

# West Dravus Townhomes

EXCLUSIVE OFFERING  
MEMORANDUM

SEATTLE, WA



PRESENTED BY

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# West Dravus Townhomes

**SEATTLE, WASHINGTON**

Four (4) parcels totaling 18,456 sf zoned LR3(M) that can accommodate approximately 16 townhomes (buyer to verify).

**EXCLUSIVE OFFERING MEMORANDUM**

 **Land Advisors<sup>®</sup>**  
ORGANIZATION



Land Advisors is a nationwide team of respected, connected, and talented land and existing asset professionals that provide advisory and brokerage services to clients who need a rock-solid, data driven roadmap for acquiring, selling, financing, or developing land and land-related assets.



## **MATHIS JESSEN**

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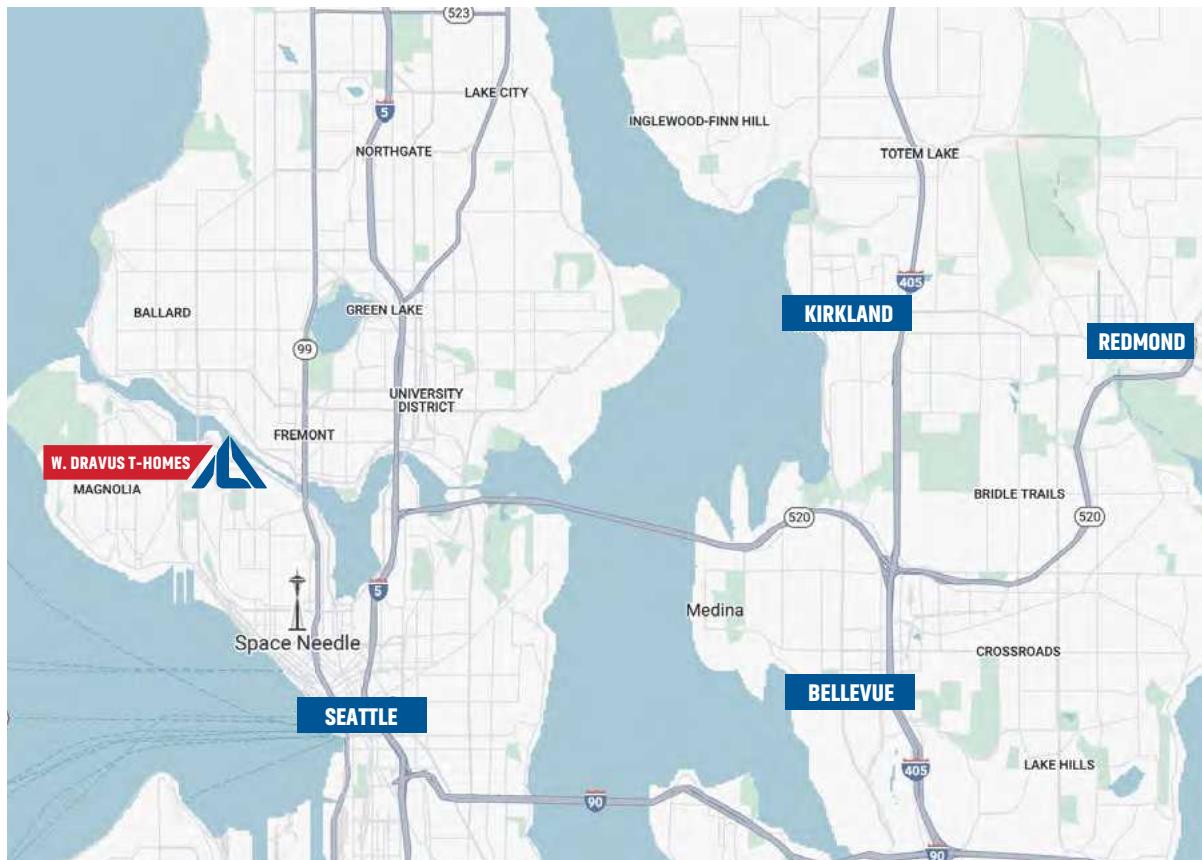
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34, 36, and 42 W Dravus St & parcel 1972205030 | Seattle, WA 98119



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## Property Overview

Located in the highly desirable Queen Anne neighborhood, this exceptional four-parcel assemblage presents a rare development opportunity in one of Seattle's most sought-after residential areas. Spanning 18,456 square feet and zoned LR3(M), this site offers the potential to accommodate approximately 16 townhomes (buyer to verify), making it an ideal investment for developers looking to capitalize on Seattle's strong housing demand.

