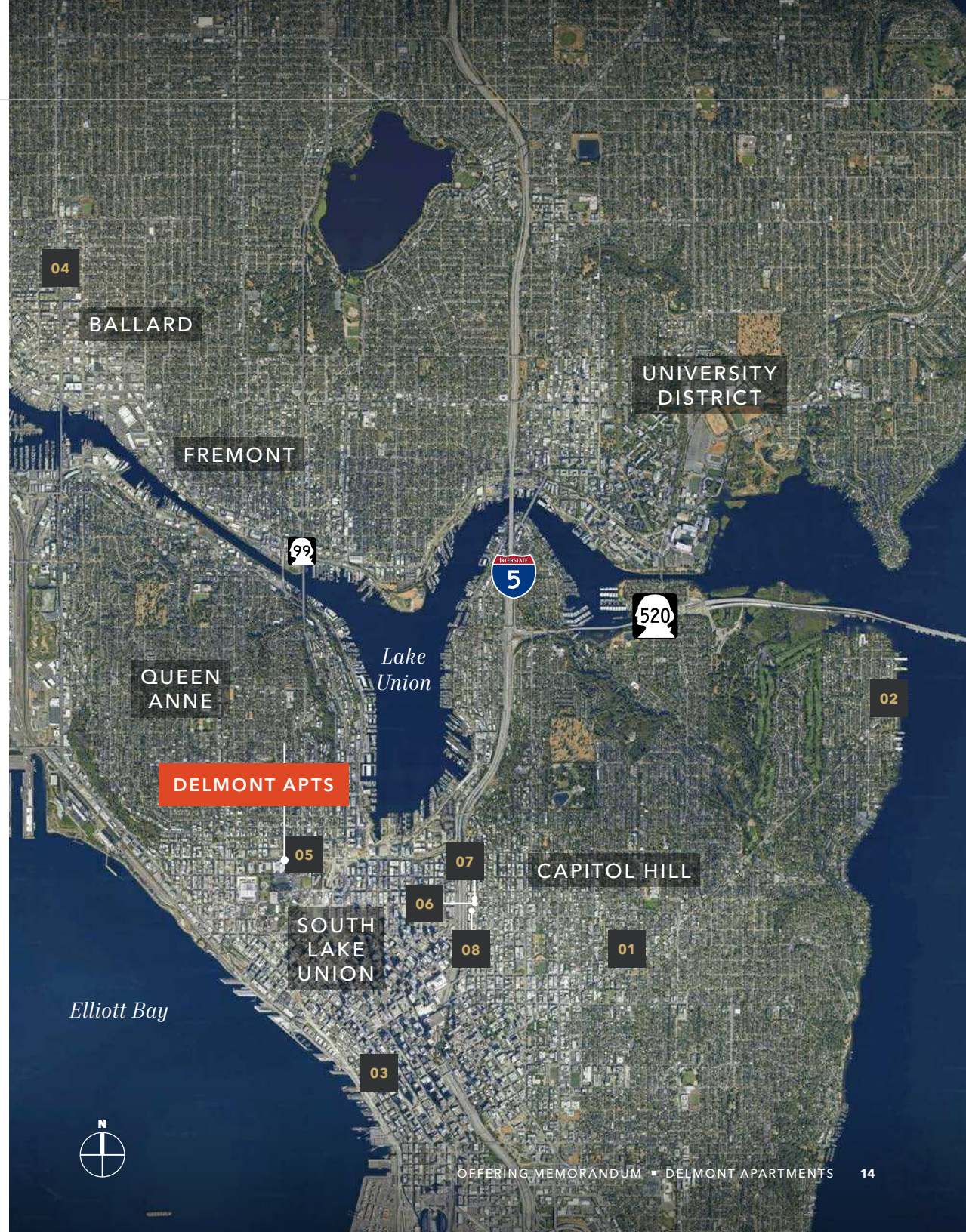
COMPARABLES

# SALE COMPARABLES

	Property Name	Neighborhood	Year Built	Units	Retail SF	Residential SF	Avg. Unit SF	Sale Date	Price	Price Per Unit	Price Per SF	Cap Rate
01	<b>DE LUXE</b> 1732 18th Ave, Seattle	Capitol Hill	1911	15	0	10,380	692	8/26/2024	\$3,300,000	\$220,000	\$318	4.5%
02	<b>LAKE COURT</b> 2012 43rd Ave E, Seattle	Madison Park	1922	63	0	41,740	663	8/19/2024	\$15,500,000	\$246,032	\$371	-
03	<b>MARKETSIDE FLATS</b> 84 Union Street, Seattle	Pike Place	1915	27	6,299	16,578	614	7/10/2024	\$10,200,000	\$377,778	\$446	-
04	<b>VILLA LUISA</b> 5909 15th Ave NW, Seattle	Ballard	1927	17	4,653	9,354	550	5/17/2024	\$4,485,600	\$263,859	\$320	6.4%
05	<b>AUDITORIUM APTS</b> 605 5th Ave N, Seattle	Queen Anne	1926	51	0	28,960	568	4/22/2024	\$12,612,500	\$247,304	\$436	5.6%
