



**Offering Price: \$2,100,000**  
5 units | 1991 Built

**Seller Financing Terms**  
25% Down Payment  
5.00% Year 1 & 2 Interest Rate  
Interest Only Payments  
8 Year Term

## **LYNNWOOD** **APARTMENT HOMES** 5911 200<sup>TH</sup> ST SW, LYNNWOOD, WA 98036



**BLAKE INVESTMENT ADVISORS**  
MULTIFAMILY ADVISORY & BROKERAGE

### » **Desirable Seller Financing**

25% down payment, 5.00% interest only payments in years 1 & 2, and an 8-year balloon payment.

### » **Demonstrable Upside**

Current rents average \$2,336 and \$1.82 a square foot, with market rents available at \$2,660 average and \$2.08 a foot.

### » **Condo Quality Asset**

Originally constructed in 1991 as condos, this property has been meticulously maintained by the original owner.

### » **Complete Amenity Package**

Units features two car or three car private garages, in-unit laundry, oversized floor plans, dishwashers, disposals, and large storage rooms.

# LYNNWOOD APARTMENT HOMES



## EXCLUSIVE ADVISORY TEAM

**FOR SALE INQUIRIES**

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# A RARE OPPORTUNITY TO ACQUIRE A HIGH QUALITY ASSET WITH **DESIRABLE SELLER FINANCING TERMS**



Blake Investment Advisors is proud to offer exclusively for sale the Lynnwood Apartment Homes, a 5-unit apartment investment in Lynnwood. This is a rare opportunity for a new investor to acquire a **condo-quality asset with zero deferred maintenance**.

This combination creates a true turnkey investment and a durable income stream, **further enhanced by attractive seller financing terms. These terms include a 25% down payment, a 5.00% interest rate in years one and two, followed by a stepped-up interest rate schedule for years three through eight, with interest-only payments and an 8-year balloon.**

**While current rents are strong at \$2,336 per unit on average, producing a 3.85% day-one cash-on-cash return, there is an opportunity to capitalize on the oversized units and comprehensive amenity packages by increasing rents 8.7% in 2027 to achieve market levels of \$2,660 per unit on average.** This projected increase remains below the allowable annual cap of 9.68% under Washington House Bill 1217, which went into effect in May 2025. In addition to the elasticity between current and market rents, there is also upside through utility recapture. Current ownership does not bill back for water, sewer, or garbage, presenting an opportunity for a new investor to collect an additional \$150 per unit, per month to recapture these expenses. **Once market rents are achieved and a flat utility fee is implemented, the cash-on-cash return increases to 9.08%.**

When considering the quality of the asset and minimal capital improvements required, combined with attractive seller financing and a strong Snohomish County location with close proximity to the Lynnwood Transit Center, this property presents an excellent opportunity for a passive investor, value-add investor, or owner-occupant seeking both immediate cash flow and future appreciation.



# PROPERTY OVERVIEW

## LOCATION

Property Name	Lynnwood Apartment Homes
Address	5911 200 <sup>th</sup> St SW
City, State, Zip	Lynnwood, WA 98036
County	Snohomish
Parcel	00565300001306

## BUILDING

Year Built	1991
Use Code	130 Multiple Family 5 - 7 Units
Units	5
Average Unit Size	1,286 SF
Net Rentable SF	6,431 SF
Construction	Wood-Frame
Siding	Hardie Plank
Windows	Double Pane Vinyl
Roof	Composition
Electricity	Separately Metered
Plumbing	Copper
Laundry	In-Unit
Parking Garage	11 Spots
Parking Lot	3 Stalls

## PROPERTY DESCRIPTION

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The Lynnwood Apartment Homes is a well-maintained, five-unit, **condo-quality apartment building owned and cared for by the original developer since its construction in 1991**. The exterior features a composition roof, double-paned vinyl windows, a combination of Hardie plank siding on the south side (new 2024) and LP siding, a fresh coat of exterior paint (new 2024), and an on-site parking lot with three stalls that was recently resealed and striped. The property has copper plumbing and is separately metered for electricity. The building is wood-frame construction, and the floors are made with sound-dampening, lightweight concrete. The owner also has a no-pet policy in place.

