



NORTHWEST *TOWNHOMES*

BELLINGHAM, WASHINGTON

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NORTHWEST *TOWNHOMES*

BELLINGHAM, WASHINGTON

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NORTHWEST TOWNHOMES

BELLINGHAM, WASHINGTON

01.

INVESTMENT OVERVIEW

Marcus & Millichap

NORTHWEST TOWNHOMES

PROPERTY SUMMARY

Address:

3408 NORTHWEST AVE, BELLINGHAM, WA 99352

Built :

2024

Lot Size :

0.79 ACRES | 34,412 SF

Net Rentable Residential Space :

22,000 SF

Average Unit Size :

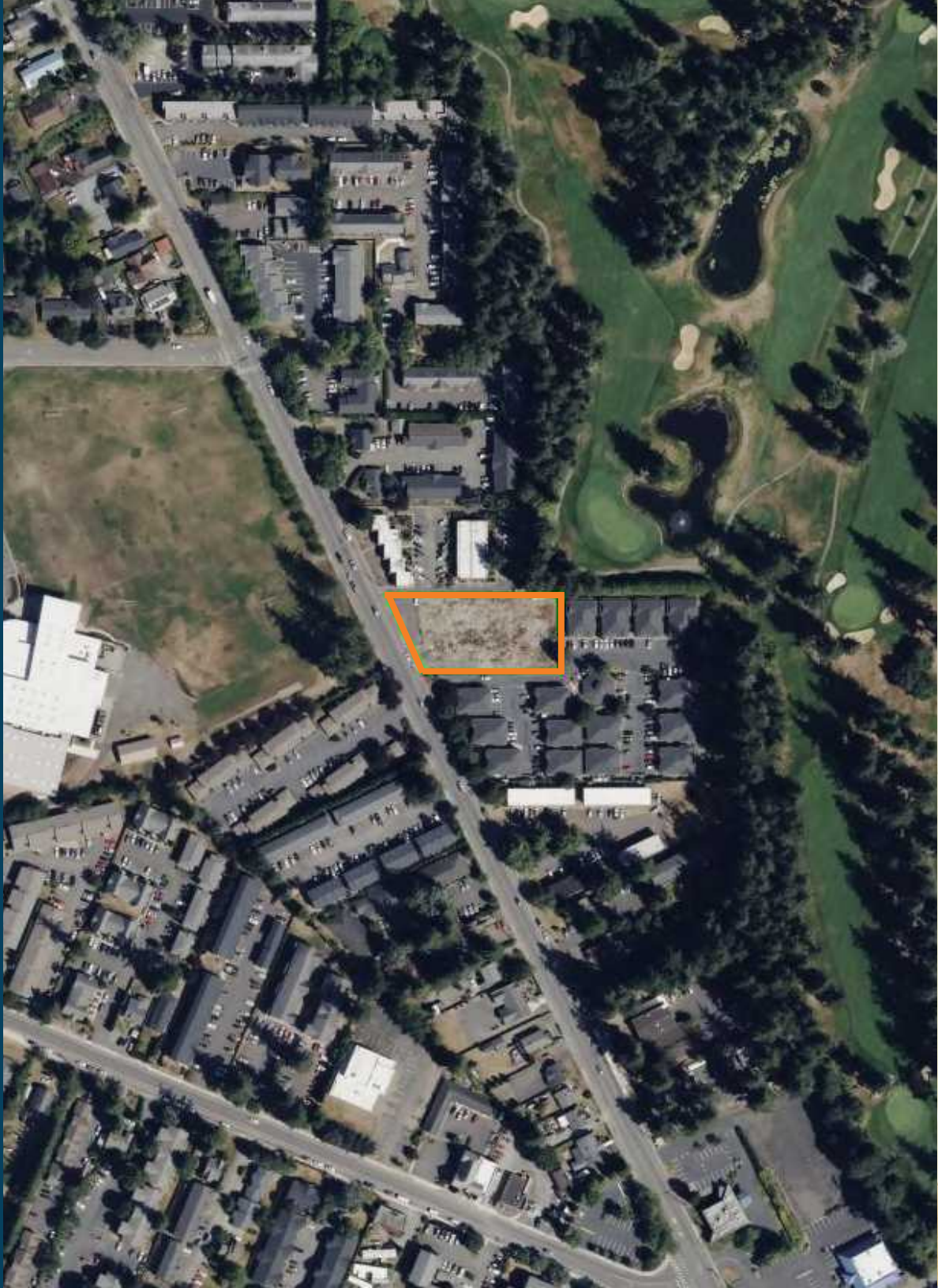
1,194 SF

Unit Count :

18

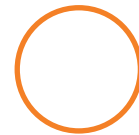
Parking Spaces :

36



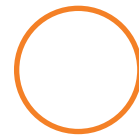


INVESTMENT *HIGHLIGHTS*



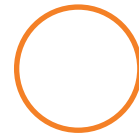
LOW VACANCY MARKET

- Historically, vacancy rates have held as low as 3%. Additionally, with the recent growth in the market and lack of new inventory added, we can anticipate low vacancy rates moving forward.



GROWING MARKET

- Bellingham metro area grew 10.4% between 2020 and today and is expected to grow another 9.4% by 2027. Additionally, development of new housing has not kept up with demand and thus all of Whatcom County anticipates more and more of its new residents will be reliant on multifamily housing.