06	<b>NEW CAROLL</b> 305 Bellevue Ave E, Seattle	Capitol Hill	1909	33	0	28,545	865	2/23/2024	\$10,241,379	\$310,345	\$359	-
07	<b>CAPITOL HILL PARK</b> 311 Bellevue Ave E, Seattle	Capitol Hill	1909	25	0	21,625	865	2/23/2024	\$7,758,621	\$310,345	\$359	-
08	<b>THOMAS EAST</b> 317 E Thomas St, Seattle	Capitol Hill	1910	8	0	7,000	875	2/15/2024	\$2,400,000	\$300,000	\$343	5.3%
	<b>Averages</b>		<b>1916</b>	<b>30</b>			<b>711</b>			<b>\$284,458</b>	<b>\$369</b>	<b>5.5%</b>

# SALE COMPARABLES

#	Property Name
01	<b>DE LUXE</b> 1732 18th Ave, Seattle
02	<b>LAKE COURT</b> 2012 43rd Ave E, Seattle
03	<b>MARKETSIDE FLATS</b> 84 Union Street, Seattle
04	<b>VILLA LUISA</b> 5909 15th Ave NW, Seattle
05	<b>AUDITORIUM APTS</b> 605 5th Ave N, Seattle
06	<b>NEW CAROLL</b> 305 Bellevue Ave E, Seattle
07	<b>CAPITOL HILL PARK</b> 311 Bellevue Ave E, Seattle
08	<b>THOMAS EAST</b> 317 E Thomas St, Seattle

