

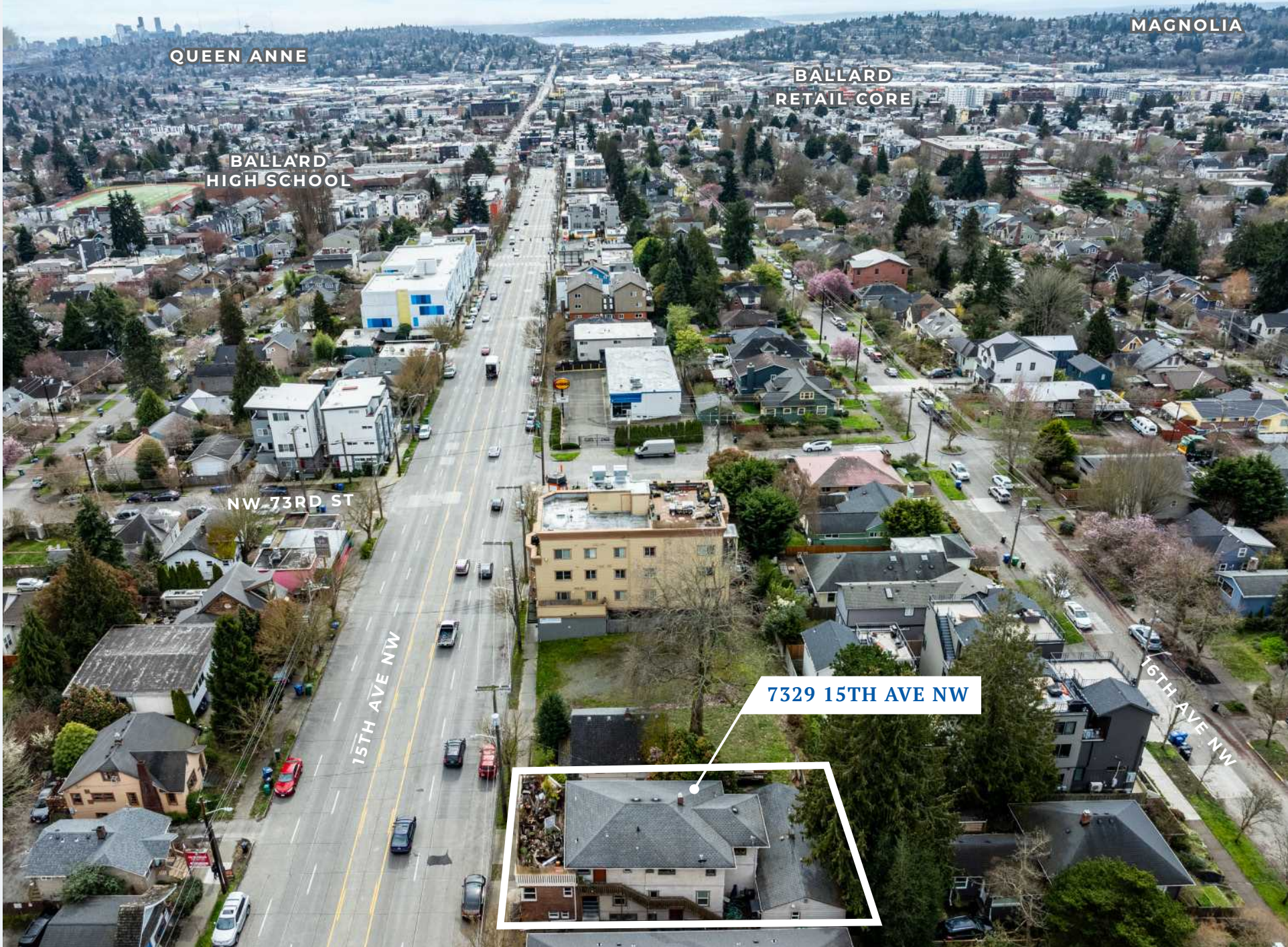
Ballard 7

A VALUE-ADD INVESTMENT OPPORTUNITY



**WESTLAKE
ASSOCIATES**

7329 15TH AVENUE NW
SEATTLE, WA 98117



QUEEN ANNE

BALLARD
HIGH SCHOOL

BALLARD
RETAIL CORE

MAGNOLIA

NW 73RD ST

15TH AVE NW

16TH AVE NW

7329 15TH AVE NW





ASSET SUMMARY

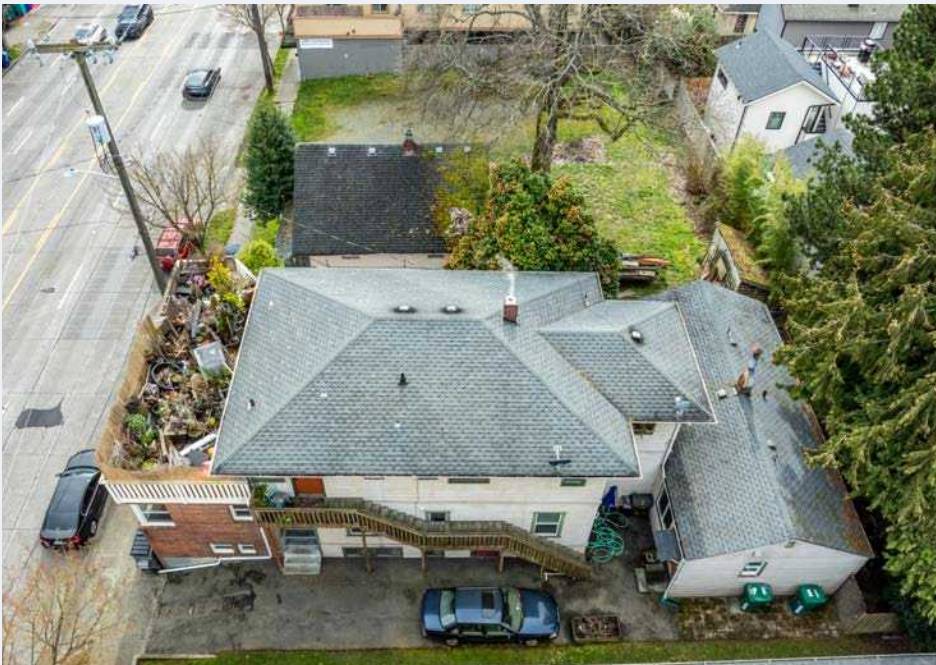
Ballard 7

7329 15TH AVENUE NW
SEATTLE, WA 98117

PRICE: \$1,475,000

| | |
|-----------------|----------------------|
| COUNTY | King |
| MARKET | Seattle - Ballard |
| APN# | 751850-0770 |
| ZONING | NC2-55 (M) |
| LOT SIZE | 4,403 SF 0.10 AC |
| YEAR BUILT | 1912 |
| # OF BUILDINGS | 1 |
| # OF STORIES | 2 |
| # OF UNITS | 7 |
| GROSS BUILDING | 4,660 SF |
| NET RENTABLE SF | 3,932 SF (approx.) |
| EXTERIOR | Wood Frame / Brick |
| HEAT | Electric / Hot Water |
| ROOF | Pitched Composition |
| LAUNDRY | Common |
| PARKING | Surface / Street |





Westlake Associates, Inc. is pleased to present the Ballard 7 Apartments, a value-add multifamily investment opportunity in the heart of Ballard.

The Ballard Seven is a 7-unit apartment complex located just blocks from Ballard High School. The property unit mix consists of (1) Studio, (3) 1 bedroom/1bath and (3) 2 bedroom/1bath apartments. One 2 bedroom apartment is 1,100 sf and features a large rooftop terrace. The apartment interiors have been diligently maintained by the current ownership, which includes recent plumbing and electrical upgrades. This offering presents an investor with a cash-flow positive investment on day 1 with a simple value add path to an above market cash on cash return. The property has historically low vacancy and the current rents are within 10% of market rates which offers an attractive risk profile for an investor.

