

# CLS BUILDING

VALUE-ADD OR OWNER-USER OPPORTUNITY FEAT. BELOW MARKET RENT WITHIN WALKING DISTANCE OF LYNNWOOD LIGHT RAIL STATION AND MINUTES FROM I-5

4720 200TH ST SW, LYNNWOOD, WA 98036



OFFERING MEMORANDUM

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01.  
EXECUTIVE OVERVIEW

- INVESTMENT OVERVIEW
- INVESTMENT HIGHLIGHTS





# INVESTMENT OVERVIEW

**MARCUS & MILLICHAP'S BROWN RETAIL GROUP** is pleased to present the exclusive offering of the **CLS Building**, a **15,976 SF value-add or owner/user opportunity located in Lynnwood, WA**, adjacent to the newly completed Lynnwood Light Rail Station and just minutes from I-5. The property houses tenants in a variety of industries, and offers direct access to dense residential communities and key employment centers. Currently 88% occupied with tenants paying below market rent, it provides investors or owner-users with immediate cash flow and a prime opportunity to implement a value-add strategy in one of the region's fastest-growing submarkets.

The property has a City Center West zoning designation in the City Center District, which is designed to promote higher density housing, retail and restaurants, and professional uses. The property is well-positioned for eventual redevelopment at a maximum height of 140 feet.





## INVESTMENT HIGHLIGHTS



### VALUE-ADD OR OWNER-USER OR OPPORTUNITY

The Property is currently 88% occupied, offering an investor significant upside through leasing the vacant spaces at market rents; or allowing an owner-user to immediately occupy space and collect cash flow.



### EXCEPTIONALLY LOCATED

The Offering is adjacent to the newly finished Lynnwood light rail station and is less than half a mile from I-5, providing businesses with swift access to convenient transportation.



### SIGNIFICANTLY BELOW MARKET RENT

Average rent at the property is \$20.16/SF Gross, with market rents achievable in the \$29-\$32/SF Gross range per CoStar (30% below market), providing substantial upside through leasing the vacant suite and fair market rent renewals.



### EXCELLENT DEMOGRAPHICS

The property is located in the heart of a 3-mile population exceeding 140,000 residents with an above average household income of over \$120,000.



### FUTURE DEVELOPMENT POTENTIAL

The CCW zone promotes high-density multi-family development up to 140 feet in height, or continued professional/retail use.



### ESSENTIAL SERVICE TENANT BASE

Home to a mix of in-person, essential service providers including recreational activities, healthcare, and finance and marketing professionals that cater to nearby residential areas.