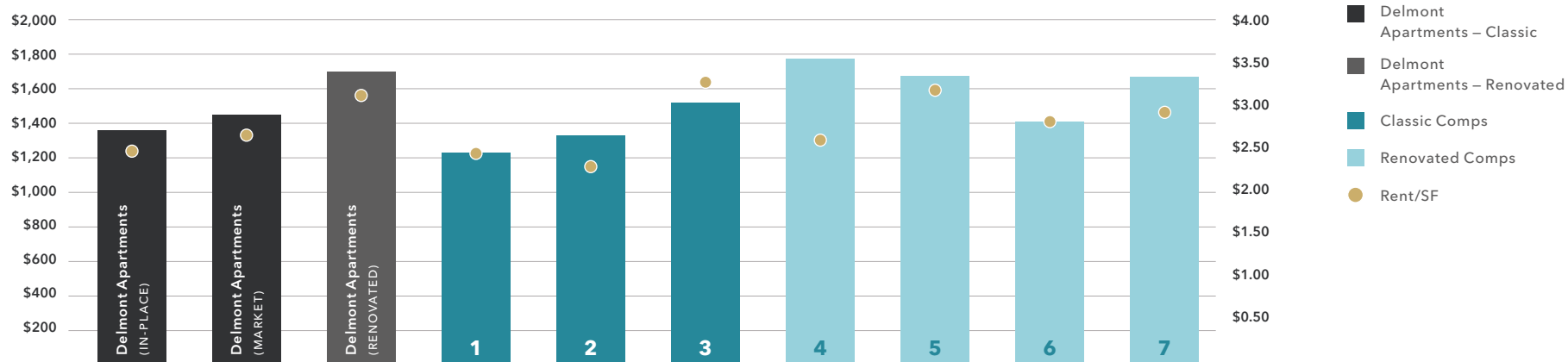


# RENT COMPARABLES

Queen Anne / Studio

Property	Address	Neighborhood	Year	Avg Unit SF	Rent	\$/SF
<b>SP</b> Delmont Apartments (In-Place)	403 E Roy Street	Queen Anne	1910	544	\$1,380	\$2.54
<b>SP</b> Delmont Apartments (Market)	403 E Roy Street	Queen Anne	1910	544	\$1,475	\$2.71
<b>SP</b> Delmont Apartments (Renovated)	403 E Roy Street	Queen Anne	1910	544	\$1,725	\$3.17
<b>01</b> Montanita Apartments	1012 Queen Anne Ave N	Queen Anne	1913	500	\$1,250	\$2.50
<b>02</b> Marianne	633 4th Ave W	Queen Anne	1930	575	\$1,350	\$2.35
<b>03</b> Gordon	527 1st Ave N	Queen Anne	1929	463	\$1,545	\$3.34
<b>04</b> The Q Apartments	1321 Queen Anne Ave N	Queen Anne	1950	680	\$1,800	\$2.65
<b>05</b> Skyline House	600 W Olympic Pl	Queen Anne	1956	525	\$1,699	\$3.24
<b>06</b> 1413 Queen Anne Ave N	1413 Queen Anne Ave N	Queen Anne	1907	500	\$1,435	\$2.87
<b>07</b> Hamrick and Halmark	705 2nd Ave W	Queen Anne	1946	575	\$1,695	\$2.95
<b>Averages</b>			<b>1933</b>	<b>545</b>	<b>\$1,539</b>	<b>\$2.84</b>