THE VALUE-ADD

Current ownership does not charge the tenants for a utility fee. In the Ballard submarket, it is customary for tenants to pay for their share of utility usage. Implementing a reasonable \$75/mo. fee for the Studio/1 bedrooms and \$100/mo. for the 2-bedroom apartments could raise the NOI by \$7,200 and yield an investor over a 7% cash on cash return. This would be considered an affordable request compared to the surrounding rental market.

LOCATION

The Ballard Seven is located in a very favorable location for the urban dweller. The property is steps from local hot spots like Delancey Pizzeria, Un Bien, and Thunderbird Tavern. It is situated on a major bus line that is a practical amenity for current and future residents. The location provides direct proximity to city life while in a family-oriented neighborhood. With easy access to South Lake Union and downtown Seattle, the location appeals to renters seeking both neighborhood character and a short urban commute.



UNIT SUMMARY MIX

| # OF UNITS | UNIT TYPE | AVG SF | CURRENT | PROFORMA |
|----------------|--------------------|-----------------|-------------------|-------------------|
| 1 | STUDIO | 300 | \$1,250 | \$1,300 |
| 2 | 1 BD 1 BA | 450 | \$1,305 - \$1,325 | \$1,400 |
| 1 | 1 BD 1 BA - Reno | 450 | \$1,600 | \$1,600 |
| 2 | 2 BD 1 BA | 650 | \$1,678 - \$1,850 | \$1,750 - \$1,850 |
| 1 | 2 BD 1 BA - L | 1,100 | \$2,485 | \$2,600 |
| 7 UNITS | | 4,050 SF | \$11,425 | \$11,900 |

RENT ROLL

| UNIT # | UNIT TYPE | SF | CURRENT | PSF | PROFORMA | PSF |
|----------------|--------------------|-----------------|-----------------|---------------|-----------------|---------------|
| 1 | 2 BD 1 BA - L | 1,100 | \$2,485 | \$2.26 | \$2,600 | \$2.36 |
| 2 | 1 BD 1 BA | 450 | \$1,325 | \$2.94 | \$1,400 | \$3.11 |
| 3 | 1 BD 1 BA - Reno | 450 | \$1,600 | \$3.56 | \$1,600 | \$3.56 |
| 4 | 2 BD 1 BA | 650 | \$1,850 | \$2.84 | \$1,850 | \$2.84 |
| 5 | 2 BD 1 BA | 650 | \$1,630 | \$2.51 | \$1,750 | \$2.69 |
| 6 | 1 BD 1 BA | 450 | \$1,285 | \$2.86 | \$1,400 | \$3.11 |
| 7 | Studio | 300 | \$1,250 | \$4.17 | \$1,300 | \$4.33 |
| 7 UNITS | | 4,050 SF | \$11,425 | \$3.02 | \$11,900 | \$3.14 |



FINANCIAL SUMMARY

PRICE ANALYSIS

PRICE **\$1,475,000**

| | |
|-----------------------|-----------|
| Number of Units: | 7 |
| Price per Unit: | \$210,714 |
| Price per Net RSF: | \$373 |
| Current GRM: | 10.62 |
| Current Cap: | 6.50% |
| ProForma GRM: | 9.79 |
| ProForma Cap: | 7.07% |
| Year Built: | 1912 |
| Approximate Lot Size: | 4,403 SF |
| Approximate Net RSF: | 3,932 SF |

PROPOSED FINANCING

| | |
|--------------------|-------------|
| First Loan Amount: | \$1,106,250 |
| Down Payment: | \$368,750 |
| % Down: | 25% |
| Interest Rate: | 5.5% |
| Term: | 5 Years |
| Amortization: | 30 Years |
| Annual Payment: | \$75,374 |
| Monthly Payment: | \$6,281 |