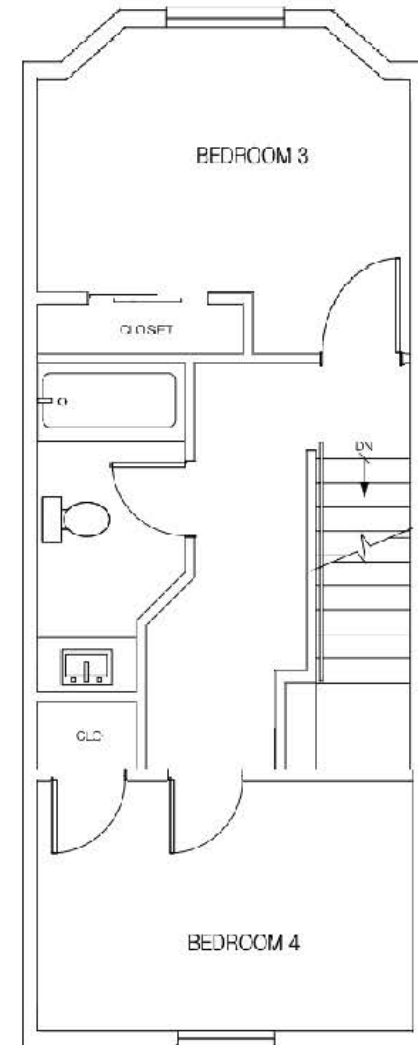
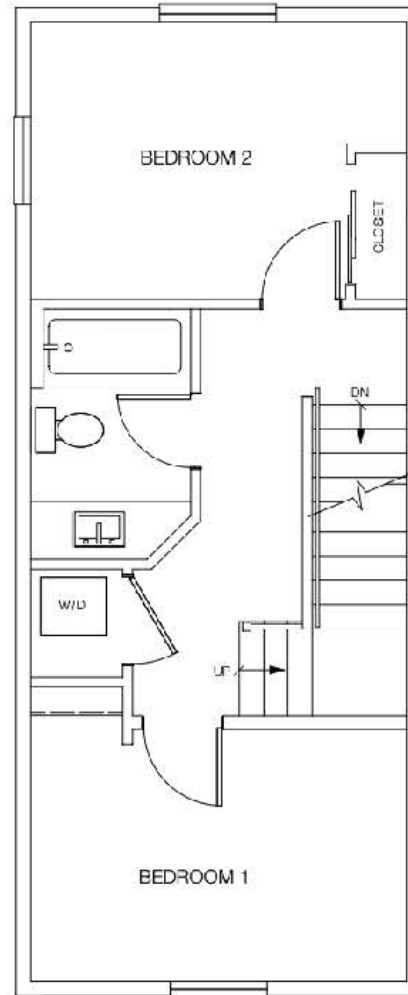
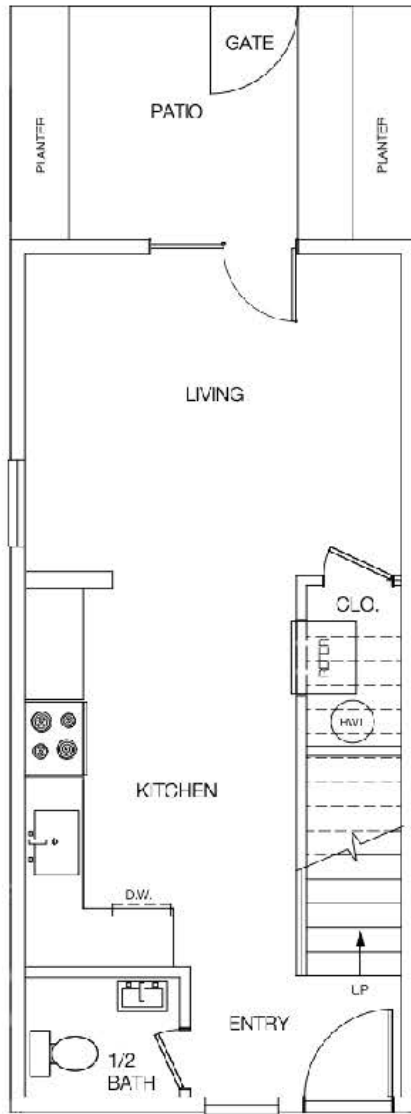


LOCATION

- The property is across the street from Shuksan Middle School and a short drive to other schools.
- The properties proximity to Interstate 5, ensures that residents are only a short drive to all parts of Bellingham.

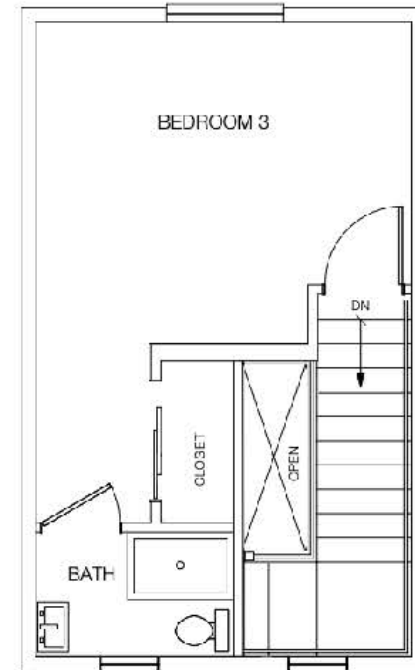
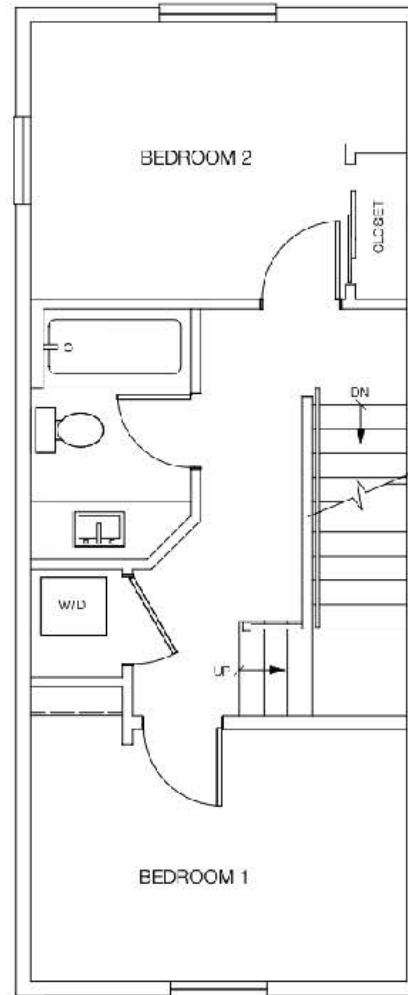
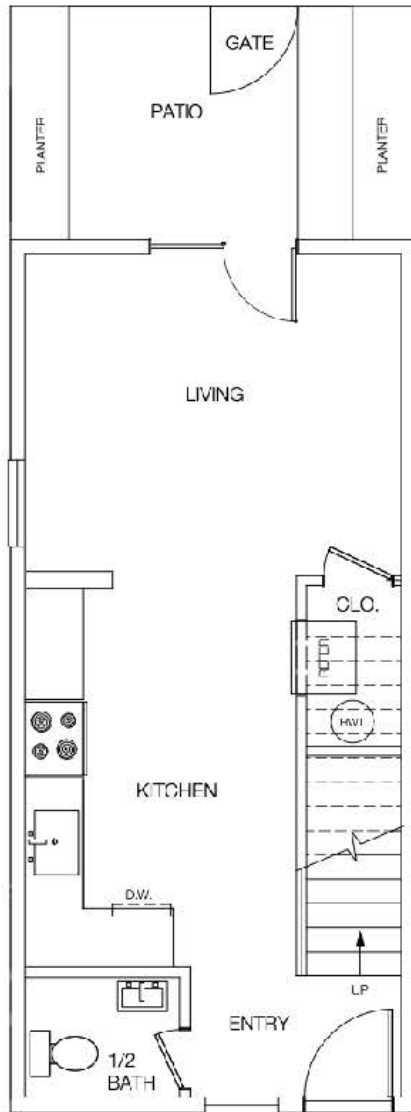
FLOORPLANS