## RENT VS RENT/SF

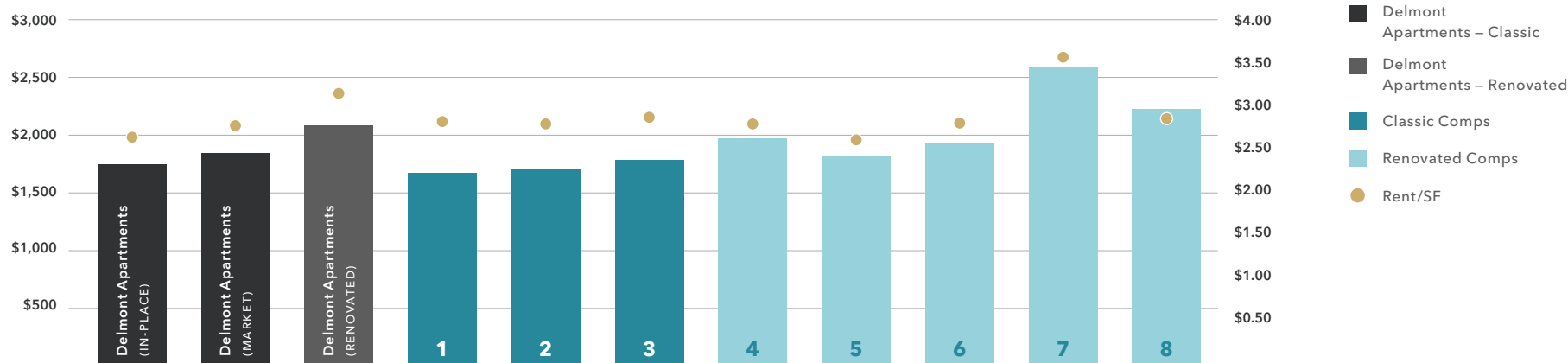


# RENT COMPARABLES

Queen Anne / 1x1

Property	Address	Neighborhood	Year	Avg Unit SF	Rent	\$/SF
<b>SP</b> Delmont Apartments (In-Place)	403 E Roy Street	Queen Anne	1910	663	\$1,759	\$2.66
<b>SP</b> Delmont Apartments (Market)	403 E Roy Street	Queen Anne	1910	663	\$1,850	\$2.80
<b>SP</b> Delmont Apartments (Renovated)	403 E Roy Street	Queen Anne	1910	663	\$2,100	\$3.18
<b>01</b> Tiki	1015 Queen Anne Ave N	Queen Anne	1962	585	\$1,670	\$2.85
<b>02</b> The Lola Apartments	326 W Mercer St	Queen Anne	1929	600	\$1,695	\$2.83
<b>03</b> Galleon	1221 Taylor Ave N	Queen Anne	1967	620	\$1,795	\$2.90
<b>04</b> Skyline House	600 W Olympic Pl	Queen Anne	1956	700	\$1,985	\$2.84
<b>05</b> The Park	1205 Queen Anne Ave N	Queen Anne	1948	690	\$1,825	\$2.64
<b>06</b> Top of the Fifth	1401 5th Ave N	Queen Anne	1963	690	\$1,950	\$2.83
<b>07</b> Saxonia	303 W Olympic Place	Queen Anne	1927	725	\$2,613	\$3.61
<b>08</b> Hamrick and Halmark	705 2nd Ave W	Queen Anne	1946	780	\$2,245	\$2.88
<b>Averages</b>			<b>1950</b>	<b>674</b>	<b>\$1,972</b>	<b>\$2.92</b>

## RENT VS RENT/SF







LOCATION  
OVERVIEW

# QUEEN ANNE

*Queen Anne is one of Seattle's most desirable neighborhoods, located just minutes away from Seattle's downtown core, offering unparalleled access to the city's premier amenities, entertainment, and major employers.*

Situated at the heart of Seattle, the Queen Anne neighborhood stands as a vibrant and prestigious community, seamlessly blending historical charm with modern urban living. With landmarks such as the Seattle Center, Climate Pledge Arena, and Kerry Park, Queen Anne emerges as a cultural and entertainment hub, attracting both locals and visitors alike.

Just five minutes north of downtown, Queen Anne provides convenient access to Seattle's bustling downtown core and the major employers in South Lake Union, all supported by excellent public transportation options. The neighborhood offers a superlative quality of life, highlighted by outstanding schools, abundant recreational amenities, and breathtaking panoramic views of the Seattle skyline. Residents enjoy easy access to a myriad of upscale dining, shopping, and entertainment options, making Queen Anne a highly sought-after place to live.

The recent \$1.2 billion renovation of Climate Pledge Arena has greatly enhanced the neighborhood, attracting major events and boosting local businesses. As a state-of-the-art venue for sports, concerts, and other large-scale events, it has revitalized the area around the Seattle Center, drawing more visitors and stimulating economic growth.



# LOCATION OVERVIEW



# EXCEPTIONAL PROXIMITY TO MAJOR EMPLOYERS & AMENITIES

LOCATION OVERVIEW

# EXCELLENT ACCESS TO THE REGION'S TOP JOB CENTERS

*\$142B Light Rail Expansion by 2046*

<b>ACCESS TO SEATTLE</b>	<b>5 MIN DRIVE</b>
Current Office Space	108.1M SF
Office Space Under Dev.	3.0M SF
<b>ACCESS TO BELLEVUE</b>	<b>20 MIN DRIVE</b>
Current Office Space	30.9M SF
Office Space Under Dev.	2.8M SF
<b>ACCESS TO REDMOND</b>	<b>25 MIN DRIVE</b>
Current Office Space	17.1M SF
Office Space Under Dev.	3.0M SF
<b>ACCESS TO SOUTH END</b>	<b>25 MIN DRIVE</b>
Current Office Space / Industrial	16.6M SF
Industrial Space Under Dev.	674K SF