With relatively flat topography from W. Dravus Street and convenient alley access, the site offers both design flexibility and ease of construction. Strategically positioned just minutes from downtown Seattle and adjacent to Seattle Pacific University, future residents will enjoy seamless connectivity to the city's core while also benefiting from the vibrant, walkable communities of Fremont and Queen Anne—renowned for their eclectic mix of dining, shopping, and cultural attractions.

This is a prime opportunity to bring a visionary project to life in a thriving, high-demand market.



Property boundaries and buffers are approximate and for demonstration purposes only.



## Property Details

|                           |   |
|---------------------------|---|
| <b>PROPERTY NAME</b>      | West Dravus Townhomes   |
| <b>PROPERTY ADDRESS</b>   | 34, 36, 42 W. Dravus St. & parcel 1972205030<br>Seattle, WA 98119     |
| <b>PARCEL NUMBERS</b>     | 1972205025 (34), 1972205015 (36),<br>1972205010 (42), 1972205030 (XX) |
| <b>PURCHASE PRICE</b>     | \$4,956,000   |
| <b>PURCHASE TYPE</b>      | Cash out  |
| <b>SELLER INFORMATION</b> | Undisclosed   |
| <b>ACREAGE</b>            | 0.42 acres   18,456 SF  |
| <b>ZONING</b>             | LR3(M)  |
| <b>LOT/UNIT COUNT</b>     | Potential for approximately 16 townhomes                              |
| <b>ENTITLEMENT STATUS</b> | Zoning  |
| <b>SITE CONDITION</b>     | Existing single-family homes  |

Property boundaries and buffers are approximate and for demonstration purposes only.



# Jurisdictions and Utilities

|                |                          |
|----------------|--------------------------|
| <b>CITY</b>    | Seattle                  |
| <b>COUNTY</b>  | King                     |
| <b>POWER</b>   | Seattle City Light       |
| <b>SEWER</b>   | Seattle Public Utilities |
| <b>WATER</b>   | Seattle Public Utilities |
| <b>GAS</b>     | Puget Sound Energy       |
| <b>FIRE</b>    | Seattle Fire Department  |
| <b>SCHOOLS</b> | Seattle School District  |



Property boundaries and buffers are approximate and for demonstration purposes only.

# Birds Eye View of Property



# Site Plan Overlay



# Site Plan Renderings



Conceptual rendering. For illustration purposes only.

