

3802 South Cedar Street



SHERWIN-WILLIAMS

5-YEAR EXTENSION

3802 S Cedar St, Tacoma, WA 98409
CONFIDENTIAL OFFERING MEMORANDUM





OFFERED EXCLUSIVELY BY

RJ VARA

Senior Vice President
206.584.6195
rvara@northmarq.com
License: WA 135292

MICHAEL BABICZ

Associate Vice President
425.449.9284
mbabicz@northmarq.com
License: WA 21032705

KEVIN ADATTO

License: WA 21038208

DEBT & EQUITY

STUART OSWALD

Managing Director
425.974.1005
soswald@northmarq.com

JACK BELL

Associate Producer
425.974.1058
jbell@northmarq.com

Northmarq

130 Nickerson St, Suite 200
Seattle, WA 98109

northmarq.com

CONFIDENTIALITY AND RESTRICTED USE AGREEMENT

This Confidential Offering Memorandum ("COM") is provided by Northmarq, solely for your consideration of the opportunity to acquire the commercial property described herein (the "Property"). This COM may be used only as stated herein and shall not be used for any other purpose, or in any other manner, without prior written authorization and consent of Northmarq.

This COM does not constitute or pertain to an offer of a security or an offer of any investment contract. This COM contains descriptive materials, financial information and other data compiled by Northmarq for the convenience of parties who may be interested in the Property. Such information is not all inclusive and is not represented to include all information that may be material to an evaluation of the acquisition opportunity presented. Northmarq has not independently verified any of the information contained herein and makes no representations or warranties of any kind concerning the accuracy or completeness thereof. All summaries and discussions of documentation and/or financial information contained herein are qualified in their entirety by reference to the actual documents and/or financial statements, which upon request may be made available. An interested party must conduct its own independent investigation and verification of any information the party deems material to consideration of the opportunity, or otherwise appropriate, without reliance upon Northmarq.

The Property may be financed or withdrawn from the market without notice, and its owner(s) reserve(s) the right to negotiate with any number of interested parties at any time. The Property is offered and sold by its owner(s) as is, where is, and with all faults, without representation or warranty of any kind except for any customary warranties of title.

BY ACCEPTING THIS COM, YOU AGREE THAT: (1) all information contained herein, and all other information you have received or may hereafter receive from Northmarq relating to the Property, whether oral, written or in any other form (collectively, the "Information"), is strictly confidential; (2) you will not copy or reproduce, and claim as your own without attribution to Northmarq, all or any part of this COM or the Information; (3) upon request by Northmarq at any time, you will return and/or certify your complete destruction of all copies of this COM and the Information; (4) for yourself and all your affiliates, officers, employees, representatives, agents and principals, you hereby release and agree to indemnify and hold harmless Northmarq all of its affiliates, officers, employees, representatives, agents and principals, from and with respect to any and all claims and liabilities arising from or related to the receipt or use of this COM and/or any other Information concerning the Property; (5) you will not provide this COM or any of the Information to any other party unless you first obtain such party's acceptance and approval of all terms, conditions, limitations and agreements set forth herein, as being applicable to such party as well as to you; and (6) monetary damages alone will not be an adequate remedy for a violation of these terms and that Northmarq shall be entitled to equitable relief, including, but not limited to, injunctive relief and specific performance, in connection with such a violation and shall not be required to post a bond when obtaining such relief.

TABLE OF CONTENTS

SECTION 1	Executive Overview	4
SECTION 2	Financial Summary	9
SECTION 3	Property Summary	12
SECTION 4	Market Overview	14



BRIDGE TACOMA 2MM



 1 GRADE LEVEL
2 DOCK-HIGH

Investment Overview

Northmarq is pleased to present the offering of 3802 South Cedar Street in Tacoma, Washington. This versatile asset features a unique configuration that pairs high-visibility, street-facing retail with functional industrial space, supporting a diverse range of storage, workspace, and back-of-house operations. The flexibility of the building's layout enhances tenant usability and broadens the potential occupant pool, ensuring long-term leasing stability and adaptability to market trends.

The Offering presents a prime opportunity for both investors and owner-users to acquire a highly functional retail-industrial asset within one of the South Puget Sound's most active commercial corridors. Anchored by Sherwin-Williams, which has occupied the site since 1996, the property provides a stable income foundation with significant value-add potential through the stabilization of its remaining vacant suites.

