

Marcus & Millichap

BROWN RETAIL GROUP

SEATTLE | PORTLAND | BOISE

KENNEWICK VILLAGE

101 Vista Way, Kennewick, WA 99336

RARE VALUE-ADD SHOPPING CENTER FEATURING BELOW MARKET RENTS, SHORT TERM LEASES AND ATTRACTIVE SELLER FINANCING LOCATED DIRECTLY ON HWY 395 IN RAPIDLY GROWING TRI-CITIES MSA, WA



**ATTRACTIVE SELLER
FINANCING AVAILABLE!**

11.86% Cash-on-cash return achievable with seller financing at a 4.00% interest rate and 70% loan to value

ACTUAL PROPERTY PHOTO



THE OFFERING

101 - 135 Vista Way, Kennewick, WA 99336
34 – 112, 118 – 132 Vista Way, Kennewick, WA 99336
2630 W Bruneau Pl, Kennewick, WA 99336

Marcus & Millichap's Brown Retail Group has been selected to exclusively market for sale **Kennewick Village, a value-add retail shopping center located in rapidly growing Kennewick, WA.** The property is 99% occupied and is spread across 11 tax parcels. Over 47% of the GLA operates on month-to-month Modified Gross leases, with the majority of remaining tenants on short-term leases with no options. The average base rent at the property is \$12.49/SF MG, with market rents achievable in the \$13-\$15/SF NNN range, providing an investor the opportunity to increase their cap rate to above an 11% cap rate through rent increases and converting lease types to NNN. Attractive seller financing is available at a 4.00% interest rate, 70% loan-to-value, and a 5-year term, providing a cash-on-cash return of 11.86% in Year 1. The separate tax parcels enable a parcelization strategy for enhanced returns, while a cost segregation study projects nearly \$2.1 million in first-year bonus depreciation benefits. Over 56% of the GLA is leased by tenants that have been at the property for over 5 years. The property is grocery anchored and is located across the street from Highlands Center (top 7% nationally, 1.5M annual visitors, per Placer.ai) and Kennewick Plaza (top 4% nationally, 2.0M annual visitors, per Placer.ai). The tenants are a mix of grocery, restaurant, service and daily needs retailers, providing diversification. The Property is located on Hwy 395 (35,700+ VPD) and near both W Clearwater Ave (22,000+ VPD) and SR 240 (44,000+ VPD), providing easy access to the property and excellent visibility. Within a 5-mile radius, the population has increased nearly 6% since 2020 and houses roughly 175,000 residents, with the population projected to grow another 4% in the next five years. Washington State offers the added benefit of being an income tax free state, enhancing investor returns and providing a tax efficient investment environment.

PRICE: \$9,000,000
CAP RATE: 7.57%
CASH-ON-CASH RETURN: 11.86%*

*11.86% Cash-on-cash return achievable with seller financing at a 4.00% interest rate and 70% loan to value

SITE DESCRIPTION

NOI	\$681,124	Lot Size	5.19 Acres
Price/SF	\$109	Year Built	1950-1959
GLA	82,864 SF	Number of Suites	36 Suites
# of Parcels	11 Parcels	Occupancy	99%