# Area Amenities



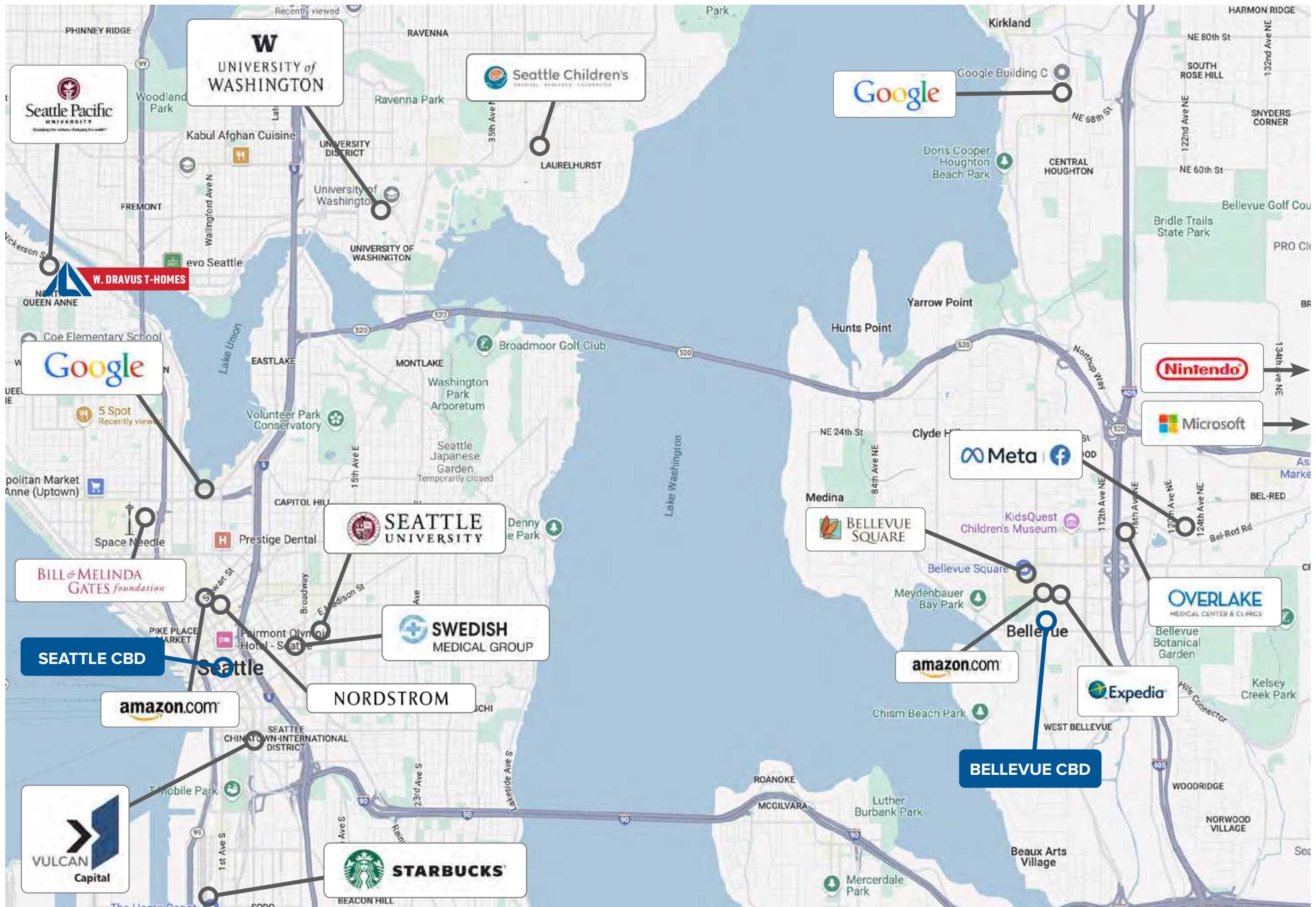
|                               |                     |                                 |
|-------------------------------|---------------------|---------------------------------|
| 1. Seattle Pacific University | 7. Ken's Market     | 13. 5 Spot                      |
| 2. Queen Anne Bowl Playfield  | 8. PCC Market       | 14. How to Cook a Wolf          |
| 3. David Rodgers Park         | 9. 206 Burger Co.   | 15. Coe Elementary School       |
| 4. West Ewing Mini Park       | 10. Two Kick Coffee | 16. McClure Middle School       |
| 5. Safeway                    | 11. Byen Bakeri     | 17. Lincoln High School         |
| 6. Trader Joe's               | 12. Kerry Park      | 18. Seattle Center/Space Needle |