# 02.

## PROPERTY SUMMARY

- PROPERTY OVERVIEW
- FLOOR PLANS

## PROPERTY OVERVIEW

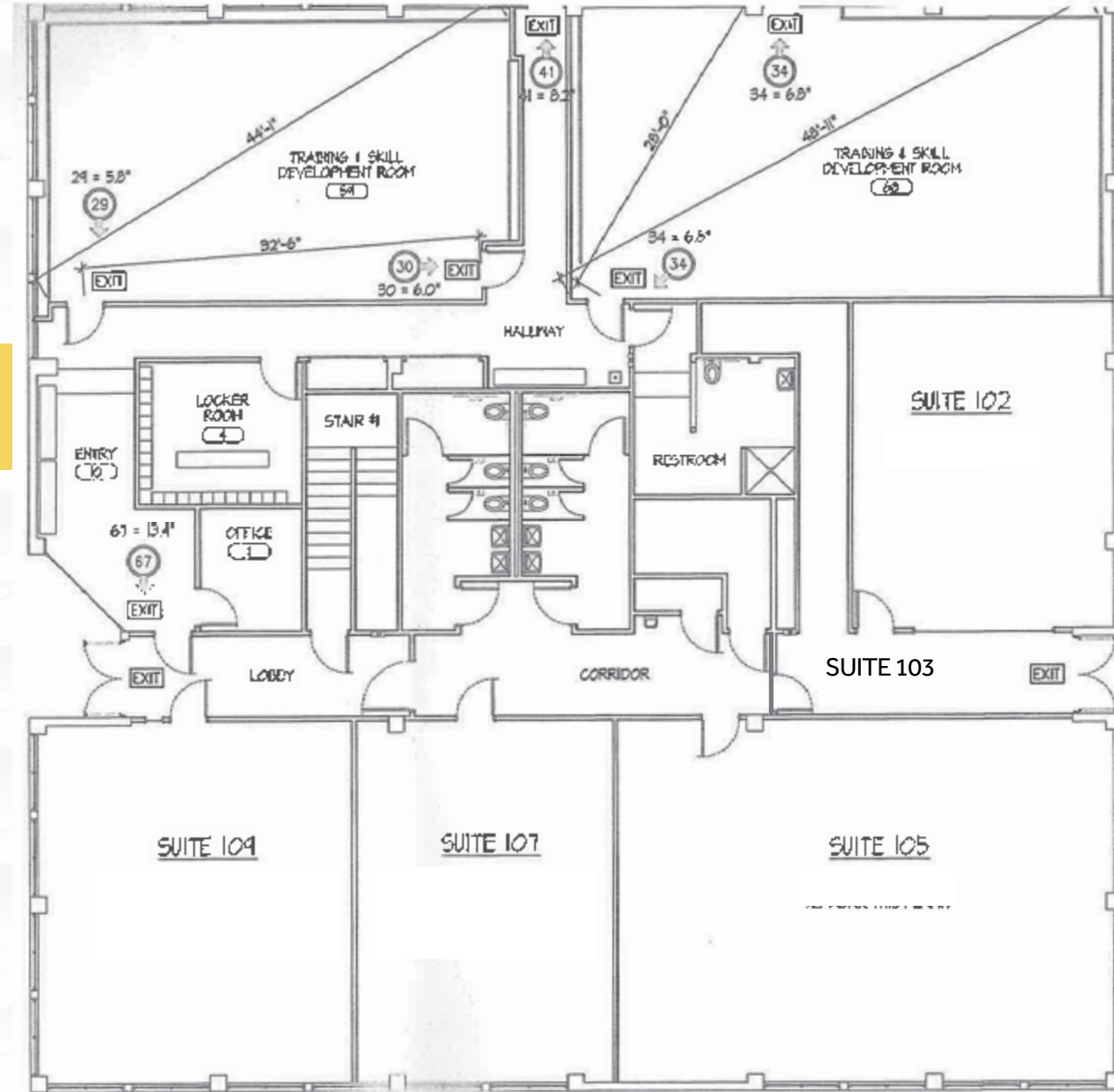
Pricing	
List Price	\$3,330,000
Price Per Square Foot	\$208
Price Per Land SF	\$77

Location	
Property Street Address	4720 200th St SW
City, State, Zip	Lynnwood, WA 98036
Parcel Number(s)	003726-006-007-03
Product Type	Office
Zoning	City Center West - (CC-W)