ACTUAL PROPERTY PHOTO

KENNEWICK VILLAGE SUMMARY AS OF JULY 2026

TENANT NAME	SUITE	SF	% BLDG SHARE	LEASE FROM	LEASE TO	RENT/SF	RENT/MONTH	RENT/YEAR	LEASE TYPE	EXP REIMB.
David Alvarez	34 Vista Way	1,241	1.5%	7/20	MTM	\$0.07	\$89	\$1,028	Open	-
Artistic Apparel and Home Apparel	50 Vista Way	1,340	1.6%	8/20	MTM	\$0.05	\$200	\$2,400	Open	-
Highland Organic Market	57 Vista Way	1,500	1.8%	8/19	12/19	\$0.06	\$1,500	\$18,000	Open	-
The Dance Connection	58 Vista Way	1,500	1.8%	8/19	MTM	\$0.06	\$1,500	\$18,000	Open	-
El Yaguales, LLC	57 Vista Way	2,200	2.7%	8/24	12/27	\$0.08	\$2,000	\$24,000	Open	-
Liam N. Terrell	58 Vista Way	800	1.0%	7/25	12/27	\$0.05	\$150	\$1,800	Open	-
A Green Touch of Africa, LLC	778 Vista Way	478	0.6%	7/25	12/27	\$0.08	\$88	\$1,056	Open	-
The Mad Place (July 2)						\$0.05	\$1,000	\$12,000	Open	-
Thomas Oudens						\$0.06	\$1,000	\$12,000	Open	-
Arnoldo Carr						\$0.05	\$1,000	\$12,000	Open	-
Yang Sun II						\$0.04	\$1,000	\$12,000	Open	\$500
Seamus Brady - Carma Trade	104 Vista Way	800	1.0%	8/22	8/27	\$0.05	\$150	\$1,800	Open	-
Henry Terrell, Vanessa Long II	128 Vista Way	800	1.0%	8/19	MTM	\$0.05	\$150	\$1,800	Open	\$200
Benson Furniture	57 Vista Way	6,475	8.0%	7/19	MTM	\$0.08	\$1,200	\$14,400	Open	-
Joe Aulis II	124 Vista Way	800	1.0%	7/25	MTM	\$0.05	\$800	\$9,600	Open	-
Shugan Zhai Therapeutic Massage II	124 Vista Way	800	1.0%	8/24	12/27	\$0.05	\$150	\$1,800	Open	\$500
Shugan Zhai Therapeutic Massage III	128 Vista Way	1,000	1.2%	12/24	12/27	\$0.05	\$1,000	\$12,000	Open	-
CLT Architects, PLLC	128 Vista Way	2,100	2.6%	7/19	MTM	\$0.06	\$1,000	\$12,000	Open	-
Patricia Lee of Shook II	50 Vista Way	1,000	1.2%	8/27	MTM	\$0.05	\$1,000	\$12,000	Open	\$200
Chop Chop Restaurant	57-A, 58 Vista Way	4,800	6.0%	8/19	MTM	\$0.02	\$1,800	\$21,600	Open	-

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KENNEWICK VILLAGE SUMMARY AS OF JULY 2026

TENANT NAME	SUITE	SF	% BLDG SHARE	LEASE FROM	LEASE TO	RENT/SF	RENT/MONTH	RENT/YEAR	LEASE TYPE	EXP REIMB.
High Caliber Tattoo	102A, 102B Vista Way	2,800	3.5%	12/19	MTM	\$0.05	\$1,000	\$12,000	Open	-
Richard's Italian Hair Salon II	52 Vista Way	1,500	1.8%	8/25	8/27	\$0.05	\$1,000	\$12,000	Open	\$500
Supernova, LLC	105-C, 105-A, 105-F Vista Way	6,076	7.6%	7/22	8/27	\$0.07	\$1,400	\$16,800	Open	-
Village Tavern	200-A N. Dennis	1,800	2.2%	8/24	8/27	\$0.05	\$1,000	\$12,000	Open	-
Wellbeing, LLC	200-C&D N. Dennis	1,800	2.2%	8/24	12/27	\$0.05	\$1,000	\$12,000	Open	-
Bonus Commercial Group	200-E, 200-F N. Dennis	1,200	1.5%	8/22	8/27	\$0.05	\$1,000	\$12,000	Open	-
Wellbeing, LLC	200-G&H N. Dennis	1,800	2.2%	8/22	12/27	\$0.05	\$1,000	\$12,000	Open	-
Hugh and Family						\$0.05	\$1,000	\$12,000	Open	-
Paloma Office						\$0.05	\$1,000	\$12,000	Open	-
West Coast Screen Printing & Embroidery II	101 Vista Way	2,700	3.4%	7/20	MTM	\$0.05	\$1,000	\$12,000	Open	\$1,000
Vicini	200 N. Dennis	800	1.0%			\$0.05	\$0	\$0	Open	-
Dark Stone - Jennifer Lopez	58 Vista Way	2,000	2.5%	8/22	MTM	\$0.05	\$1,000	\$12,000	Open	-
Bonnie Woodford & Anne Smith II	105-B Vista Way	1,000	1.2%	8/22	8/27	\$0.04	\$1,000	\$12,000	Open	\$500
Tax Center Plus	50 Vista Way	1,000	1.2%	8/22	MTM	\$0.05	\$500	\$6,000	Open	-
Joshua Boehler	763 Vista Way	1,000	1.2%	8/19	MTM	\$0.05	\$1,000	\$12,000	Open	-
Southwest Photography II	52 Vista Way	1,500	1.8%	7/25	MTM	\$0.05	\$1,000	\$12,000	Open	-
Total		65,000				\$0.05	\$1,000	\$12,000		\$4,200