Source: CoStar, US Census Bureau



LOCATION OVERVIEW

# MAJOR EMPLOYERS

## Seattle

**108,690,376** **511,688**

TOTAL OFFICE SF

TOTAL EMPLOYEES

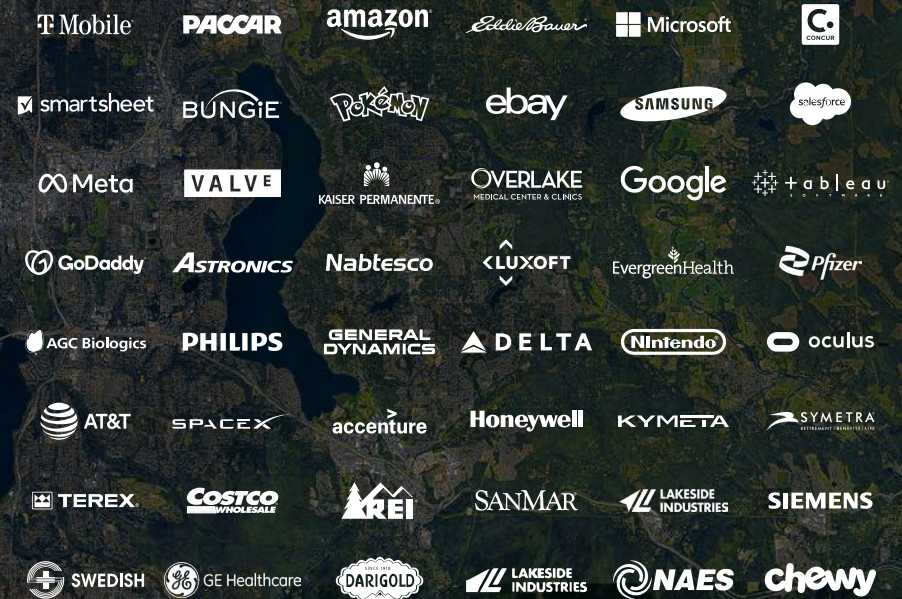


## Eastside

**77,834,835** **259,322**

TOTAL OFFICE SF

TOTAL EMPLOYEES



## Kent Valley

**114,094,059** **279,560**

TOTAL INDUSTRIAL SF

TOTAL EMPLOYEES



# HEADQUARTERED IN THE PUGET SOUND



**\$575B**

2023 REVENUE

**1.5M+**

EMPLOYEES

**87K**

WA EMPLOYEES

Amazon, ranked #2 on the Fortune 500 list, has a market capitalization of \$1.61 trillion. The company has invested over \$225.6B in Washington State, contributing \$205B to the state's GDP. Amazon employs over 87,000 people directly in Washington and supports more than 487,200 indirect jobs. Its footprint in the state consists of 54 buildings with a total of 12M square feet of office space.



**\$212B**

2023 REVENUE

**221K**

EMPLOYEES

**58.4K**

WA EMPLOYEES

Ranked #13 on the Fortune 500, Microsoft is a global leader in technology and boasts a \$2.96 trillion market cap. Microsoft is expanding its Redmond World HQ with a multi-billion-dollar project, adding 17 buildings and 6.7M SF of renovated space by 2025. Microsoft's influence in the region is highlighted by its more than 58,400 employees in Washington and its status as the 2024 World's Most Valuable Company.



**\$78.5B**

2023 REVENUE

**67K**

EMPLOYEES

**7.6K**

WA EMPLOYEES

T-Mobile recently completed a \$160M renovation of its Bellevue headquarters. The company employs around 7,600 people in Washington and occupies 1.5M SF of real estate in the Puget Sound region. This includes its national technology lab and Tech Experience 5G Hub, demonstrating its dedication to innovation in the telecommunications industry.



**\$29.4B**

2023 REVENUE

**381K**

EMPLOYEES

**10.7K**

WA EMPLOYEES

Starbucks is the leading roaster and retailer of specialty coffee worldwide, with over 38,000 stores globally. Headquartered in Seattle, it employs 10,700 people in Washington State and occupies over 1M SF of office space, driving economic growth and development in Seattle.

# HEADQUARTERED IN THE PUGET SOUND

**expedia group™**

**\$12.8B**

2023 REVENUE

**17.1K**

EMPLOYEES

**4.8K**

WA EMPLOYEES

Expedia Group ranks among the world's largest online travel companies, with major consumer brands including Expedia, Hotels.com, and VRBO. In 2021, the company opened a new \$900M headquarters in Seattle's Interbay neighborhood, which spans 1.38M SF across a 40-acre campus. The facility is designed to accommodate up to 6,500 employees, underscoring Expedia's commitment to the Puget Sound region.