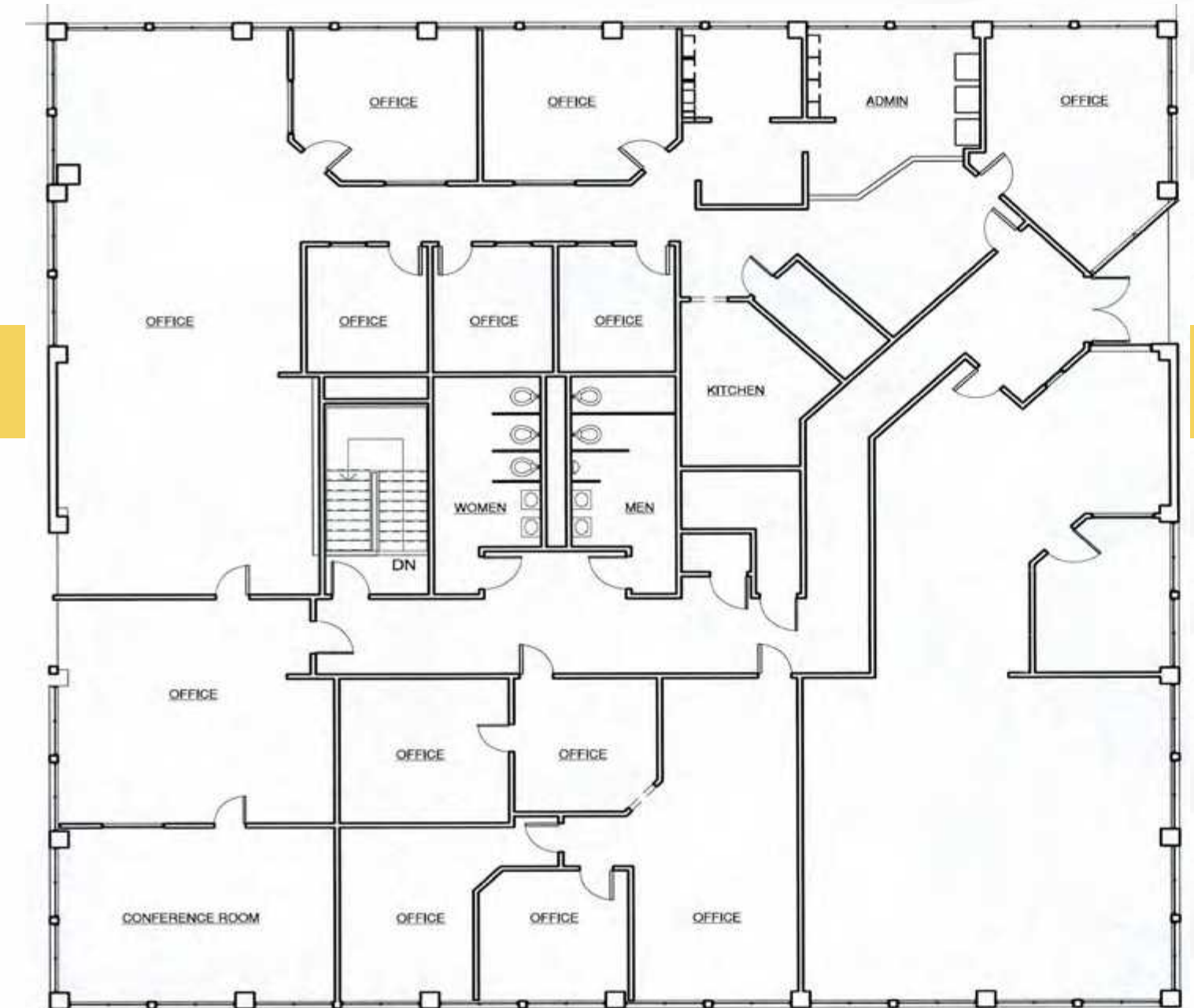
Building Size	
Rentable Building Area	15,976 SF
Land Area (SF)	43,124 SF (0.99 Acres)
Occupancy	88%

Building Features	
Year Built	1980
Building Height	27'
Parking Stalls	42 Stalls
Parking Ratio	2.63/1,000 SF

## FIRST FLOOR PLAN



## SECOND FLOOR PLAN



03.

FINANCIAL SUMMARY

- RENT ROLL
- OPERATING STATEMENT
- PRICING DETAILS

RENT ROLL

AS OF JANUARY 2026

Tenant Name	Suite	Square Feet	Lease Comm.	Lease Exp.	Annual Rent/Sf	Total Rent/Mo.	Total Rent/Yr.	Pro Forma Rent/Yr. <sup>[1]</sup>	Lease Type	Notes
Haven Dance	100/103	4,761	6/7/16	12/31/26	\$20.04	\$7,950	\$95,400	\$138,069	Gross	2, 5-Year Option @ FMR
Reign Marketing and Management Inc.	105	1,522	1/12/26	1/31/28	\$22.00	\$2,790	\$33,484	\$44,138	Gross	1, 2-Year Option @ FMR
Synergy <sup>[2]</sup>	107	840	9/1/24	3/1/26 <sup>[2]</sup>	\$20.00	\$1,400	\$16,800	\$24,360	Gross	1, 1-Year Option @ FMR
Vision Research Group	109	850	5/1/24	4/30/27	\$17.45	\$1,236	\$14,832	\$15,735	Gross	1, 3-Year Option @ 3% Annual Increases
Parkview Services	200/207	6,130	11/1/22	10/31/27	\$21.31	\$10,885	\$130,619	\$177,770	Gross	2, 5-Year Option @ FMR
Vacant	205	1,873	-	-	-	-	-	\$54,317	Gross	-
Total		15,976			\$20.16 (avg)	\$24,261	\$291,135	\$454,389		

Notes:  
[1] Pro Forma column assumes rents increased to market rent (\$29/SF Gross, per CoStar) in vacant suite and in suites with fair market rent renewals.  
[2] Seller and Tenant in renewal discussions. Underwriting assumes tenant exercises its 1, 1-year FMR option at \$25/SF Gross.