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KENNEWICK VILLAGE OPERATING STATEMENT

Income	Year 1	Per SF	Notes
Scheduled Base Rental Income	\$70,000	\$1.00	
Expense Reimbursement Income			
Utility Reimbursement	\$1,200	\$0.02	
Total Reimbursement Income	\$1,200	\$0.02	
Storage Income	\$10	\$0.00	
Effective Gross Revenue	\$71,210	\$0.99	
Operating Expenses	\$48,700	\$0.68	
Operating Profit	\$22,510	\$0.32	
Management Fee	\$1,500	\$0.02	
Total Expenses	\$50,200	\$0.70	
Expenses as % of EGR	70.5%		
Net Operating Income	\$21,010	\$0.29	

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THE HIGHLIGHTS

VALUE-ADD OPPORTUNITY – PRO FORMA 11.06% CAP RATE (BELOW MARKET RENTS)

Kennewick Village is a 99% occupied retail center property spread across 11 tax parcels. Over 47% of the GLA of the property is operating on month-to-month Modified Gross (MG) leases with the remaining tenants operating on leases with between one and five years of lease term remaining. Only one tenant has an option to extend its lease. The average base rent at the property is currently \$12.49/SF MG, with market rents achievable in the \$13-\$15/SF NNN range. An investor has numerous opportunities to increase value over the length of their ownership including through filling the one vacancy, increasing tenants' rents to market, and converting Modified Gross leases to NNN. If an investor were to convert all tenants to NNN market rents upon lease expirations, they have the opportunity to increase their cap rate to above an 11% cap rate.

ATTRACTIVE SELLER FINANCING AVAILABLE (11.86% CASH-ON-CASH RETURN IN YEAR 1)

The Seller is willing to provide seller financing at a 4.00% interest rate, a rate that is aggressively more favorable than conventional rates in the current market. The seller financing offered features a 4% interest rate, 70% loan-to-value, and a 5-year term. This financing option provides a cash-on-cash return of 11.86% in Year 1.

PARCELIZATION STRATEGY AVAILABLE W/ ELEVEN SEPARATE TAX PARCELS

The Property features eleven separate tax parcels in four different sections, with parcels along Hwy 395, Vista Way, and W Bruneau Pl, providing an investor with an opportunity to sell separate tax parcels on an individual basis or in groups to increase returns.

\$2.1 MILLION IN TAX SAVINGS YEAR ONE WITH BONUS DEPRECIATION

The Property offers an exceptional tax advantage through a professional engineering-based cost segregation study, projecting nearly \$2.1 million in first-year bonus depreciation in 2026, assuming a 20% land allocation. This provides an investor with a highly attractive tax benefit to maximize after-tax returns. See page 13 for further details.

99% OCCUPIED RETAIL CENTER WITH STRONG HISTORICAL OCCUPANCY

The property is 99% occupied and over 56% of the GLA is leased by tenants that have been at the property for over 5 years, showing strong commitment to the site.



SHADOW ANCHORED BY HIGH-TRAFFIC, NATIONALLY TOP 4% AND TOP 7% RANKED RETAIL STRIP CENTERS

The property is located across the street from Highlands Center (anchored by REI, CVS, and Gold's Gym), which receives over 1.5M annual visitors and is ranked in the top 7% of all retail strip/convenience centers nationwide, and is located one block from Kennewick Plaza (anchored by Ross, Dollar Tree, Harbor Freight, Ace Hardware and Pet Supplies Plus), which receives over 2.0M annual visitors and is ranked in the top 4% of all retail strip/convenience centers nationwide, per Placer.ai, providing continuous traffic flow and visibility for Kennewick Village.

GROCERY ANCHORED WITH DIVERSE, SERVICE AND DAILY NEEDS ORIENTED TENANT MIX

The property features multiple grocers, Highland Organic Market, SM Produce for Less, and East Africa Grocery Halal & Butcher; providing a consistent customer draw; and is occupied with a mix of grocery, restaurant, service and daily needs retailers offering a diversified income stream.