- Dark Blue: Park/Attraction
- Teal: School
- Orange: Shopping/Dining

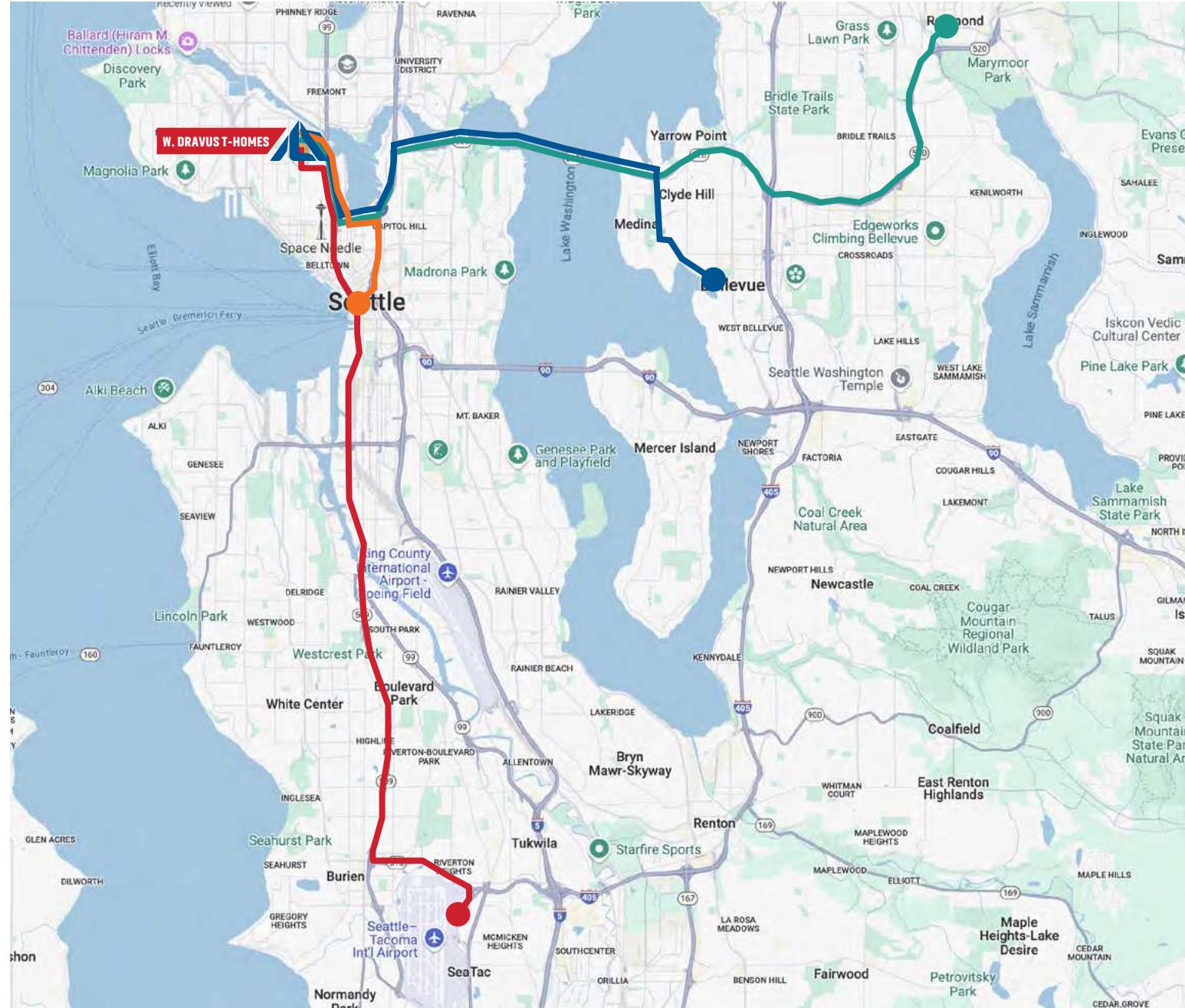
# Area Amenities



# Major Area Employers



# Drive Times



**DOWNTOWN SEATTLE**  
15 MINUTES



**DOWNTOWN BELLEVUE**  
25 MINUTES



**SEA-TAC INTERNATIONAL**  
25 MINUTES



**DOWNTOWN REDMOND**  
30 MINUTES



# Our Team

Located in Redmond, the Washington Division of Land Advisors Organization covers residential and mixed-use land activity throughout Washington State. We serve a client base inclusive of land developers, homebuilders, investors, trusted advisors, mixed-use land sellers and developers, and private estate owners. Our team of experienced, trusted advisors/brokers provides our clients with specialized land-focused market knowledge, marketing, and transaction management. Providing an expanded service offering that includes resort and hospitality experience, a capital advisory group, deep market insight and research, and cutting-edge technology, we measure our success by the satisfaction of those we do business with—one transaction at a time.



## SCOTT CAMERON

### CO-FOUNDING PRINCIPAL

[scameron@landadvisorsnw.com](mailto:scameron@landadvisorsnw.com)

As a Co-Founding Principal of Land Advisors Organization-Washington Division, Scott leverages his twenty-five years of experience in the real estate industry as a trusted advisor and broker to a wide array of valued clients including publicly traded

and private homebuilders, developers, investors, financial private parties and master planned community & resort developers.

Scott began his career with East West Partners where he served as a sales consultant and marketing director for master planned community sales. He then became a founding partner in The Lakemont Company, an East West Partners Company. Scott later co-founded Coldwell Banker Bain New Homes and was an executive with Bennett Homes before launching the Cameron Real Estate Group in 2003, which transitioned into the Cameron Land Group in partnership with Wes Falkenborg.

Scott is a licensed Washington real estate broker and earned his Bachelor's Degree in Business Administration from the University of Notre Dame. Scott is a member of the Master Builders Association of King and Snohomish Counties and an active supporter of several community non-profits.



## WES FALKENBORG

### CO-FOUNDING PRINCIPAL

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As a Co-Founding Principal of Land Advisors Organization-Washington Division, Wes provides a full range of professional sales and marketing services to landowners, developers, homebuilders, lenders, and investors for new single-family residential and multifamily land opportunities across the state of Washington. Drawing on extensive market knowledge, research expertise, and negotiating experience, Wes works hard to successfully guide his clients through the transaction process and has sold more than 3,000 lots/units over the last three years.