The property offers oversized units with full amenity packages throughout. Unit 101 is a townhouse-style residence featuring two bedrooms, two-and-a-half bathrooms, 1,551 square feet of living space, and a rare private three-car garage. This spacious unit also includes skylights in both of the upstairs bathrooms and a vaulted ceiling in the master bedroom.

The remaining four units are stacked two-bedroom, two-bathroom layouts **averaging approximately 1,220 square feet**. Each unit is equipped with a **gas fireplace, in-unit laundry, dishwasher, disposal, and a two-car tandem garage** with motorized garage doors. Additional features include generous storage lockers and, in top-floor units, skylights and vaulted ceilings.



## LYNNWOOD | SUBMARKET ANALYSIS

Lynnwood is one of the **fastest-growing submarkets in Snohomish County**, approximately 16 miles north of Seattle. The area has seen meaningful growth in recent years as renters continue to push north in search of relative affordability while maintaining access to the region's major employment centers.

A major highlight of the location is its proximity to the **newly opened Lynnwood City Center Station, which provides direct light rail service to downtown Seattle, the University District, and Sea-Tac Airport**. This connectivity is a significant driver of rental demand, offering tenants a reliable, traffic-free commute and positioning Lynnwood as a true transit-oriented submarket. In addition to light rail access, the Property benefits from immediate connectivity to Interstate 5 and Interstate 405, allowing for easy travel to major job centers, including Bellevue and Everett. The surrounding area offers a strong mix of retail, dining, and everyday conveniences, anchored by Alderwood Mall, one of the top retail destinations in the North Puget Sound region. Residents have easy access to grocery stores, restaurants, fitness options, and parks, all of which contribute to the neighborhood's livability and tenant appeal.

**With continued population growth, expanding transit infrastructure, and its strategic position between Seattle and Everett, Lynnwood is well-positioned for long-term rent growth and sustained tenant demand.** The Property stands to benefit directly from these trends, particularly as light rail continues to reshape how residents live and commute throughout the region.

# THE LYNNWOOD APARTMENT HOMES IS **LESS THAN 1 MILE** FROM **LYNNWOOD CITY CENTER STATION**



LYNNWOOD APARTMENT HOMES



**PROXIMITY TO SOUND TRANSIT PROVIDES RENTERS WITH CONVENIENT, DIRECT ACCESS TO MAJOR EMPLOYMENT CENTERS ALONG THE I-5 CORRIDOR, CONNECTING THEM TO SOME OF THE NATION'S LARGEST EMPLOYERS.**

## **LYNNWOOD CITY CENTER STATION**

The Lynnwood Apartment Homes offers exceptional transit-oriented appeal, located approximately half a mile from the Lynnwood City Center Station, the northern terminus of Sound Transit's light rail extension. This premier connectivity point provides tenants with direct, reliable access to major employment and lifestyle destinations including Downtown Seattle, the University District, and Sea-Tac Airport. In addition, the property remains within close proximity to the Mountlake Terrace Transit Center Station, further enhancing transit flexibility. The walkable access to high-capacity light rail supports a commuter-friendly, car-optional lifestyle—an increasingly important amenity for renters in the North Snohomish submarket. As Lynnwood continues to evolve into a key regional transit hub, properties situated within walking distance of light rail are well-positioned to benefit from sustained tenant demand, rental growth, and long-term appreciation.