FOUR BEDROOMS



FLOORPLANS

THREE BEDROOMS











NORTHWEST TOWNHOMES

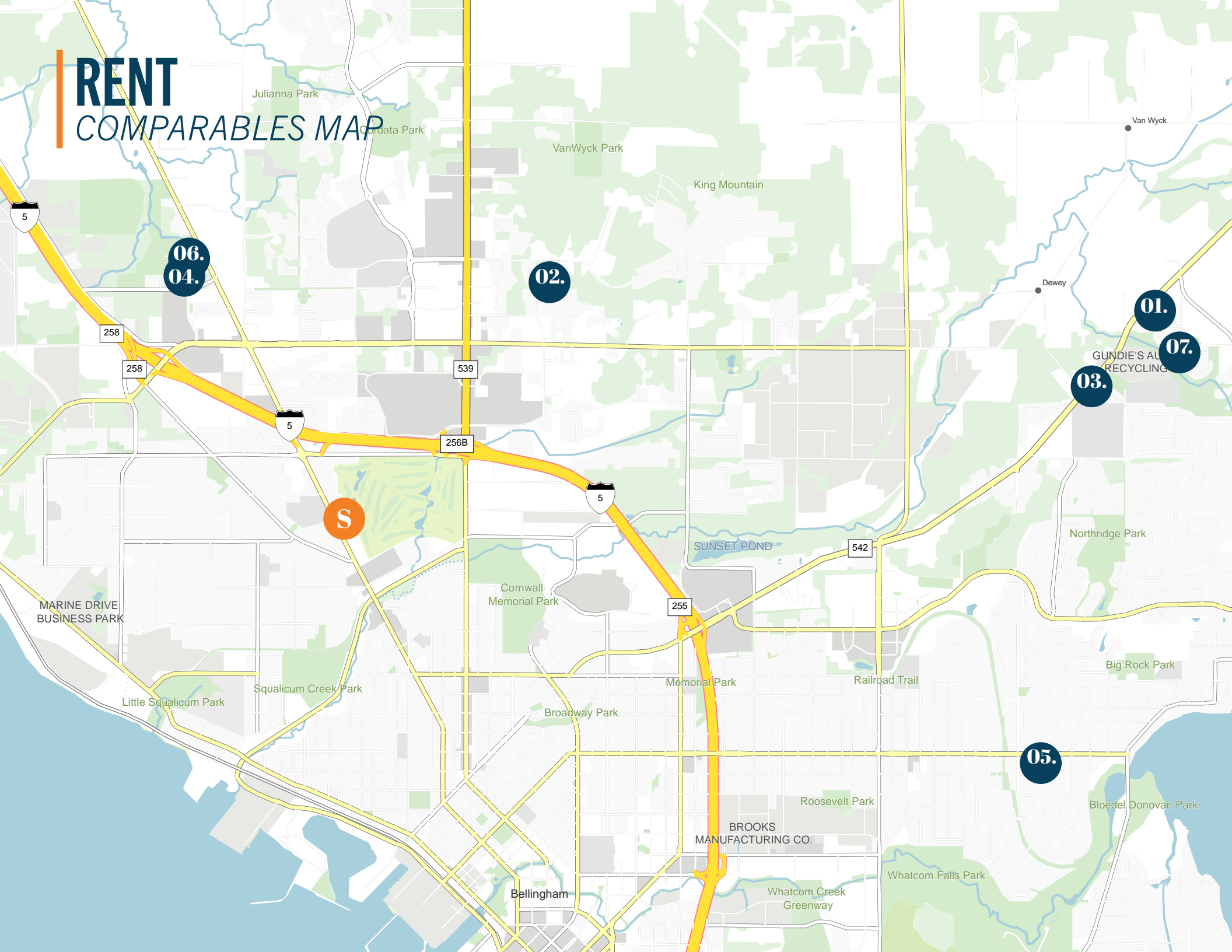
BELLINGHAM, WASHINGTON

02.