HIGH-TRAFFIC, HIGH-VISIBILITY LOCATION WITH AMPLE PARKING AND EASY INGRESS/EGRESS

The Property is located on Hwy 395 (35,700+ VPD) the main north-south highway and arterial through Kennewick and near both W Clearwater Ave (22,000+ VPD) and SR 240 (44,000+ VPD), two main east-west arterials through Kennewick providing easy access to the property and excellent visibility. Additionally, the property features ample parking and is accessible from Hwy 395 and Vista Way (W Clearwater Ave becomes Vista Way), providing easy ingress/egress.

DYNAMIC RETAIL TRADE AREA

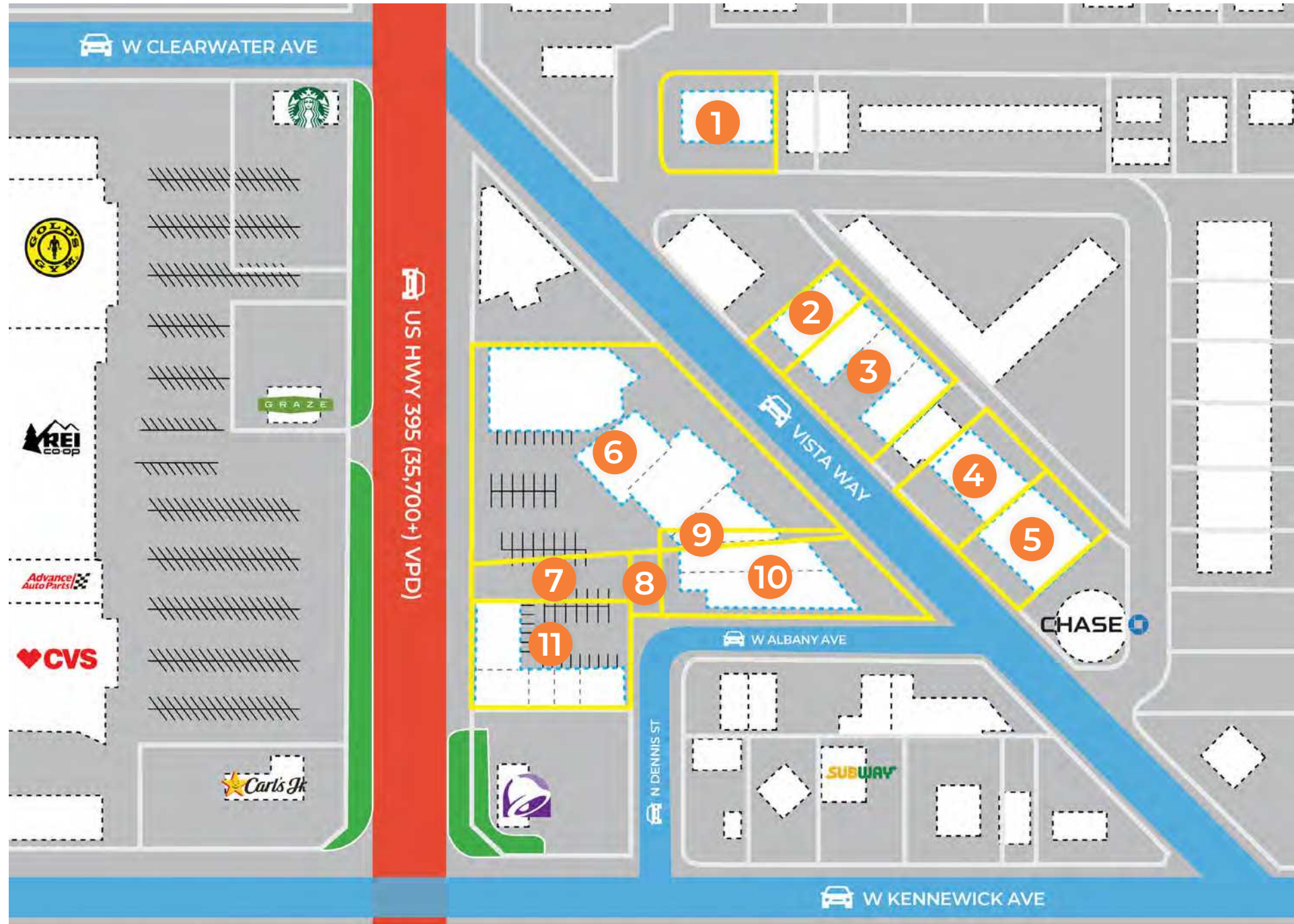
The property is nearby numerous national and regional retailers including REI, Ross, Harbor Freight, Ace Hardware, Gold's Gym, Chase Bank, Starbucks, Carl's Jr, Panda Express, McDonald's, CVS, Taco Bell, and more.