Prior to joining Land Advisors Organization, Wes was a partner and co-founder of the Cameron Land Group, a regional land brokerage team. Wes is a lifelong resident of the Pacific Northwest and earned his Bachelor's Degree from Washington State University.



# Our Team



## MATHIS JESSEN

### BROKER

[mjessen@landadvisorsnw.com](mailto:mjessen@landadvisorsnw.com)

Mathis has valuable experience in urban and suburban infill/redevelopment as well as rural development, recreation, resource and conservation land transactions. He has consistently built successful property assemblages by working closely with buyers and sellers to facilitate smooth transactions. His expansive knowledge of the local land market has been attained through years of analyzing and valuing hundreds of acres of land. As each property has its unique challenges and opportunities, Mathis works closely with his LAO team members and trusted advisors to best serve his clients.

A German native, Mathis earned his degree in Communications and Geography from the University of Washington. While studying at UW, Mathis won national championship titles and served as co-captain on the rowing team. Before joining Land Advisors Organization, he helped build a rowing club in New York and served as the assistant rowing coach at Boston University. Mathis' international and athletic background has taught him about teamwork, grit and problem solving which are key components of every successful land transaction he is involved in.



## ALEX CAMERON

### BROKER

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A Puget Sound native, Alex earned his undergrad in Finance from Georgia Southern University and Master of Science in Real Estate from the University of Washington. Prior to joining Land Advisors Organization WA, Alex served as a land acquisition manager for a local home builder. During his tenure, Alex managed all aspects of the acquisition process from sourcing and underwriting to management of entitlements. He looks to bring knowledge of the development process to aid clients in the valuation of land. He draws on extensive hands-on experience and financial analytics to guide intricate transactions into a smooth negotiation and, ultimately, desired outcomes.

A basketball and football enthusiast, Alex utilizes the skills he learned from his dual-sport collegiate career to help win deals. He views every transaction not as opponents competing for their own specific goals but rather as partners, vying for a team-oriented outcome.



## DOUG LORENZ

### BROKER

[dlorenz@landadvisorsnw.com](mailto:dlorenz@landadvisorsnw.com)

A lifelong resident of Washington state, Doug pursued his education at Montana State University, where he studied Business Management. With a passion for the land acquisition industry, Doug has been fortunate to be surrounded by inspiring individuals who have played a pivotal role in shaping his professional trajectory. Doug's experiences have not only grounded him in the Pacific Northwest but have also provided

him with a diverse perspective on the intricacies of the land acquisition field. As he continues to grow and contribute to this dynamic industry, he remains dedicated to making a positive impact on the world around himself.

It's not difficult to see why Washington is his home. When he isn't working, he loves to play golf, ski in the cascades, and enjoy the outdoors with his friends and family.

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# Who Is Land Advisors Organization?

## LOCAL EXPERTISE WITH A NATIONWIDE NETWORK FOR ALL YOUR LAND NEEDS

Families, community developers & home builders depend on Land Advisors Organization to realize maximum value for developed and undeveloped land. Families trust us to find the current market value of long-held land and work as their advocate in a successful sale or development project. Experienced builders and businesspeople rely on us to evaluate properties and reliably determine the most advantageous land uses with modern forecasts.

### **Dedication**

Many of our team members are former collegiate athletes and we look at working with clients as forming a team together—with dedication, energy and team support. In this ever-evolving market, knowledgeable and inexperienced clients alike appreciate our transparent communication style. We're professional straight-talkers who will help you navigate the process and always tell it like it is because we're on the same team with you.

### **A Land Specialty**

We're not the average real estate broker; we're a full service firm. We've spent concentrated time and worked hard getting to know the land market, properties and key players in the Pacific Northwest, and we apply that information to get the most value possible for clients as buyers or sellers. Be forewarned: we may geek out sometimes. We can't help it because the financial modeling systems we use have rewarded our clients so consistently we won't merely go with "gut feelings" or tell you what you want to hear. Our valuations usually come within 5% of the actual sale price. For us, running the numbers and using realistic data in scenarios is a valuable piece of any land puzzle.

### **Satisfying Results**

Clients see the greatest benefits when we advise early in a project, but even coming in later, our team will focus on closing the deal that meets the client's financial goals. We'll investigate, evaluate and most importantly listen so that our clients are satisfied at the transaction's end.



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