LYNNWOOD APARTMENT HOMES

# PHOTOS

INTERIORS



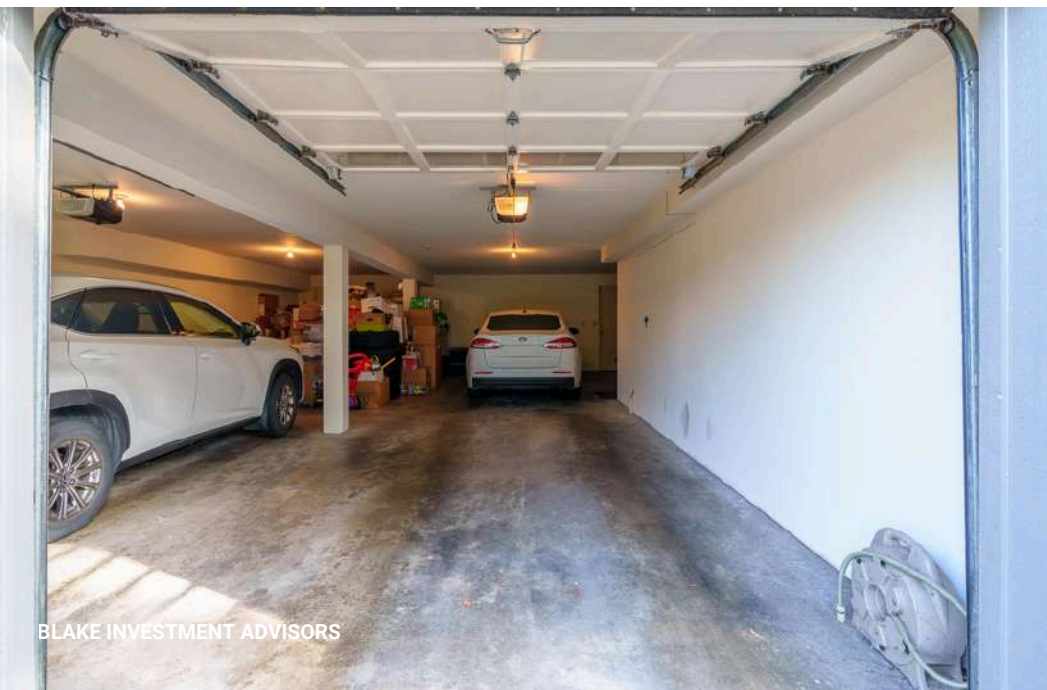
# PHOTOS

## EXTERIORS



# PHOTOS

INTERIORS



# PHOTOS

INTERIORS



# PHOTOS

INTERIORS



# PHOTOS

INTERIORS



# LYNNWOOD APARTMENT HOMES

## RENT ROLL



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UNIT	UNIT TYPE	UNIT SF	CURRENT			MARKET		
			RENT	RENT/SF	ANNUAL RENT	RENT	RENT/SF	ANNUAL RENT
101	2/2.5 Townhouse	1,551	\$2,870	\$1.85	\$34,440	\$3,000	\$1.93	\$36,000
102	2/2	1,270	\$2,095	\$1.65	\$25,140	\$2,600	\$2.05	\$31,200
103	2/2	1,170	\$2,195	\$1.88	\$26,340	\$2,550	\$2.18	\$30,600
202	2/2	1,270	\$2,325	\$1.83	\$27,900	\$2,600	\$2.05	\$31,200
203	2/2	1,170	\$2,195	\$1.88	\$26,340	\$2,550	\$2.18	\$30,600
<b>TOTAL/AVERAGE</b>		<b>1,286 SF</b>	<b>\$11,680</b>	<b>\$1.82</b>	<b>\$140,160</b>	<b>\$13,300</b>	<b>\$2.08</b>	<b>\$159,600</b>

Notes: Rents shown for units 101 and 202 are effective May 1, 2026. Current rents are \$2,770 and \$2,195, respectively. Units 101 & 202 are month to month.



# INCOME & EXPENSE ANALYSIS



## LYNNWOOD APARTMENT HOMES

### CURRENT OPERATIONS

### MARKET OPERATIONS

#### INCOME

Scheduled Market Rent	\$140,160	\$159,600
Less: Vacancy	(\$7,008)	(\$7,980)
<b>Net Rental Income</b>	\$133,152	\$151,620
Plus: Utility Fee Income	\$0	\$9,000
<b>Total Operating Income (EGI)</b>	<b>\$133,152</b>	<b>\$160,620</b>

#### EXPENSES

Repair & Maintenance	\$3,000	\$3,000
Utilities	\$9,198	\$9,198
Contracted Services	\$1,050	\$1,050
Insurance	\$5,652	\$5,652
Real Estate Taxes	\$14,042	\$14,042
Replacement Reserves	\$1,250	\$1,250
<b>Total Expenses</b>	<b>\$34,192</b>	<b>\$34,192</b>
<b>Expenses per Unit</b>	<b>\$6,838</b>	<b>\$6,838</b>