DENSE, HIGH-POPULATION GROWTH MARKET

Within a 5-mile radius, the population has increased by nearly 6% since 2020 and houses roughly 175,000 residents. The population is projected to grow by an additional 4% over the next five years, fueling future demand and tenant success.

INCOME TAX FREE STATE

Washington State offers the added benefit of being an income tax free state, enhancing investor returns and providing a tax efficient investment environment.



Any property descriptions, artwork, renderings, tables, site plans, land surveys, registry plans, zoning plans, maps, aerial depictions, or any other related information or descriptions, as set forth herein, have been included for illustrative purposes only and should not be relied upon when performing due diligence or making any investment decisions.

Address / Parcel Number

- 1** 2630 W Bruneau Pl, Kennewick, WA 99336
APN: 102892050000001
- 2** 130 - 132 Vista Way, Kennewick, WA 99336
APN: 102892060000004
- 3** 118 - 122 Vista Way, Kennewick, WA 99336
APN: 102892060000005
- 4** 108 - 112 Vista Way, Kennewick, WA 99336
APN: 102892080000017
- 5** 34 - 100 Vista Way, Kennewick, WA 99336
APN: 102892080000011
- 6** 117 - 135 Vista Way, Kennewick, WA 99336
APN: 102892040000021
- 7** N/A (Parking Lot)
APN: 102892080000004
- 8** N/A (Parking Lot)
APN: 102892080000003
- 9** 107 Vista Way, Kennewick, WA 99336
APN: 102892040000022
- 10** 101 Vista Way, Kennewick, WA 99336
APN: 102892080000001
- 11** 203 - 209 N Dennis St, Kennewick, WA 99336
APN: 102892080000016

Cost Segregation

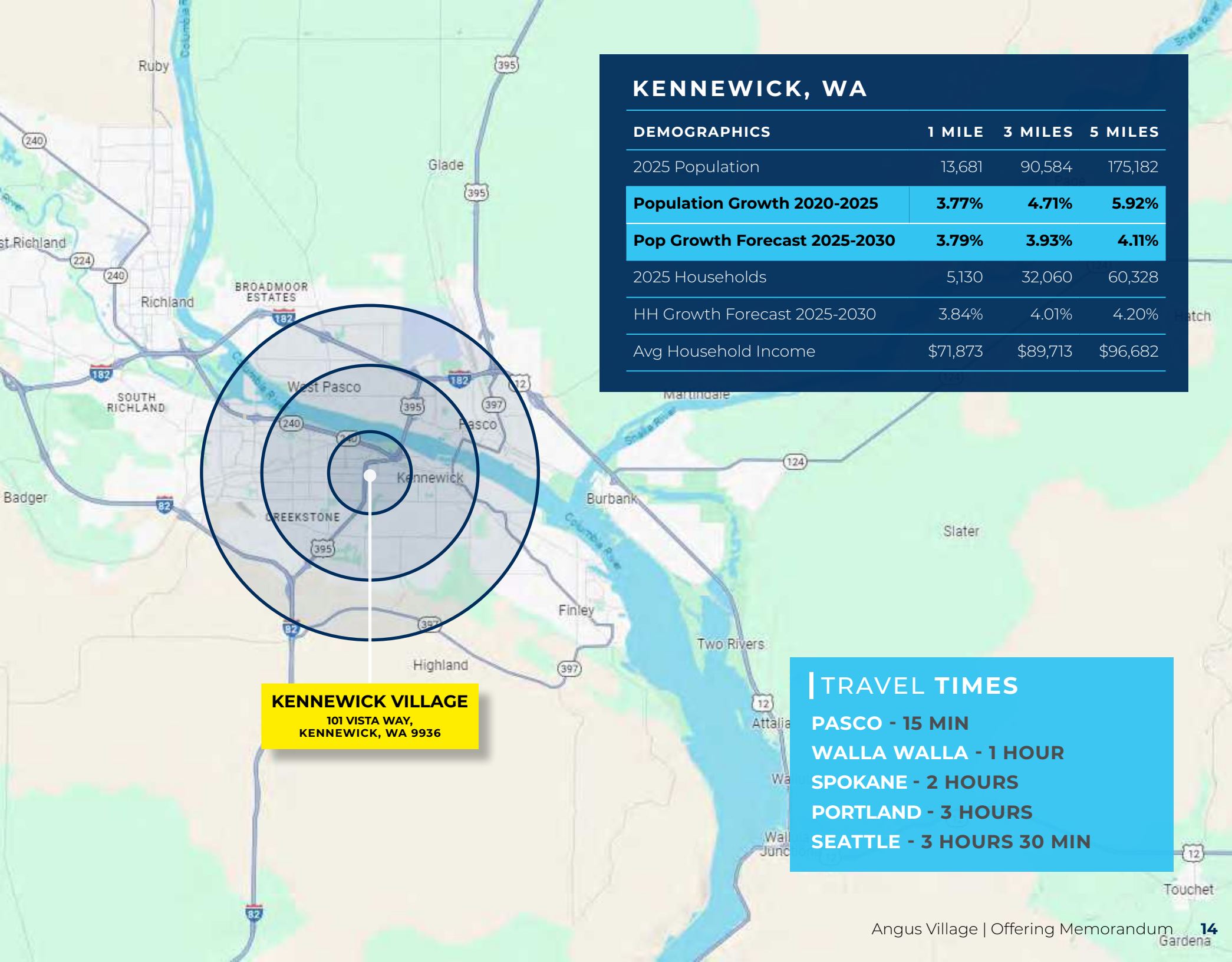
	Benefits of a Cost Segregation Study	Without Cost Segregation
2026	\$ 2,099,077	\$ 115,385
2027	\$ 132,923	\$ 184,615
2028	\$ 132,923	\$ 184,615
2029	\$ 132,923	\$ 184,616
2030	\$ 132,923	\$ 184,615
5 Years with ETS Cost Seg		Without Cost Seg
	\$ 2,630,769	\$ 853,846