(Image Source: ZGF)

**COSTCO  
WHOLESALE**

**\$242B**

2023 REVENUE

**316K+**

EMPLOYEES

**21K**

WA EMPLOYEES

Ranked #12 on the Fortune 500, Costco's global HQ is in Issaquah. In 2023, it opened a nine-story, 625K SF office building. With 876+ locations worldwide, serving 132M cardholders, Costco employs around 21,000 in WA. Known for community engagement, it ranks 6th among the state's top corporate philanthropists.

**NORDSTROM**

**\$14.5B**

2023 REVENUE

**60K+**

EMPLOYEES

**6.6K**

WA EMPLOYEES

Nordstrom, a luxury department store chain founded in Seattle, operates 99 stores in the U.S. and 260 Nordstrom Rack locations. In 2023, the company opened 19 new Nordstrom Rack stores and plans to continue its expansion with 22 more in 2024 and four in 2025. Nordstrom is known for its strong corporate philanthropy in the Puget Sound area, donating over \$3M to Washington State in 2022.

**Alaska®**

**\$10.4B**

2023 REVENUE

**26K+**

EMPLOYEES

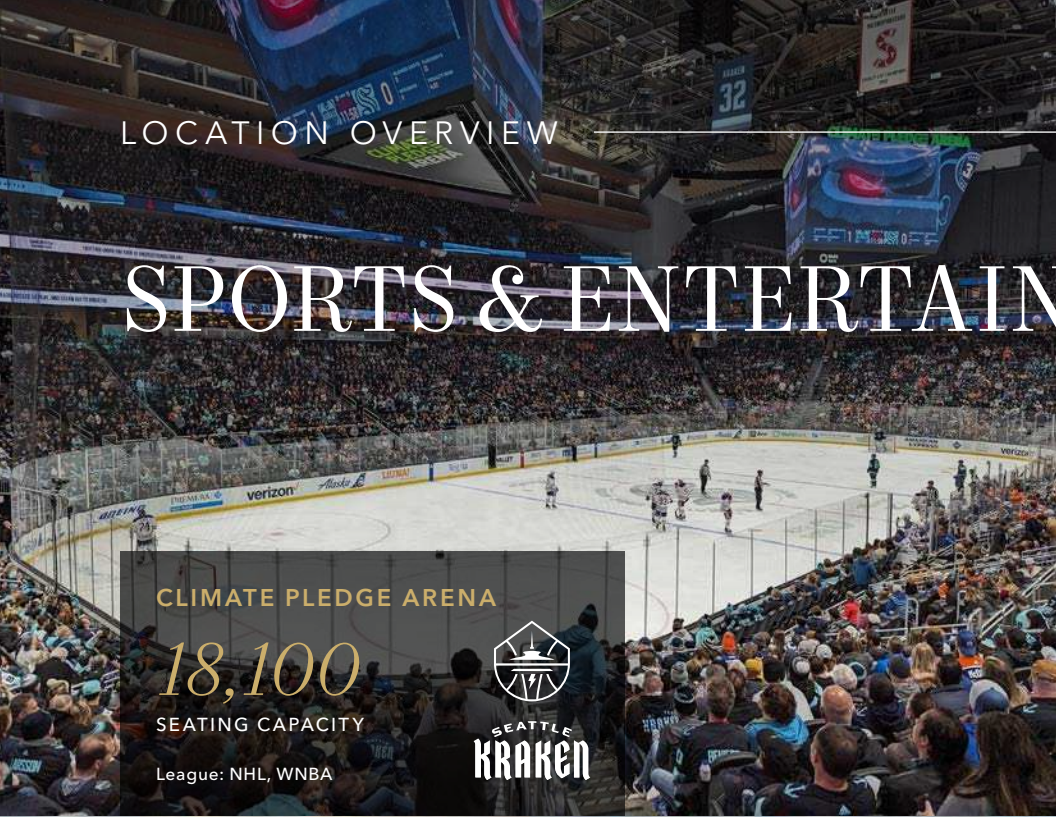
**10.8K**

WA EMPLOYEES

Alaska Airlines is one of the largest airline carriers in the United States, serving a broad network of destinations across North America and beyond. The recent opening of "The Hub 2020" office facility at SeaTac enhances its regional operations. Alaska Airlines announced its plan to acquire Hawaiian Airlines for \$1.9B in December 2023, aiming to integrate the airlines' operations & loyalty programs.