**MARKET
COMPARABLES**

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RENT COMPARABLES MAP



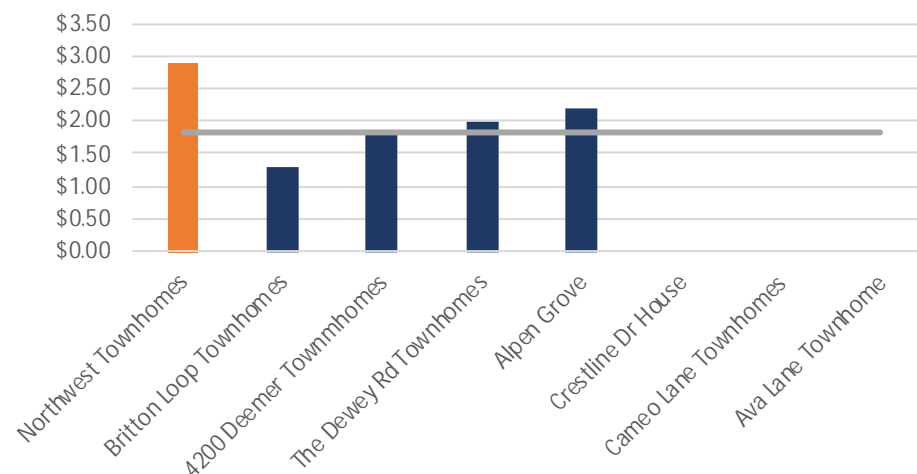
RENT COMPARABLES

AVERAGE RENT PER SF

AVERAGE THREE BEDROOM
RENT PER SF:

\$1.83

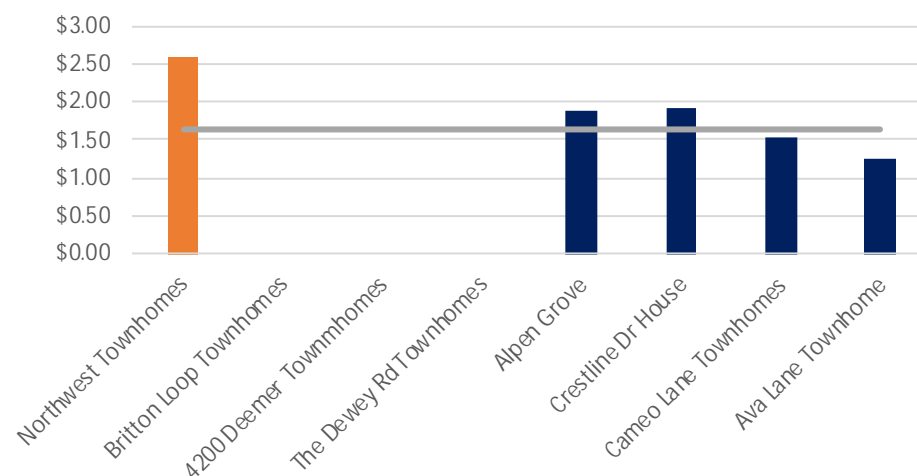
Three Bedroom - Rent Per SF



AVERAGE FOUR BEDROOM
RENT PER SF:

\$1.65

Four Bedroom - Rent Per SF



RENT

COMPARABLES

AVERAGE THREE BEDROOM
RENT PER UNIT:

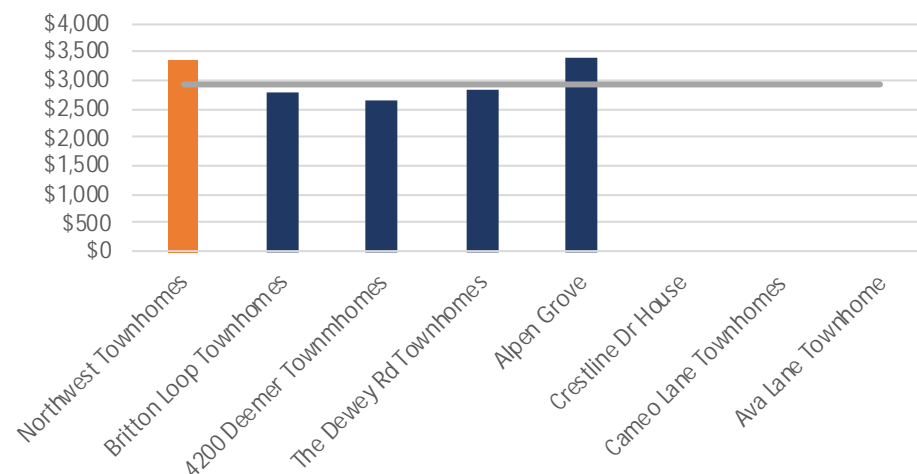
\$2,925

AVERAGE FOUR BEDROOM
RENT PER UNIT:

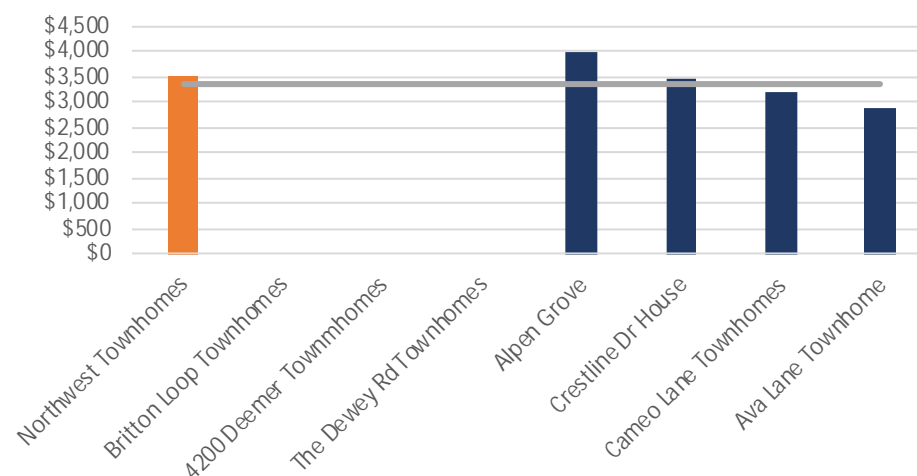
\$3,374

AVERAGE RENT PER UNIT

Three Bedroom - Rent Per Unit



Four Bedroom - Rent Per Unit



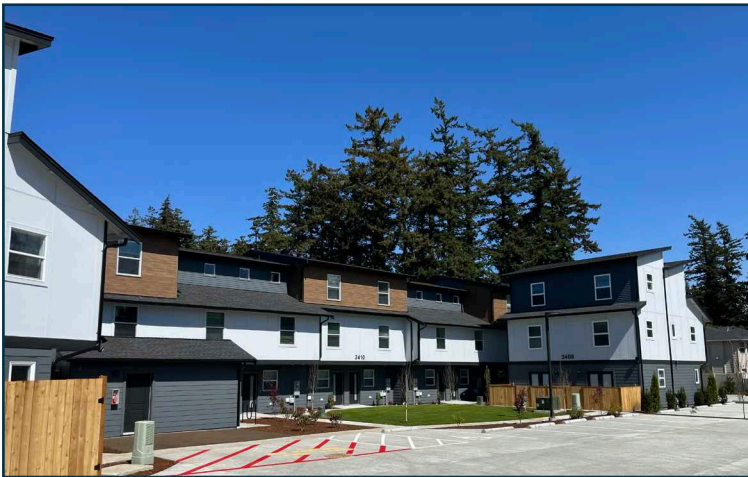
RENT COMPARABLES



NORTHWEST TOWNHOMES

3408 Northwest Ave, Bellingham, WA 99352

2024



UNIT TYPE	UNITS	SF	RENT	RENT/SF
Three-Bedroom	14	1150	\$3,339	\$2.90
Four-Bedroom	4	1350	\$3,500	\$2.59
AVERAGE/TOTAL	18	1194	\$3,375	\$2.83

01. BRITTON LOOP TOWNHOMES

4156 Track St, Bellingham, WA 98226

2023



UNIT TYPE	UNITS	SF	RENT	RENT/SF
Two-Bedroom	13	1382	\$2,350	\$1.70
Three-Bedroom	10	2133	\$2,800	\$1.31
AVERAGE/TOTAL	23	1709	\$2,546	\$1.49

NOTES: Air Conditioning

RENT COMPARABLES

02. 4200 DEEMER TOWNMHOMES 4200 Deemer Rd, Bellingham, WA 98226

2019



UNIT TYPE	UNITS	SF	RENT	RENT/SF
Three-Bedroom	1	1440	\$2,650	\$1.84
AVERAGE/TOTAL	1	1440	\$2,650	\$1.84

NOTES:

03. THE DEWEY RD TOWNHOMES 4000 Dewey Rd, Bellingham, WA 98226

2024



UNIT TYPE	UNITS	SF	RENT	RENT/SF
Two-Bedroom	20	1261	\$2,450	\$1.94
Three-Bedroom	8	1443	\$2,850	\$1.98
AVERAGE/TOTAL	28	1313	\$2,564	\$1.95

NOTES: Air Conditioning, LVP Flooring, In-Unit Laundry, Stainless Steel Appliances, Quartz Countertops, and some units include attached garages

RENT COMPARABLES

04. ALPEN GROVE 4226-4268 Cameo Ln, Bellingham, WA 98226

2022



UNIT TYPE	UNITS	SF	RENT	RENT/SF
Two-Bedroom	42	1438	\$2,935	\$2.04
Three-Bedroom	12	1557	\$3,400	\$2.18
Four-Bedroom	18	2111	\$3,995	\$1.89
AVERAGE/TOTAL	72	1626	\$3,277	\$2.02

NOTES: Offering one-month free on new leases.

05. CRESTLINE DR HOUSE 2409 Crestline Dr, Bellingham, WA 98229

1971



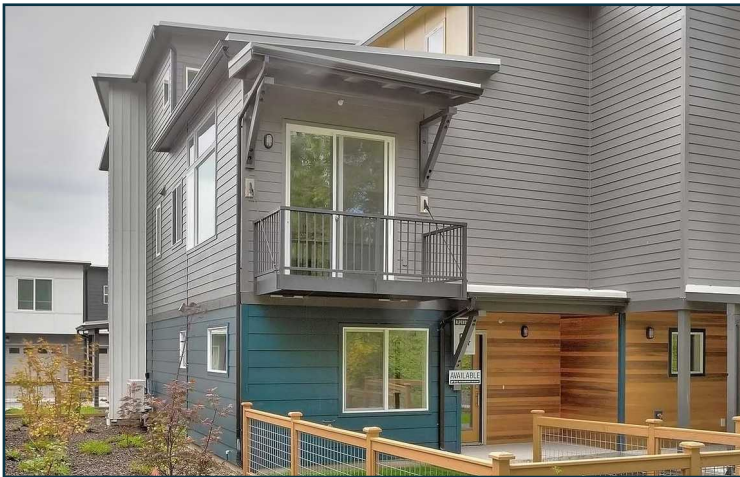
UNIT TYPE	UNITS	SF	RENT	RENT/SF
Four-Bedroom	1	1792	\$3,450	\$1.93
AVERAGE/TOTAL	1	1792	\$3,450	\$1.93

NOTES: Recently rennovated and professionally managed.

RENT COMPARABLES

06. CAMEO LANE TOWNHOMES 4252 Cameo Ln, Bellingham, WA 98226

2023



UNIT TYPE	UNITS	SF	RENT	RENT/SF
Four-Bedroom	1	2111	\$3,200	\$1.52
AVERAGE/TOTAL	1	2111	\$3,200	\$1.52

NOTES: Individually owned townhome in newly completed development.

07. AVA LANE TOWNHOME 3930-3945 Ava Ln, Bellingham, WA 98226

2023



UNIT TYPE	UNITS	SF	RENT	RENT/SF
Four-Bedroom	4	2276	\$2,850	\$1.25
AVERAGE/TOTAL	4	2276	\$2,850	\$1.25

NOTES: Townhomes include additional storage space, LVP Flooring, In-Unit Laundry, Attached Garages, and Air Conditioning.



NORTHWEST TOWNHOMES

BELLINGHAM, WASHINGTON

03.