Offering Price: \$4,955,000


Price Per SF: \$164.82

Total Rentable Area: 30,063 SF

Current Occupancy: 60.30%

Immediate Available Space: 11,942 SF

DOWNTOWN TACOMA
4.8 miles | 8 min

 **I-5**
±203,000 VPD

COSTCO
WHOLESALE

MEN'S WEARHOUSE

JARED
JEWELERS


INTERSTATE
5

BIG 5
SPORTING GOODS

ROSS
DRESS FOR LESS®

Michaels

BevMo!

 **S 38TH STREET**
±24,930 VPD

THE OFFERING

105% DAYTIME POPULATION SURGE
An influx of over 27,000 individuals within a 1-mile radius drives consistent consumer demand.

Investment Highlights



LONG-TERM CREDIT STABILITY
Home to an established national credit tenant with a proven 30-year operational history, recently renewed for 5 years.



SIGNIFICANT VALUE-ADD UPSIDE

Currently 60.3% occupied, the offering provides an immediate opportunity to lease up 11,942 SF. By stabilizing the vacant suites at market rates, an investor can realize a projected 127.37% jump in Net Operating Income.



LONG-TERM CREDIT STABILITY

The property features a seasoned Sherwin-Williams (NYSE: SHW) tenancy. Occupying the site since 1996, this investment-grade tenant (S&P: BBB+) has occupied the space for over 30 years and just renewed for 5 years.



HIGHLY FUNCTIONAL LAYOUT

The building's versatile configuration pairs high-visibility retail frontage with functional industrial space. This hybrid design supports a wide variety of uses—from showrooms to back-of-house operations—widening the pool of potential occupants.

Investment Highlights



30,063 SF MIXED-USE OPPORTUNITY

A highly functional layout combining versatile retail frontage and functional industrial space.



RARE OWNER-USER OPPORTUNITY

With approximately 40% of the building immediately available, an owner-user can secure a well-located facility in a supply-constrained market while using the existing rental income from established tenants to offset debt service.



EXPLOSIVE DAYTIME POPULATION DENSITY

The immediate 1-mile radius experiences a massive 105% daytime population surge during business hours. This influx of over 27,000 individuals provides a consistent customer base for the property's retail and service-oriented components.



COMPELLING SUBMARKET FUNDAMENTALS

Located in a high-demand corridor, the Tacoma Suburban retail submarket maintains an exceptionally low 2.8% vacancy rate, which has driven a reliable 10-year average annual rent growth of 3.9%.

Tacoma Suburban Retail Submarket

Limited deliverable inventory and sustained demand have compressed vacancies in the Tacoma Suburban submarket to just 2.8%, creating a landlord-favorable environment with strong pricing power. Investors benefit from a historically proven market that consistently outperforms the wider region in rent growth and operational stability.



14.7M SF
In Inventory



2.8% Vacancy
Vacancy Rate



19.5K SF
Under Construction



4.6% Rent Growth
Annual Rent Growth
(10-Year Average)

Rent Roll

AS OF MAY 2026

Tenant Name	Suite	Square Feet	Lease Comm.	Lease Exp.	Annual Rent/SF	Base Rent/Mo.	Base Rent/Yr.	Pro Forma Rent/Yr	Rent Increase	Lease Type
Cocina Mexicana, LLC	C1	3,646	7/1/20	4/30/27	\$12.30	\$3,736	\$44,828	\$58,336	30.13%	NNN
Sherwin-Williams	D2 & D2 WH	7,284	10/1/96	4/30/31	\$12.60	\$7,648	\$91,778	\$94,532	3.00%	NNN
Tursi Soccer	A	7,191	4/1/26	6/30/31	\$14.50	\$8,689	\$104,270	\$107,398	3.00%	NNN
Vacant (Retail)	B	5,275			\$0.00	\$0	\$0	\$84,400		NNN
Vacant (Office)	C2	3,194			\$0.00	\$0	\$0	\$38,328		NNN
Vacant (Warehouse)	D1	3,126			\$0.00	\$0	\$0	\$37,512		NNN
Storage	Storage B	347			\$0.00	\$0	\$0	\$4,164		NNN
Total		30,063			\$13.29	\$20,073	\$240,876	\$424,669		



127.37% POTENTIAL NOI JUMP

A highly functional layout combining versatile retail frontage and functional industrial space.