LOCATION OVERVIEW

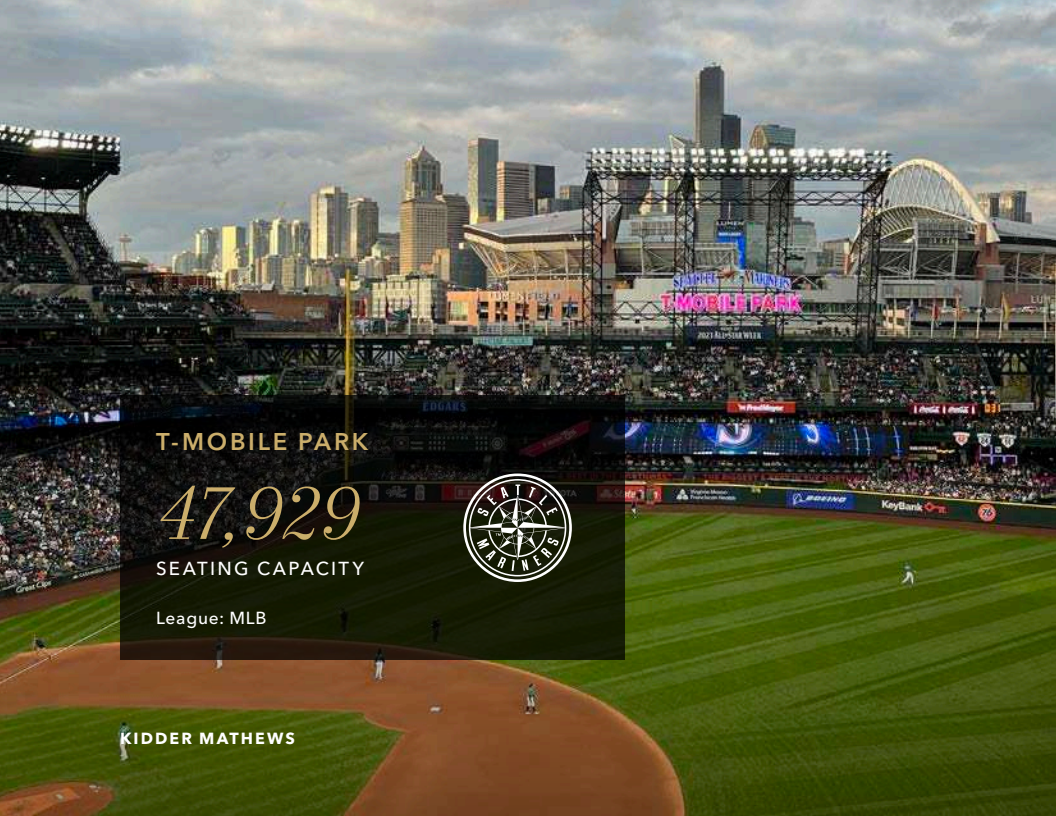
# SPORTS & ENTERTAINMENT



**CLIMATE PLEDGE ARENA**  
*18,100*  
SEATING CAPACITY  
League: NHL, WNBA



**LUMEN FIELD**  
*68,740*  
SEATING CAPACITY  
League: NFL, MLS



**T-MOBILE PARK**  
*47,929*  
SEATING CAPACITY  
League: MLB



**HUSKY STADIUM**  
*70,138*  
SEATING CAPACITY  
League: NCAA | Big Ten Conference





# INSTITUTIONS OF HIGHER EDUCATION

Sources: U.S. News & World Report, U.S. Census, WalletHub, WealthManagement.com

**#3**  
IN HIGHER EDUCATION RANKINGS IN U.S.

**#1**  
MOST EDUCATED BIG CITY IN THE U.S.

**#1**  
METRO IN THE U.S. FOR STEM PROFESSIONALS

**37%**  
WITH A BACHELOR'S OR HIGHER IN WA

**68%**  
OF SEATTLE RESIDENTS AGED 25+ WITH A DEGREE

**#1**  
MOST FUTURE-READY CITY IN THE COUNTRY

**W**  
UNIVERSITY of WASHINGTON



**MOST INNOVATIVE**  
Among U.S. Public Universities, Reuters



**FED. RESEARCH FUNDING**  
Among U.S. Public Universities



**U.S. PUBLIC INSTITUTIONS**  
U.S. News & World Report, 2023



**GLOBAL UNIVERSITY RANKING**  
U.S. News & World Report, 2024

60,690+ student body

Best in the nation programs, with 41 programs placed in the top 10

75% of students call Washington home after graduation, most staying in Seattle

\$1.87 billion in research awards

UW Medical Center ranked #1 hospital in WA for 12 years running

Supports or sustains 100,520 jobs – 1 out of every 37 jobs in the state, with an annual economic impact of \$15.7B

GLOBAL INNOVATION EXCHANGE  
UNIVERSITY of WASHINGTON



Global Innovation Exchange (GIX), located in Bellevue, is a graduate-level institute for interdisciplinary engineering, business, and design. Founded by the UW, Tsinghua University (China's leading university), and Microsoft, GIX brings together top faculty and learners worldwide to work closely with industry, non-profit, and government partners.

## PUGET SOUND REGION UNIVERSITIES

**SEATTLEU**

7,172 Students

**SEATTLE PACIFIC**

2,662 Students

**PIU** PACIFIC LUTHERAN UNIVERSITY

2,600 Students

**UNIVERSITY of PUGET SOUND**

2,100 Students

**B BELLEVUE COLLEGE**

19,134 Students

**Northwest UNIVERSITY**

723 Students

**DigiPen INSTITUTE OF TECHNOLOGY**

1,288 Students