***This is a high level estimate of depreciation and is for demonstration purposes only.

Purchase: \$9,000,000.00 | Basis: \$7,200,000.00 | Land: \$1,800,000.00 | Bonus: 100%
PIS Date: 5/1/2026 | Asset Life: 39 Year | Bldg Type: Retail



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KENNEWICK, WA

DEMOGRAPHICS	1 MILE	3 MILES	5 MILES
2025 Population	13,681	90,584	175,182
Population Growth 2020-2025	3.77%	4.71%	5.92%
Pop Growth Forecast 2025-2030	3.79%	3.93%	4.11%
2025 Households	5,130	32,060	60,328
HH Growth Forecast 2025-2030	3.84%	4.01%	4.20%
Avg Household Income	\$71,873	\$89,713	\$96,682

TRAVEL TIMES

PASCO - 15 MIN
WALLA WALLA - 1 HOUR
SPOKANE - 2 HOURS
PORTLAND - 3 HOURS
SEATTLE - 3 HOURS 30 MIN

TRI-CITIES, WA

TRI-CITIES, WASHINGTON

Located in the southwestern portion of Washington state, the Tri-Cities of Kennewick, Pasco and Richland are within 225 miles of Seattle and Portland via Interstate 82. The metro is composed of Benton and Franklin counties. Favorable demographics including a median household income above the U.S. average and expected population growth of more than 31,400 people over the next five years aid commercial real estate in the region. The Columbia, Yakima and Snake rivers provide an array of recreational activities amid the area's pleasant climate, adding to the quality of life as well.

METRO HIGHLIGHTS

- The Department of Energy is a main employer in the area due to the vast Hanford Site, Pacific Northwest National Laboratory and many other affiliated programs that attract highly skilled and educated engineers, scientists and researchers.
- Thanks to the importance of skilled and educated workers the Tri-Cities is home to many institutions of higher learning. Washington State University Tri-Cities, Columbia Basin College, Tri-Tech Skills Center and Charter College help provide an educated workforce.
- The area is also home to a large agricultural sector. Crops including wheat, potatoes, apples, cherries and grapes thrive in the conducive weather. Major employers include Lam Weston, Tyson Foods, and Broetje Orchards.



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