Operating Statement

FOR THE PERIOD 5/1/2026 - 4/30/2027

Income	Pro Forma		Per SF	
Scheduled Base Rental Income	\$424,669		\$14.13	
CAM	\$111,208		\$3.70	[1]
Insurance	\$12,755		\$0.42	[1]
Real Estate Taxes	\$39,542		\$1.32	[1]
Management Fees	\$16,987		\$0.57	[1]
Total Reimbursement Income	\$180,492	100.0%	\$6.00	
Potential Gross Revenue	\$605,161		\$20.13	
General Vacancy	(\$18,155)	3.0%	(\$0.60)	[2]
Effective Gross Revenue	\$587,006		\$19.53	

Operating Expenses	Pro Forma		Per SF	
Utilities	\$56,956		\$1.89	[3]
Landscaping	\$3,939		\$0.13	[4]
Parking Lot Maintenance	\$11,865		\$0.39	[4]
Pest Control	\$643		\$0.02	[4]
HVAC Contract	\$1,541		\$0.05	[5]
R&M	\$23,674		\$0.79	[6]
Fire Systems/Security	\$12,590		\$0.42	[4]
Insurance	\$12,756		\$0.42	[4]
Real Estate Taxes	\$39,542		\$1.32	[7]
Management Fee	\$16,987	4.0%	\$0.57	[8]
Total Expenses	\$180,495		\$6.00	
Expenses as % of EGR	30.7%			
Net Operating Income	\$406,512		\$13.52	

[1] Pro Forma figures reflect a 100% recovery of expenses based on each tenant's pro-rata share of the building's rentable area

[2] Calculated at a 3.0% market vacancy rate to account for potential turnover and lease-up downtime in the local submarket.

[3] Based on historical management reports and adjusted to reflect anticipated consumption for a fully occupied building.

[4] Estimated based on figures provided in the 2025 property management reports.

[5] Reflects standard recurring maintenance contract costs, excluding amortized capital improvements

[6] Projected at \$0.75 per SF, consistent with market standards for similar asset classes

[7] 2026 Assessment and millage rates as applied by the county

[8] Calculated as 5.0% of Base Rental Income (BRI) per market standards

Pricing Details

Price Breakdown	
Price	\$4,955,000
Pro Forma Cap Rate	8.20%
Rentable Building Area	30,063 SF
Price Per SF	\$164.82

Acquisition Financing	
Lender	Bank or Credit Union
Rate	8.00%
Term	5, 7, or 10 Years Fixed
Amortization	25 - 30 Years
Loan to Value	75%

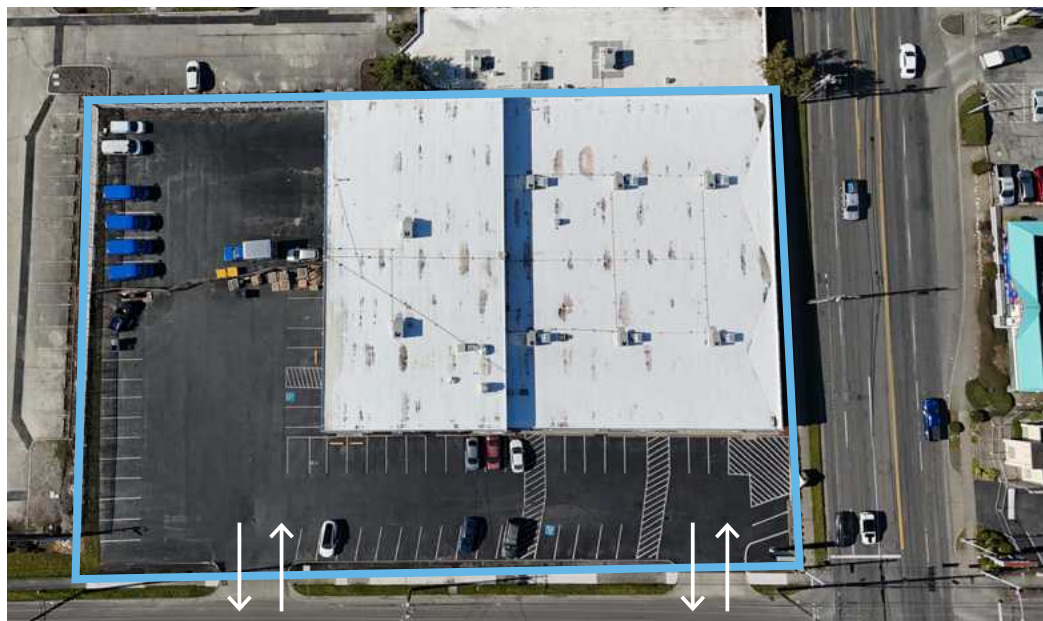
Income		Pro Forma
Base Rental Income		\$424,669
Potential Gross Revenue	100.0%	\$180,492
Potential Gross Revenue		\$605,161
Less: General Vacancy	3.0%	(\$18,155)
Effective Gross Revenue		\$587,006
Less: Operating Expenses	30.7%	(\$180,495)
Net Operating Income		\$406,512
Less: Debt Service		(\$297,300)
Net Cash Flow After Debt Service	6.5%	\$109,212
Principal Reduction		\$0
Total Return	6.5%	\$109,212