# OPERATING DATA

FOR THE PERIOD 1/1/2026 - 12/31/2026

Income	Current		Per SF	Pro Forma		Per SF	Notes
Scheduled Base Rental Income	295,585		18.50	418,209		26.18	[1][6]
Expense Reimbursement Income	0	0.0%	\$0.00	0	0.0%	\$0.00	[1]
Potential Gross Revenue	295,585		18.50	418,209		26.18	
General Vacancy	0	0.0%	0.00	(20,910)	5.0%	(1.31)	[2]
Effective Gross Revenue	\$295,585		\$18.50	\$397,299		\$24.87	

Operating Expenses	Current		Per SF	Pro Forma		Per SF	
Cleaning	10,551		0.66	10,868		0.68	[3]
Landscaping	2,339		0.15	2,409		0.15	[3]
Repairs & Maintenance	6,823		0.43	7,028		0.44	[3]
Security	5,875		0.37	6,052		0.38	[3]
Supplies	1,119		0.07	1,152		0.07	[3]
Telephone	1,908		0.12	1,965		0.12	[3]
Utilities	36,942		2.31	38,050		2.38	[3]
Insurance	8,045		0.50	8,286		0.52	[3]
Real Estate Taxes	34,489		2.16	35,524		2.22	[4]
Management Fee	11,823	4.0%	0.74	15,892	4.0%	0.99	[5]
Total Expenses	\$119,916		\$7.51	\$127,227		\$7.96	
Expenses as % of EGR	40.6%			32.0%			
Net Operating Income	\$175,669		\$11.00	\$270,072		\$16.90	

Notes							
[1]	All tenants operate on gross leases.			[4]	2025 Property Taxes per Snohomish County Assessor.		
[2]	No vacancy factor in "Current" year, as property currently 88% occupied.			[5]	Management Fee 4% of EGI. Seller currently self-manages.		
[3]	Per Seller's 2024 P&L.			[6]	Pro Forma scenario assumes rents increased to market rent (\$29/SF Gross, per CoStar) in vacant suite and in suites with fair market rent renewals.		

# PRICING DETAILS

The Property	
Price	\$3,330,000
Year 1 Cap Rate	5.28%
Pro Forma Cap Rate	8.11% <sup>[6]</sup>
Rentable Building Area	15,976 SF
Price Per SF	\$208
Price Per Land SF	\$77
Suites	6
Occupancy	88%
Year Built	1980

Acquisition Financing	
Lender	Bank or Credit Union
Rate	5.75% - 6.25%
Term	5, 7, or 10 Years Fixed
Amortization	25 - 30 Years
Loan to Value	55%

Income		Year 1		Pro Forma
Base Rental Income		\$295,585		\$418,209
Reimbursement Income	0.0%	\$0	0.0%	\$0
Potential Gross Revenue		\$295,585		\$418,209
Less: General Vacancy	0.0%	\$0	5.0%	(\$20,910)
Effective Gross Revenue		\$295,585		\$397,299
Less: Operating Expenses	40.6%	(\$119,916)	32.0%	(\$127,227)
Net Operating Income		\$175,669		\$270,072

Operating Expenses	Year 1	Pro Forma
CAMS	\$65,558	\$67,525
Insurance	\$8,045	\$8,286
Real Estate Taxes	\$34,489	\$35,524
Management Fee	\$11,823	\$15,892
Total Expenses	\$119,916	\$127,227
Expenses Per Foot	\$7.51	\$7.96



# 04.

## MARKET OVERVIEW

- LOCAL DEMOGRAPHICS
- NEARBY DEVELOPMENTS
- REGIONAL CONNECTIONS

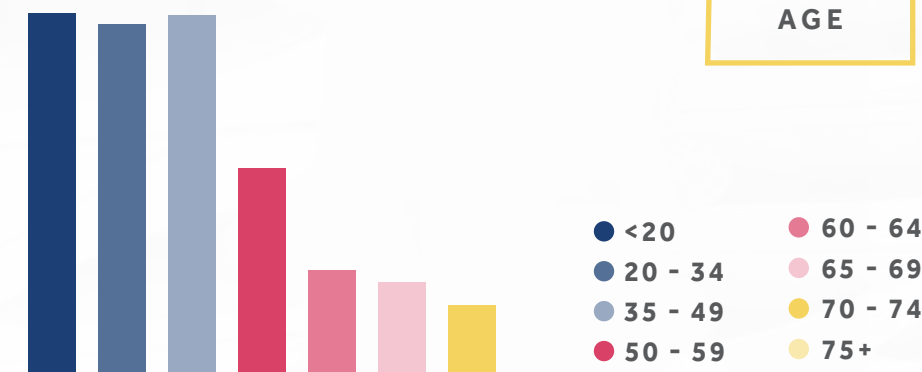
## LOCAL DEMOGRAPHICS IN A 5-MILE RADIUS