INCOME

| | CURRENT | PROFORMA |
|---------------------------------|------------------|------------------|
| Scheduled Rent Income | \$11,425 | \$11,800 |
| + Laundry Income | \$150 | \$150 |
| + WSG Bill Back | \$0 | \$600 |
| Scheduled Monthly Income | \$11,575 | \$12,550 |
| Annual Scheduled Income | \$138,900 | \$150,600 |

EXPENSES

| | CURRENT | PROFORMA |
|-----------------------------|-----------------|-----------------|
| Taxes | \$13,467 | \$13,467 |
| Insurance | \$2,800 | \$2,800 |
| Utilities W/S/G/E | \$13,688 | \$13,688 |
| Maintenance / Repairs | \$7,124 | \$7,124 |
| Reserves | \$1,750 | \$1,750 |
| Total Expenses | \$38,829 | \$38,829 |
| Expenses per Unit | \$5,547 | \$5,547 |
| Expenses per Net RSF | \$9.83 | \$9.83 |

OPERATING DATA

| | CURRENT | | PROFORMA | |
|-------------------------------|------------------|--------------|------------------|--------------|
| Scheduled Gross Income | \$138,900 | | \$150,600 | |
| Less Physical Vacancy | -\$4,167 | 3.00% | -\$7,530 | 5.00% |
| Gross Operating Income | \$134,733 | | \$143,070 | |
| Less Total Expenses | -\$38,829 | 27.95% | -\$38,829 | 25.78% |
| Net Operating Income | \$95,904 | | \$104,241 | |
| Less Loan Payments | -\$75,374 | | -\$75,374 | |
| Pre-Tax Cash Flow | \$20,530 | 5.57% | \$28,867 | 7.83% |
| Debt Service Coverage Ratio | 1.27 | | 1.38 | |
| Plus Principal Reduction | \$14,902 | | \$14,902 | |
| Total Return Before Taxes | \$35,432 | 9.61% | \$43,769 | 11.87% |



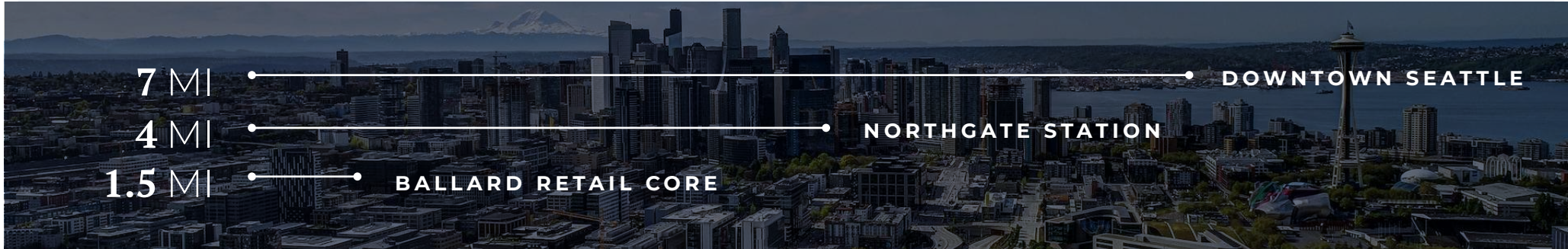




PHOTOS | EXTERIOR



SITE AMENITIES & DEMOGRAPHICS



SCHOOLS & SERVICES

- Ballard High School
- Ballard Pool
- Fire Station 18
- Swedish Hospital
- Salmon Bay K-8 School
- Salmon Bay Park
- Loyal Heights Playfield
- Woodland Park & Zoo
- West Woodland Elementary
- Gilman Playground



SHOPPING

- Safeway
- Town & Country Market
- Trader Joe's
- PCC Community Market
- QFC
- Goodwill
- Grocery Outlet
- Metropolitan Market
- Fred Meyer
- Scandinavian Specialties



FOOD & DRINK

- Un Bien
- Lacuadra Tacos
- Pho Vietnam
- Thunderbird Tavern
- Tangerine Thai
- Tarasco Restaurant
- A Lamb's Quandry
- Delancey
- The Pantry
- Mabel
- Rosellini's Fine Cakes
- Cafe Munir
- Larsen's Bakery
- Sopranos Pizza & Pasta
- The Barking Dog Alehouse
- Umami Ballard
- Blazing Grill
- El Camion
- MIGAKU