Operating Expenses		Pro Forma
CAMS		\$111,209
Insurance		\$12,756
Real Estate Taxes		\$39,542
Management Fee		\$16,987
Reserve		\$0
Total Expenses		\$180,495
Expenses Per Foot		\$6.00

Property Overview

3802 S CEDAR ST, TACOMA, WA 98409

Parcel Number	971000-1651
Zoning	Urban Center Mixed Use (UCX)
RBA	30,063 SF
Land Area	68,117 SF (1.56 Acres)
Year Built	1978/1990
Loading Capacity	1 Grade Level; 2 Dock-High
Parking Stalls	52 Stalls (1.77/1,000 SF)



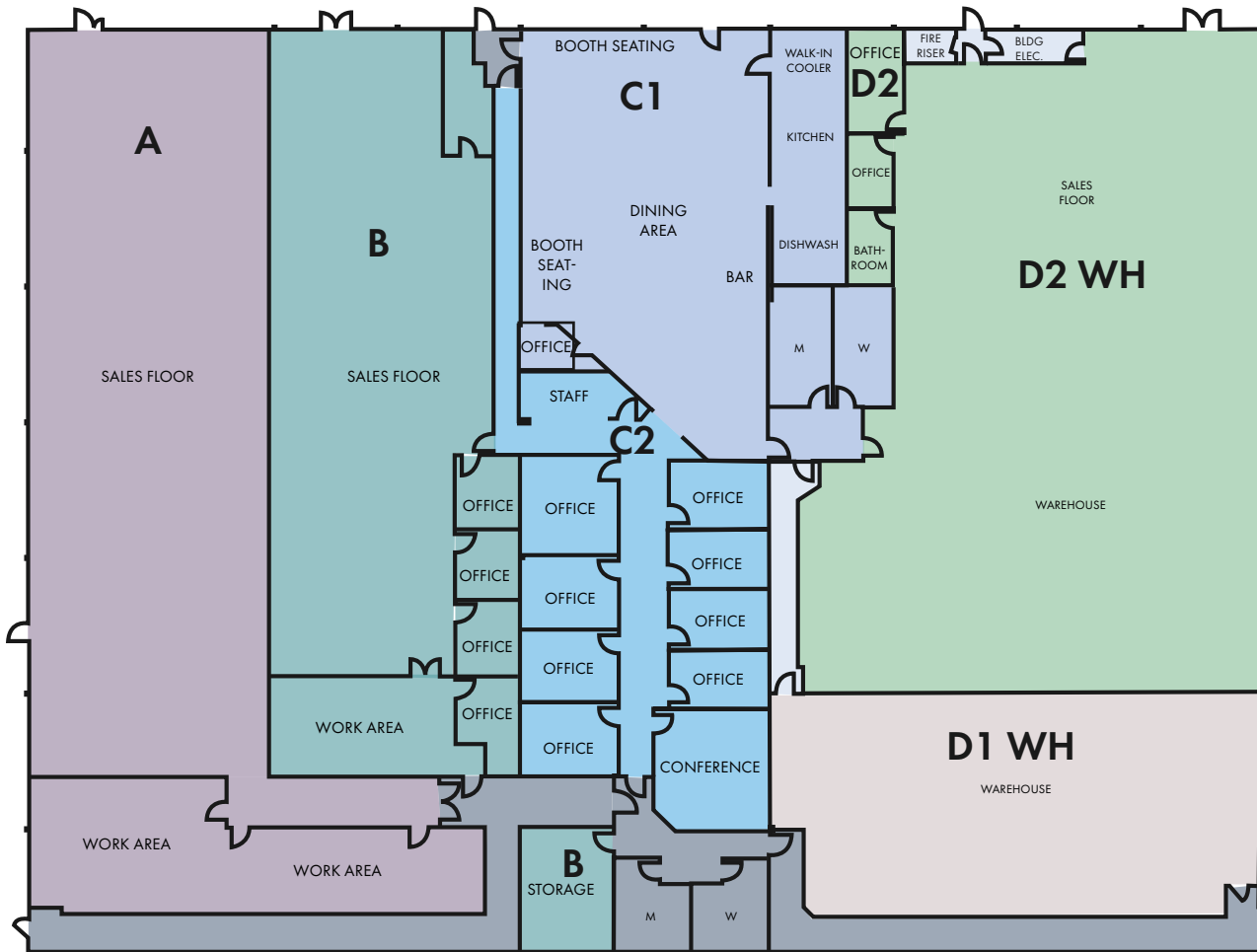
Capital Improvement Summary










Capital Improvement	Year Completed	Total Cost
Parking Lot Regrading	2019	\$59,700.86
Exterior Lighting Upgrades	2022	\$11,156.97
HVAC Unit Replacements	2022	\$63,767.23
Exterior Building Painting	2023	\$26,905.26
Exterior Security Camera Installation	2023	\$23,316.53
Fire Panel Replacement	2023	\$14,063.25
Exterior Signage Upgrades	2023	\$65,317.10
Parking Lot Seal Coat & Restripe	2024	\$14,253.52
Egress Corridor Work ^[1]	2024	\$119,984.44
Roof Replacement ^[2]	2025	\$162,678.72
Total		\$561,143.88

[1] Crystal Spirits/Cocina Mexicana Egress & Back Corridor Egress

[2] Completed in 2026

Floor Plan



	Suite A: Tursi Soccer	7,191 SF
	Suite B: Vacant (Retail)	5,275 SF
	Suite Storage B: Storage	347 SF
	Suite C1: Cocina Mexicana, LLC	3,646 SF
	Suite C2: Vacant (Office)	3,194 SF
	Suite D2 & D2 WH: Sherwin Williams	7,284 SF
	Suite D1-WH: Vacant (Warehouse)	3,126 SF
	Inter-Building Service	2,099 SF
	Building Service Area	398 SF

Regional Employment and Infrastructure Catalyst



Strategic Employment Hub | Bridge Point Tacoma 210