**BASTYR UNIVERSITY**

742 Students

# LIFE SCIENCES & HEALTHCARE

*Seattle Ranked #9 Largest Life Science Ecosystem in the U.S.*

The Seattle area ranked third for life sciences employment growth, which increased 25% from 2019 to 2022. R&D employment in the region increased even more rapidly, at 39.3%.

## LEADING LIFE SCIENCE COMPANIES IN SEATTLE

### Biotech & Pharmaceutical



### Medical Research & Innovation



### Healthcare Providers



### Nonprofit & Philanthropic



### LIFE SCIENCES

1,100+ life science organizations

46,540+ individuals employed directly in life science jobs

112,810+ jobs supported by WA life science industry

\$39 billion total economic impact

\$22 billion added to WA's GDP

\$49 billion record high WA life science M&A activity in 2023

### HEALTHCARE

1,365+ healthcare organizations

218,515+ individuals employed directly in healthcare jobs

\$46 billion total revenues

LOCATION OVERVIEW

**SEA** Seattle-Tacoma International Airport

**THE NORTHWEST SEAPORT ALLIANCE**  
SEATTLE + TACOMA

<b>151K+</b> JOBS GENERATED	<b>\$3.6B+</b> DIRECT EARNINGS	<b>50.8M</b> PASSENGERS IN 2023
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<b>\$12.4B+</b> IN BUSINESS OUTPUT	<b>58.4K</b> JOBS GENERATED	<b>\$4B+</b> IN LABOUR INCOME
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*SeaTac Airport has a 4-star skytrax airport rating and designation as the best airport in North America, connecting directly to Seattle via Light Rail in 35 minutes.*

*The Northwest Seaport Alliance is a marine cargo operating partnership of the Ports of Seattle and Tacoma in the Puget Sound. It is the third largest cargo port in the United States.*

35 total airlines connecting to 93 non-stop domestic and 30 international destinations	\$442M+ state/local taxes
More than 87,300 direct jobs	50.8 MM passengers in 2023, 10% up from 2022
\$3.6B+ direct earnings	2024 cargo on track for four-year high (up 6.5% YTD)

20,100 of direct jobs	180 global trading partners (2022)
Over \$70 BB of waterborne trade	1.9x job multiplier
\$4B+ labor income	Full international exports up 4.9% for 2023
\$136M+ state and local taxes	

*Exclusively listed by*

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