POPULATION

| | 1 - MILE | 3 - MILE | 5 - MILE |
|---------------------------|----------|----------|----------|
| Total Population | 37,799 | 249,061 | 491,663 |
| Growth 2024 - 2029 (est.) | 2.55% | 1.01% | 1.59% |
| Median Age | 39.7 | 37.8 | 38.5 |

HOUSEHOLDS & INCOME

| | 1 - MILE | 3 - MILE | 5 - MILE |
|-------------------------|-----------|-----------|-----------|
| Total Households | 19,071 | 114,679 | 239,861 |
| Median HH Income | \$115,830 | \$113,778 | \$110,807 |
| Renter Occupied Housing | 58.13% | 55.28% | 59.99% |



BALLARD

Ballard is one of Seattle's most sought-after areas, a small, maritime-based neighborhood; tucked away in an inlet on the Pacific coast. The neighborhood has been booming in recent years - known for being a hip waterfront neighborhood with trendy restaurants, shops, bars and craft breweries centered on historic Ballard Avenue. Boasting an almost perfect Walk Score of 98, the location is ideal for a vast array of future residents, with many transit options nearby.

Historically, Ballard is the traditional center of Seattle's Scandinavian seafaring community, who were drawn to the area for its salmon fishing opportunities. In recent years, the proportion of Scandinavian residents have decreased over the years, but the neighborhood is still proud of its heritage. Ballard is home to the National Nordic Museum, which celebrates both the community of Ballard and the local Scandinavian history. Each year the community celebrates the Ballard Seafood Fest and Norwegian Constitution Day.

Ballard's exceptional location is surrounded by water and its rich maritime history has transformed the neighborhood into a diverse recreation destination. Major neighborhood attractions include Fisherman's Terminal and the Ballard Locks, which link the Puget Sound with Lake Union and Lake Washington. Beach fans benefit from Ballard's proximity to Golden Gardens, an 87-acre beach-front park off the Puget Sound. Hailed as one of the most beautiful beaches in the northwest, Golden Gardens offers stunning views of the Puget Sound and Olympic Mountains.

Ballard is a great combination of low-density, quiet leafy streets, high-density living, a bustling Old Town center plus some great outdoor spaces. Restaurant highlights include handcrafted pizza, grilled meats, made-to-order tortillas, Italian classics, and great seafood. The industrial district has become Seattle's hotbed for craft beer, locally known as the Ballard Brewery District. There are among a dozen or so breweries within easy walking distance of one another. On Sundays, Ballard Avenue transforms into Ballard Farmers Market, where vendors sell Washington-made produce and crafts.



BROKER CONTACT

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Since 1975, Westlake Associates, Inc. has been the premier provider of commercial real estate brokerage services in the Puget Sound Region.

Our unsurpassed commitment to creating and preserving our clients' real estate investment wealth has resulted in thousands of successful transactions and a long history of repeat business and client referrals. Westlake currently has 25 brokers.

The professionals at Westlake Associates collaboratively work with clients to develop customized, creative solutions designed to maximize investment returns.

We've built a strong foundation of experience in Investment Property Sales, Commercial Leasing, Property Management, and comprehensive real estate services over our 50-year history. We operate as a team and leverage each other's resources and experience to provide the highest level of client services.

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- + COMMERCIAL BROKERS ASSOCIATION (CBA)
- + NORTHWEST MULTIPLE LISTING SERVICES (NWMLS)
- + LOOPNET NATIONAL LISTING SERVICES
- + COSTAR COMMERCIAL REAL ESTATE DATA & NATIONAL LISTING
- + COMMERCIAL REAL ESTATE EXCHANGE, INC. (CREXI)
- + WASHINGTON STATE REALTORS ASSOCIATION (WSMA)



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