Located just south of the Nalley Valley industrial corridor, this Class A development represents the most significant industrial investment in Tacoma's history. With high-cube warehouse features and prime I-5 connectivity, it solidifies the area as a top-tier regional distribution node.

Total Project Scale
±2.4 Million SF Across 150 Acres

Economic Impact
Estimated 1,000+ Permanent Jobs At Full Capacity

Delivery Timeline
Phase 1 Complete
Phase 2 Delivery Projected Q2 2026

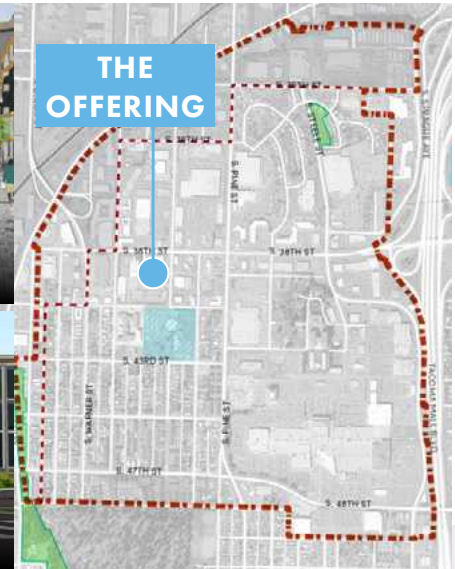
Distance To Subject
1.6 Mile Drive



Rendering of S 38th St



Rendering of S Steele St. looking toward Tacoma Mall District



Regional Growth Center | Tacoma Mall Subarea Plan

The subject property is situated in the heart of the City's adopted 600-Acre Regional Growth Center. This long-range initiative transforms the neighborhood into a compact, transit-accessible urban hub, increasing the density and value of surrounding industrial and commercial parcels.

Projected Population Growth
±8,079 Additional Residents by 2040

Modernized Infrastructure Plan
Pedestrian-Oriented Design and Utility Upgrades

Implementation Status
Ongoing Updates through 2026

High-Density Mixed-Use and Retail Expansion



Residential Renaissance | Aviva Crossing

Located at the former James Center North, Aviva Crossing is a landmark transit-oriented development. Positioned near Tacoma Community College and the future Link Light Rail stop, this project brings a massive new permanent resident base to the immediate trade area.