### POPULATION



### AGE



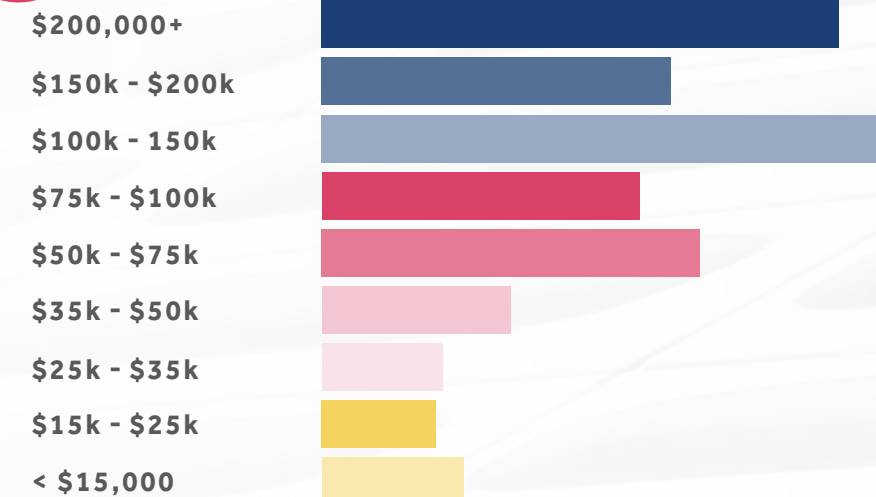
### HOUSEHOLDS



34 MIN  
AVERAGE  
TRAVEL TIME  
TO WORK



### INCOME BY HOUSEHOLD



\$130,170  
AVERAGE  
HH INCOME

\$104,941  
MEDIAN  
HH INCOME





## NEARBY DEVELOPMENTS



Northline Village is a transformative 19.1-acre mixed-use development in Lynnwood, Washington, designed to create a vibrant urban center adjacent to the new Lynnwood Link light rail station. Located just 0.3 miles from the offering, the project includes nearly 1,400 residential units and over 750,000 SF of Class A commercial space, all centered around community spaces like the Village Green. With infrastructure improvements underway - such as new grid streets and park spaces - Northline Village aims to enhance connectivity and foster a live-work-play environment in the heart of Lynnwood.

**SITE AREA:** 19.1 Acres  
**RESIDENTIAL UNITS:** 1,369-1,400  
**PARKING:** Approximately 4,700 spaces



## NEARBY DEVELOPMENTS



A recently renovated affordable housing community located near the Lynnwood Transit Center. The development offers modern amenities and is designed to be walkable, providing easy access to public transportation.

**1-2 BED UNITS**  
**INCOME-RESTRICTED UNITS**  
**PROXIMITY TO LYNNWOOD TRANSIT CENTER**

**4807 200TH ST SW, LYNNWOOD**  
**0.1 MILES FROM THE OFFERING**



A recently renovated affordable housing community located near the Lynnwood Transit Center. The development offers modern amenities and is designed to be walkable, providing easy access to public transportation.