**FINANCIAL
SUMMARY**

Marcus & Millichap

OPERATING STATEMENT

NORTHWEST TOWNHOMES

INCOME	PRO FORMA		NOTES	PER UNIT	PER SF
Rental Income					
Gross Scheduled Rent	672,000		[1]	37,333	31.26
Physical Vacancy	(33,600)	5.0%	[2]	(1,867)	(1.56)
Total Vacancy	(\$33,600)	5.0%		(\$1,867)	(\$2)
Effective Rental Income	638,400			35,467	29.69
Other Income					
Utility Bill Back	0		[3]	0	0.00
Total Other Income	\$0			\$0	\$0.00
Effective Gross Income	\$638,400			\$35,467	\$29.69

EXPENSES	PRO FORMA		NOTES	PER UNIT	PER SF
Real Estate Taxes	65,345		[4]	3,630	3.04
Insurance	8,100		[5]	450	0.38
Utilities - Electric	0		[6]	0	0.00
Utilities - Water & Sewer	0		[7]	0	0.00
Trash Removal	0		[8]	0	0.00
Operating Reserves	4,500		[9]	250	0.21
Management Fee	19,152	3.0%	[10]	1,064	0.89
Total Expenses	\$97,097			\$5,394	\$4.52
Expenses as % of EGI	15.2%				
Net Operating Income	\$541,303			\$30,072	\$25.18



NOTES TO OPERATING STATEMENT

NORTHWEST TOWNHOMES

1. Gross Scheduled Rents: Adjusted to reflect \$3,000 for 3 bedroom and \$3,500 for a 4 bedroom.
2. Physical Vacancy: Adjusted to reflect 5.00% vacancy.
3. Utility Bill-Back: Not applicable, tenants pay for their own utilities directly.
4. Real Estate Taxes: Adjusted to 75% of the purchase price at current tax rate.
5. Insurance: Estimate per owner.
6. Utilities - Electric: Not applicable, tenants pay for their own utilities directly.
7. Utilities - Water & Sewer: Not applicable, tenants pay for their own utilities directly.
8. Trash Removal: Not applicable, tenants pay for their own utilities directly.
9. Operating Reserves: Adjusted to \$250 per unit.
10. Management Fee: Adjusted to 3.00%.

PRICING DETAIL

NORTHWEST TOWNHOMES

Summary		
Price	\$9,380,000	
Down Payment	\$4,221,000	45%
Number of Units	18	
Price Per Unit	\$521,111	
Price Per SqFt	\$426.36	
Rentable SqFt	22,000	
Lot Size	0.79 Acres	
Approx. Year Built	2024	

Returns	Pro Forma
CAP Rate	5.77%
GRM	13.96
Cash-on-Cash	5.20%
Debt Coverage Ratio	1.68

Financing	1st Loan
Loan Amount	\$5,159,000
Loan Type	Assumption
Interest Rate	4.72%
Amortization	30 Years
Year Due	2029

Loan information is subject to change. Contact your Marcus & Millichap Capital Corporation representative.

Operating Data		
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Income	PRO FORMA	
Gross Scheduled Rent		\$672,000
Less: Vacancy/Deductions	5.0%	\$33,600
Total Effective Rental Income		\$638,400
Other Income		\$0
Effective Gross Income		\$638,400
Less: Expenses	15.2%	\$97,097
Net Operating Income		\$541,303
Cash Flow		\$541,303
Debt Service		\$321,823
Net Cash Flow After Debt Service	5.20%	\$219,480
Principal Reduction		\$83,895
Total Return	7.19%	\$303,375

Expenses	PRO FORMA	
Real Estate Taxes		\$65,345
Insurance		\$8,100
Utilities - Electric		\$0
Utilities - Water & Sewer		\$0
Trash Removal		\$0
Operating Reserves		\$4,500
Management Fee		\$19,152
Total Expenses		\$97,097
Expenses/Unit		\$5,394
Expenses/SF		\$4.41



NORTHWEST TOWNHOMES

BELLINGHAM, WASHINGTON

04.