Project Scale

±550 Future Units | 30,000 SF Retail



Delivery Timeline

Construction Began March 2025
Delivery Summer 2026



Distance To Subject

2.9 Mile Drive



Lifestyle Destination | The Village At Tacoma Mall

The Village reimagines the Tacoma Mall as a premier “Live-Work-Play” lifestyle hub. By shifting from traditional retail to a food and entertainment destination, it ensures a constant stream of high-volume traffic just minutes from the subject property.



Annual Visitors

Estimated 10M+ Annual Visitors



Current Status

Completed Late 2025
Phase 1 Tenants Now Open



Distance To Subject

0.7 Mile Drive



Featured Tenant



The Sherwin-Williams Company

Founded in 1866, **The Sherwin-Williams Company** is a global leader in the manufacture, development, and distribution of paints, coatings, and related products. As an **\$88+ billion-dollar company** and a longstanding component of the **S&P 500 Index**, the firm maintains a dominant market position through its massive network of over **5,477 exclusive, company-operated retail stores**. This investment-grade tenant provides unparalleled stability and long-term credit security for the asset.



\$23.57 Billion Annual Revenue

Significant 2025 Fiscal Performance And Market Dominance



±\$86.14 Billion Market Cap

Investment Grade S&P Rated BBB Credit Profile



5,477+ Global Locations

Massive Network Of Exclusive Company-Operated Facilities



Fortune 500 Rank #191

Recognized As A Top Tier Global Corporate Entity

SF Occupied
7,284 SF

Brand New
Five-Year Lease

Featured Tenant



Tursi Soccer

Founded in 1986, Tursi Soccer is a family-owned specialty retailer and team outfitter providing high-end apparel, footwear, and equipment to the Pacific Northwest soccer community. The company serves as a key partner for youth clubs and collegiate programs throughout the region, acting as an authorized dealer for global brands like Nike and Adidas. This new Tacoma location marks a strategic expansion of their footprint, driven by continued growth and the increasing demand for their specialized team-sales services within the Washington market.

SF Occupied
7,191 SF

Lease Expiration
6/30/2031



Strategic Educational Hub

Driving Daytime Population And Retail Demand

The Tacoma Mall Subarea sits at the center of a premier educational hub, with over **20,000 students** and **3,000+ faculty/staff** located within a 10–15 minute drive. This creates a significant **daytime population multiplier**, providing a consistent stream of captive consumers for local retail during traditional “off-peak” hours. Collectively, these institutions inject over **\$700 million** annually into the local economy through operations and direct student spending.

With an average discretionary spending budget of **\$2,500+ per student annually** on non-essential retail and dining, the local student base represents an estimated **\$37.5M+ in immediate annual retail potential**. As these institutions continue to expand their campus footprints and residential offerings, they serve as a recession-resistant anchor that ensures long-term demand for the Tacoma Mall submarket.