**1-2 BED UNITS**  
**INCOME-RESTRICTED UNITS**  
**PROXIMITY TO LYNNWOOD TRANSIT CENTER**

**3711 196TH ST SW, LYNNWOOD**  
**0.9 MILES FROM THE OFFERING**

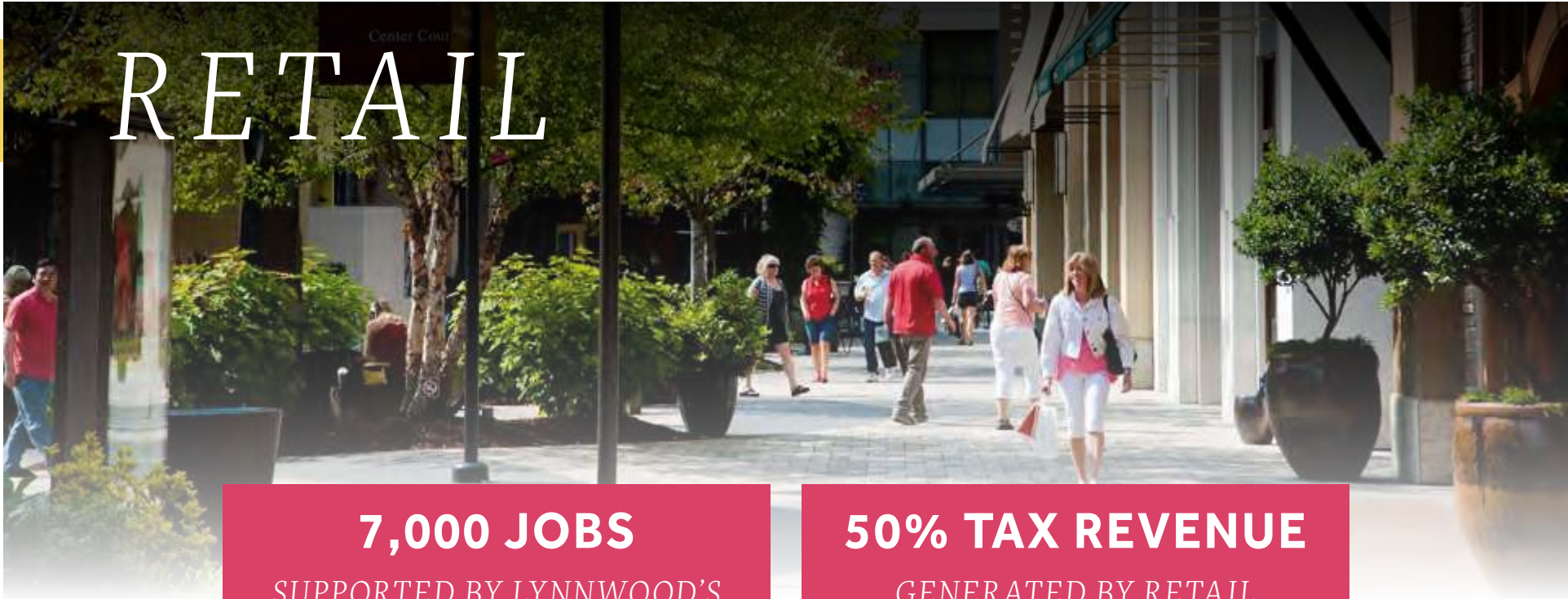


# REGIONAL MAP & DRIVE TIMES





REGIONAL ECONOMIC DRIVERS



RETAIL

**7,000 JOBS**  
SUPPORTED BY LYNNWOOD'S  
RETAIL SECTOR

**50% TAX REVENUE**  
GENERATED BY RETAIL  
ACTIVITY IN LYNNWOOD

Lynnwood is a key retail hub in Snohomish County, anchored by **Alderwood Mall—the county's largest shopping center with over 170 stores**. The retail sector plays a vital role in the city's economy, both as a major employer and a significant source of municipal revenue.

KEY EMPLOYERS

REGIONAL ECONOMIC DRIVERS



LIGHT RAIL  
CONNECTION

The completion of the Link Light Rail extension to Lynnwood in August 2024 has markedly improved regional connectivity. **This major infrastructure investment enhances access to the Seattle metropolitan area, making Lynnwood more attractive to commuters and businesses alike.**

EVERETT LINK EXTENSION (OPENS 2037-2041)

**16 MILES (7 STATIONS)**  
LENGTH OF EVERETT LINK EXTENSION

**\$5.05 - \$6.9 BILLION**  
COST OF EVERETT LINK EXTENSION

**33 MIN**  
EVERETT TO LYNNWOOD CITY CENTER

**60 MIN**  
EVERETT TO DOWNTOWN SEATTLE



# REGIONAL LIGHT RAIL CONNECTION



0.2 MILES FROM THE OFFERING TO LYNNWOOD CITY STATION

28 MIN  
TO  
DOWNTOWN SEATTLE



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An aerial photograph of a commercial development. In the foreground, there are several large, single-story commercial buildings with flat roofs, surrounded by extensive parking lots filled with cars. A multi-lane road runs horizontally across the middle of the image. In the background, a large, elevated highway bridge spans across the scene, with a train visible on it. The surrounding area is a mix of green trees and other commercial buildings. The sky is clear and blue.

# Marcus & Millichap

BROWN RETAIL GROUP

SEATTLE | PORTLAND | BOISE

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