LOCATION OVERVIEW

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TRAVEL TIMES



SEATTLE
2 HOURS

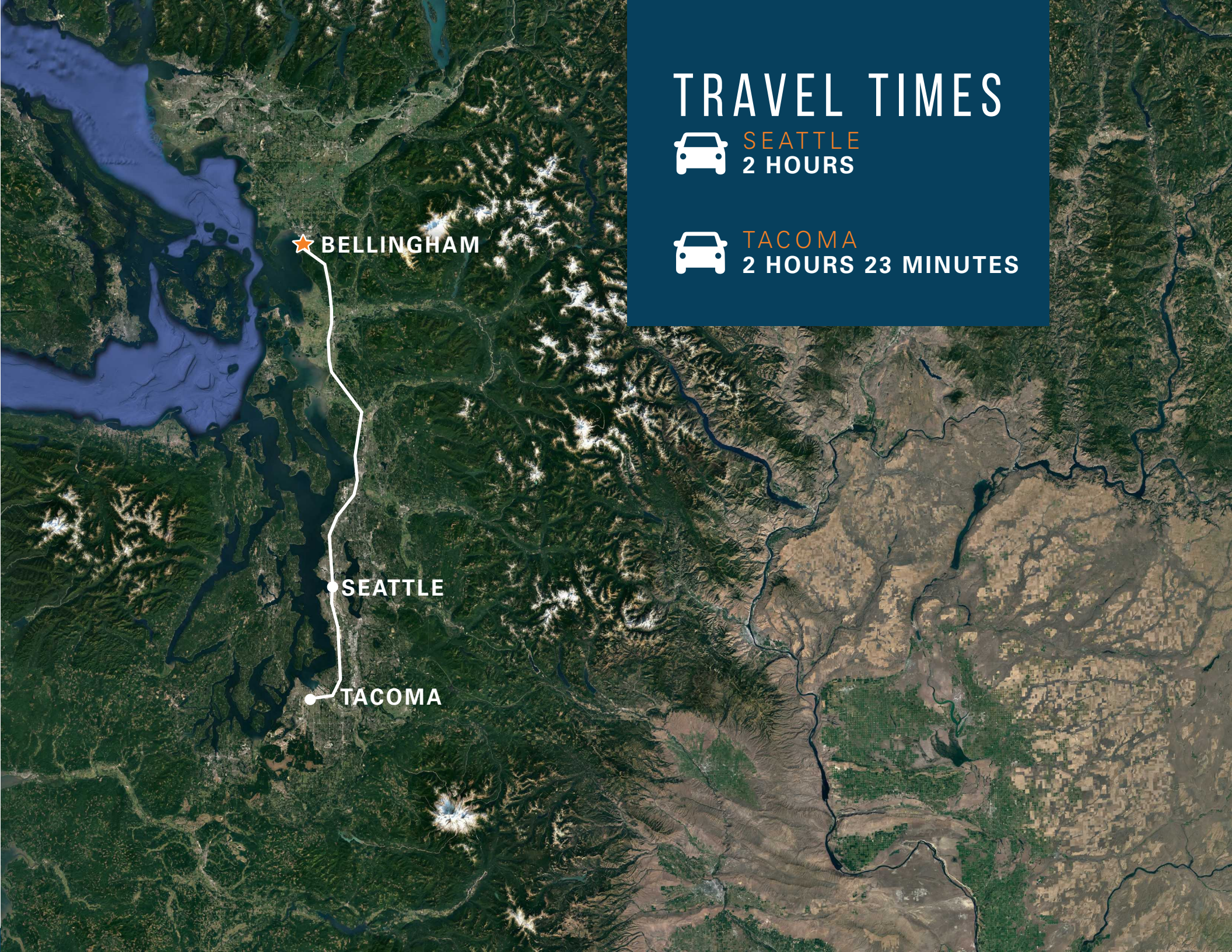


TACOMA
2 HOURS 23 MINUTES

★ BELLINGHAM

● SEATTLE

● TACOMA



BELLINGHAM

Washington

As the largest city in Whatcom County, Washington, Bellingham serves a community of over 90,000 people. It is the northernmost city with a population of more than 90,000 in the contiguous U.S. It lies 21 miles south of the U.S. Canada Border and is in between two major cities in the Pacific Northwest: Vancouver BC (52 miles north) and Seattle, WA (90 miles south).

The diverse array of economic drivers includes maritime activities, agriculture and food processing, health and wellness, recreation and tourism, advanced manufacturing and technology. Whatcom County is also the nation's top producer of raspberries. Major employees include St. Joseph's Hospital, Western Washington University, Lummi Nation, BP Cherry Point and Fred Meyer.

Bellingham benefits from many education partners. It's nationally lauded K-12 public schools, two community colleges, and Western Washington University – consistently ranked high among public regional universities.

The city is a popular tourist destination due its wide range of activities. Recreation opportunities abound include skiing, hiking, biking, with the Cascade Mountains and Mount Baker to the East and the Puget Sound to the west.

Port of Bellingham:

- Employs almost 9,000 people and has a business revenue of 1.4 billion.

Agriculture Sector:

- Farms surrounding Bellingham in the greater Whatcom county make up 4% of Washington's total agricultural sales with Milk and berries being the highest production. Notably, Whatcom County is the nation's largest producer of raspberries.

Institutions of Higher Learning:

- Home to Western Washington University, one of Washington's largest universities, and two community and technical colleges.



EDUCATION

Bellingham



WESTERN WASHINGTON UNIVERSITY:

- Enrollment: 11,457
- Established: 1967
- WCC offers a variety of academic programs, including associate degrees, transfer programs, professional/technical programs, and certificate programs. It provides opportunities for students to pursue education in fields such as business, healthcare, technology, humanities, social sciences, and more.
- WCC's campus is spread over 72 acres and features modern facilities, including classrooms, laboratories, a library, computer labs, a fitness center, and student gathering spaces. The campus provides a supportive and inclusive learning environment for students.



Whatcom COMMUNITY COLLEGE

WHATCOM COMMUNITY COLLEGE:

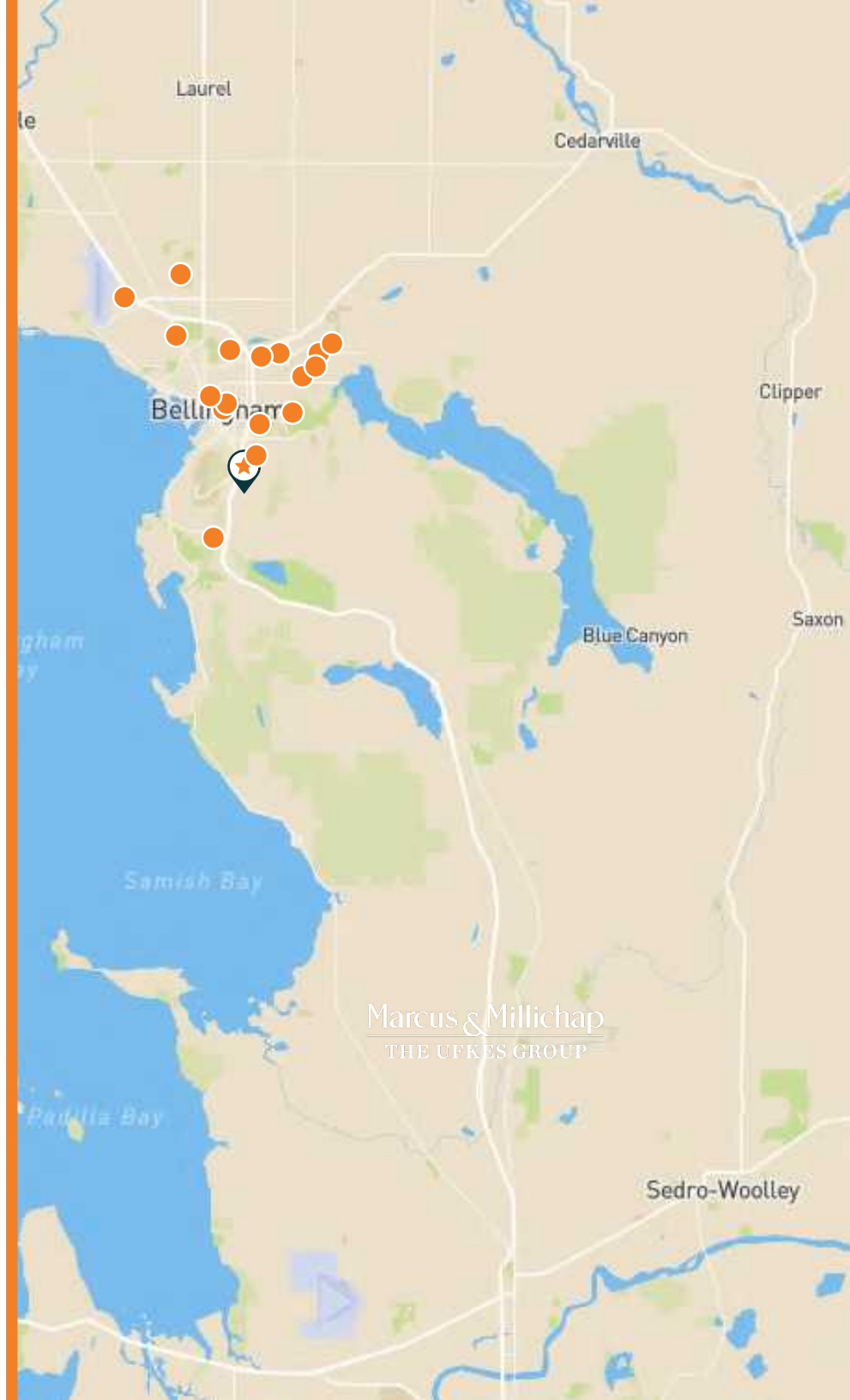
- Enrollment: 16,142
- Established: 1893
- WWU offers a wide range of undergraduate and graduate programs in various disciplines. It has seven colleges: College of Business and Economics, College of Fine and Performing Arts, College of Humanities and Social Sciences, College of Science and Engineering, Fairhaven College of Interdisciplinary Studies, Huxley College of the Environment, and Woodring College of Education.
- The WWU campus is spread over 215 acres and is surrounded by picturesque views of Bellingham Bay, the San Juan Islands, and the North Cascades mountains.