23,000+ Combined Daily Population

Total Verified Student Faculty And Staff Base



\$700M+ Total Economic Impact

Annual Institutional Operations And Direct Spending



\$2,500+ Annual Student Spending

Average Discretionary Budget For Retail And Dining

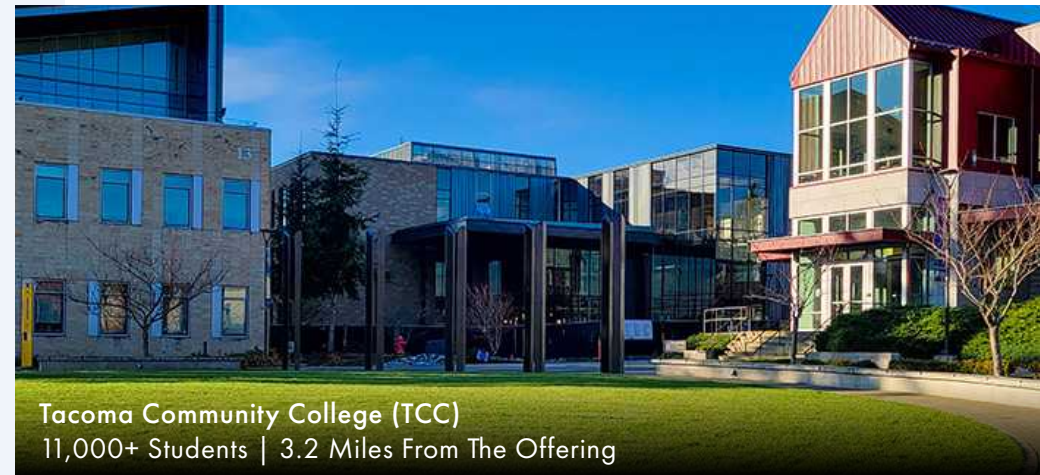


10–15 Minute Average Drive Time

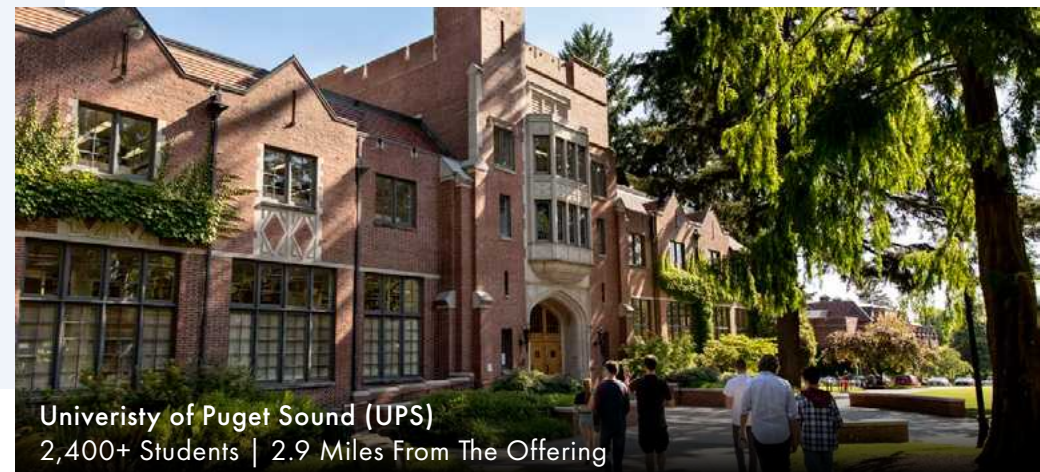
Proximity To UW Tacoma, TCC and UPS Campuses



University of Washington Tacoma (UW Tacoma)
5,000+ Students | 4.0 Miles From The Offering



Tacoma Community College (TCC)
11,000+ Students | 3.2 Miles From The Offering



University of Puget Sound (UPS)
2,400+ Students | 2.9 Miles From The Offering

Regional Map



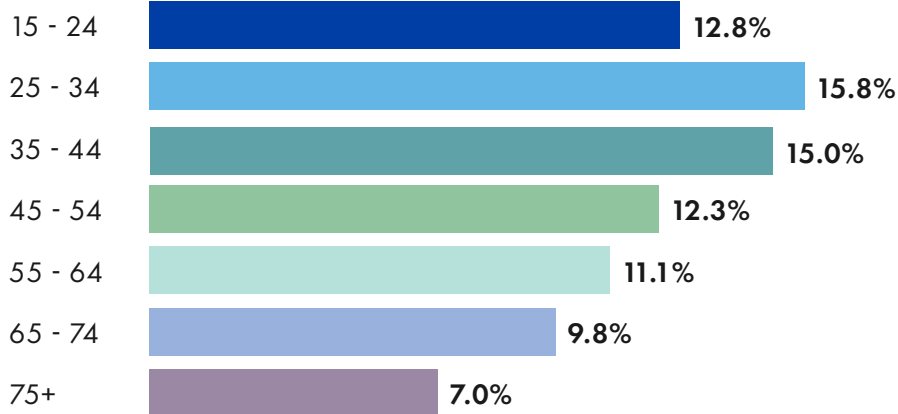
Local Demographics

In a 5-Mile Radius

Population



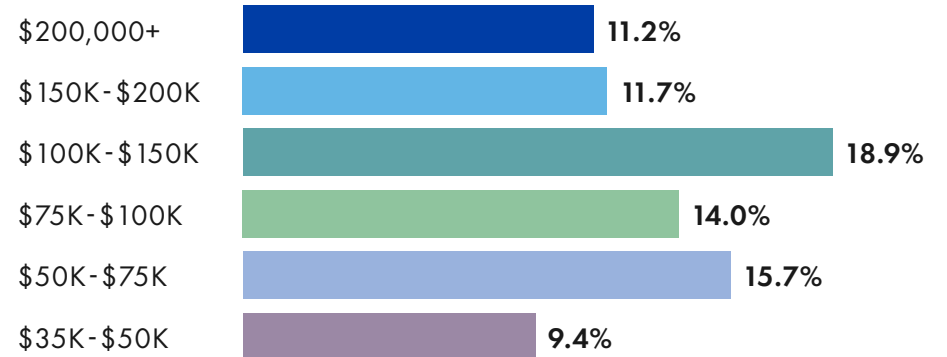
Age



Households

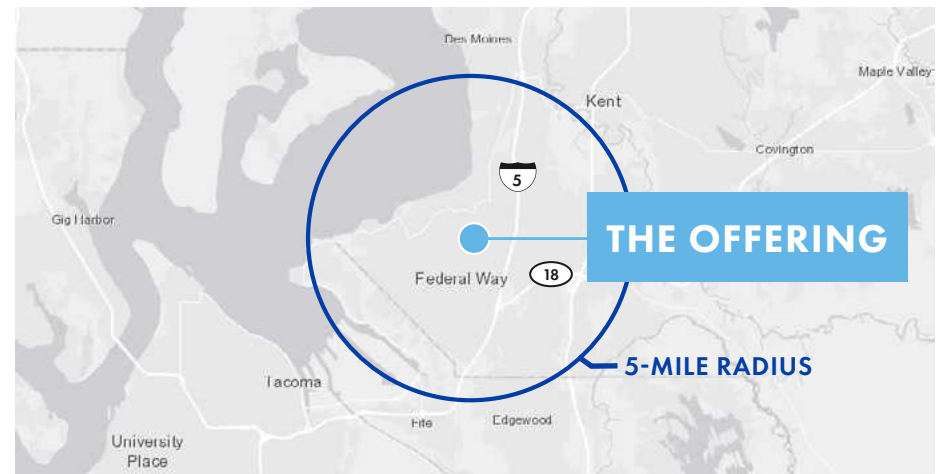


Income By Household



\$108,617
AVERAGE
HOUSEHOLD INCOME

\$83,512
MEDIAN
HOUSEHOLD INCOME





SECURE A STRATEGIC LOCATION IN TACOMA

Capitalize on strong submarket fundamentals with reliable 3.9% average annual rent growth and a low 2.8% submarket vacancy.



Northmarq

OFFERED EXCLUSIVELY BY

RJ VARA

Senior Vice President
206.584.6195
rvara@northmarq.com
License: WA 135292

MICHAEL BABICZ

Associate Vice President
425.449.9284
mbabicz@northmarq.com
License: WA 21032705

KEVIN ADATTO

License: WA 21038208

Northmarq

130 Nickerson St, Suite 200
Seattle, WA 98109

Commercial Real Estate

Debt + Equity | Investment Sales | Loan Servicing | Fund Management

northmarq.com

DEBT & EQUITY

STUART OSWALD

Managing Director
425.974.1005
soswald@northmarq.com

JACK BELL

Associate Producer
425.974.1058
jbell@northmarq.com

This Offering Memorandum has been prepared solely for informational purposes to assist prospective investors in evaluating a potential real estate investment opportunity. Northmarq makes no guarantees, representations, or warranties of any kind, expressed or implied, regarding the information including, but not limited to, warranties of content, completeness, accuracy, reliability, and fitness for any particular purpose. This document does not constitute an offer to sell or a solicitation of an offer to buy any securities, nor shall it be construed as investment, legal, or tax advice. Prospective investors are encouraged to conduct their own independent due diligence and consult with their financial, legal, and tax advisors before making any investment decisions. The projections, assumptions, and forward-looking statements included in this memorandum are for illustrative purposes only and are subject to significant uncertainties and risks. Actual results may differ materially from those expressed or implied. Past performance is not indicative of future results. By accepting this memorandum, the recipient agrees to keep its contents confidential and not to disclose or reproduce it, in whole or in part, without prior written consent. Neither the property owner nor any of its affiliates shall be liable for any loss or damage arising from reliance on the information contained herein. The use of any graphics or logos in this memorandum is for marketing purposes only, and does not in any way imply any ownership, use, or affiliation with the real estate that is the subject of this memorandum. ANY RELIANCE ON THE CONTENT OF THIS OFFERING MEMORANDUM IS SOLELY AT YOUR OWN RISK. © 2026. All rights reserved.