MAJOR EMPLOYERS

Bellingham, WA

	EMPLOYEES
1. Exp Commercial California Inc	1,606
2. Bellingham School District 501	1,300
3. Showcase Web Sites LLC	1,070
4. Extend A Hand Fund	1,070
5. Opportunity Garden Inc	1,070
6. Exp International Holdings Inc	1,070
7. Exp Silverline Ventures LLC	1,070
8. Exp Referral Associates LLC	1,070
9. Exp Referral Assoc Cal Inc	1,070
10. Bellingham School Board	948
11. Whatcom Cmnty Cllege Foundation	900
12. Swickard Bellingham Rja LLC-Roger Jobs	894
13. Bellingham Real Estate School	639
14. Whatcom County-EXECUTIVE OFFICE	507
15. Safran Cabin Bellingham Inc	500
16. Thomas Management LLC-Thomas Cuisine Management	429
17. United States Postal Service-US Post Office	419
18. Regency Northwest Inc	328
19. Seattle Goodwill Industries-Goodwill	313
20. City of Bellingham-CITY HALL	300
21. Anvil Corporation	300
22. Haskell Corporation	300
23. Pioneer Food Service Inc-McDonalds	290
24. Sea-Mar Community Health Ctr-Sea Mar Visions	282
25. Homax Group Inc-Homax Group	270



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BELLINGHAM, WASHINGTON

Demographics



106,052

Total population
within a 5-mile radius



\$63,640

Average household income
within a 5-mile radius

45,089

Total Households
(5-Mile Radius)



\$444,855

Average home value
within a 5-mile radius



110,768

Projected 2027
Total Population
(5-Mile Radius)

POPULATION	1 MILE	3 MILES	5 MILES
2027 Projection			
Total Population	19,362	76,679	110,768
2022 Estimate			
Total Population	18,371	73,623	106,052
2010 Census			
Total Population	15,840	65,473	93,591
2000 Census			
Total Population	14,674	58,432	78,083
Daytime Population			
2021 Estimate	30,036	101,252	142,053
HOUSEHOLDS	1 MILE	3 MILES	5 MILES
2027 Projection			
Total Households	7,709	32,898	47,606
2022 Estimate			
Total Households	7,194	31,260	45,089
Average (Mean) Household Size	2.2	2.2	2.2
2010 Census			
Total Households	6,111	27,627	39,545
2000 Census			
Total Households	5,494	24,050	31,967
HOUSING UNITS	1 MILE	3 MILES	5 MILES
Occupied Units			
2027 Projection	7,953	34,031	49,089
2022 Estimate	7,433	32,379	46,838
Owner Occupied	2,634	14,869	22,516
Renter Occupied	4,559	16,391	22,573
Vacant	239	1,119	1,750
Persons In Units			
2022 Estimate Total Occupied Units	7,194	31,260	45,089
1 Person Units	33.5%	33.4%	32.3%
2 Person Units	37.2%	36.7%	37.2%
3 Person Units	14.3%	14.5%	14.6%
4 Person Units	8.9%	9.9%	10.0%
5 Person Units	4.0%	3.7%	3.9%
6+ Person Units	2.2%	1.8%	2.0%

HOUSEHOLDS BY INCOME	1 MILE	3 MILES	5 MILES
2022 Estimate			
\$250,000 or More	2.2%	3.0%	3.3%
\$200,000-\$249,999	1.3%	1.8%	2.1%
\$150,000-\$199,999	6.2%	4.0%	6.5%
\$125,000-\$149,999	5.0%	6.4%	5.7%
\$100,000-\$124,999	7.4%	5.3%	10.3%
\$75,000-\$99,999	12.7%	9.6%	15.1%
\$50,000-\$74,999	15.8%	14.8%	17.6%
\$35,000-\$49,999	9.1%	17.1%	9.6%
\$25,000-\$34,999	9.5%	9.8%	9.1%
\$15,000-\$24,999	12.6%	9.7%	9.1%
Under \$15,000	18.3%	12.9%	11.6%
Average Household Income	\$64,351	\$71,156	\$85,638
Median Household Income	\$47,090	\$51,134	\$63,640
Per Capita Income	\$29,582	\$29,443	\$37,247
Population 25+ by Education Level			
2022 Estimate Population Age 25+	7,884	45,382	68,812
Elementary (0-8)	1.0%	1.4%	1.7%
Some High School (9-11)	3.6%	3.9%	4.1%
High School Graduate (12)	17.4%	17.4%	18.8%
Some College (13-15)	21.8%	22.5%	23.2%
Associate Degree Only	12.1%	10.7%	10.6%
Bachelors Degree Only	28.1%	26.4%	25.6%
Graduate Degree	16.0%	17.4%	16.0%



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