#### NET OPERATING INCOME

Less: Debt Service	(\$78,750)	(\$78,750)
<b>Projected Net Cash Flow</b>	<b>\$20,210</b>	<b>\$47,678</b>
<b>Cash-on-Cash Return</b>	<b>3.85%</b>	<b>9.08%</b>
Debt Service Coverage Ratio	1.26	1.61
<b>Capitalization Rate</b>	<b>4.71%</b>	<b>6.02%</b>

#### STEPPED UP INTEREST RATE SCHEDULE

Years 1 & 2	5.00%
Years 3 & 4	5.50%
Years 5 through 8	6.00%

#### PROPERTY DETAILS

Units	5
Year Built	1991
NRSF	6,430
Average Unit Size	1,286 SF
Vacancy	5%
Price	\$2,100,000
Price/Unit	\$420,000
Price/Foot	\$326
In-Place Cap Rate	4.71%
Market Cap Rate	6.02%
Leveraged 8-Year IRR	16.25%
Target Exit Year	8

#### SELLER FINANCING TERMS

Down Payment	\$525,000
Loan Amount	\$1,575,000
Down Payment %	25%
Amortization	Interest Only
Term	8 Years
Year 1 & 2 Interest Rate	5.00%
Monthly Debt Service	\$6,563
Annual Debt Service	\$78,750

# NOTES TO PROFORMA - CURRENT INCOME & EXPENSES

## LYNNWOOD APARTMENT HOMES

<b>INCOME</b>	<b>NOTES TO PROFORMA</b>
<b>Scheduled Market Rent</b>	This scenario represents a year of operations with the current in-place leases. Rents shown for units 101 and 202 are effective May 1, 2026. Current rents are \$2,770 and \$2,195, respectively. All units are month to month.
Less: Vacancy	5.00% of scheduled market rent
<b>Net Rental Income</b>	
Plus: Utility Fee Income	Current ownership does not bill-back for utilities
<b>Total Operating Income (EGI)</b>	Net rental income plus other income
<b>EXPENSES</b>	
Repair & Maintenance	2025 total
Utilities	2025 total
Contracted Services	2025 total
Insurance	2025 premium
Real Estate Taxes	2025 tax assessment
Replacement Reserves	\$250 per unit

# NOTES TO PROFORMA - MARKET INCOME & EXPENSES

## LYNNWOOD APARTMENT HOMES

<b>INCOME</b>	<b>NOTES TO PROFORMA</b>
<b>Scheduled Market Rent</b>	This scenario represents a year of operations after market rents have been achieved.
Less: Vacancy	5.00% of scheduled market rent
<b>Net Rental Income</b>	
Plus: Utility Fee Income	This figure assumes new ownership bills each unit a flat fee of \$150 per month for water, sewer, & garbage expenses
<b>Total Operating Income (EGI)</b>	Net rental income plus other income

## **EXPENSES**

Repair & Maintenance	2025 total
Utilities	2025 total
Contracted Services	2025 total
Insurance	2025 premium
Real Estate Taxes	2025 tax assessment
Replacement Reserves	\$250 per unit

## **8-YEAR DISCOUNTED CASH FLOW ASSUMPTIONS**

End of Year 1 Income	The End of Year 1 gross income assumes that 33% of the gross market renovated income has been achieved
End of Year 2 Income	The End of Year 2 gross income assumes that 66% of the gross market renovated income has been achieved
End of Year 3 Income	The End of Year 3 gross income assumes that all renovations are complete and all market-renovated gross income has been achieved
Rent Escalations	Rent escalation on gross income does not start until market rents have been achieved after renovation at the end of year 3. 3.5% rent growth is applied to the gross income starting in year 4. A 2.5% escalator has been applied to the expenses and starts at the beginning of year 1.
Seller Financing Loan	The interest rate will be 5.00% in years 1 and 2, 5.50% in years 3 and 4, and 6.00% from years 5 through 8.

# DISCOUNTED CASH FLOW

## LYNNWOOD APARTMENT HOMES

	EOY 1	EOY 2	EOY 3	EOY 4	EOY 5	EOY 6	EOY 7	EOY 8
<b>INCOME</b>								
Scheduled Market Rent	\$146,575	\$152,990	\$159,600	\$165,186	\$170,968	\$176,951	\$183,145	\$189,555
Less: Vacancy	(\$7,329)	(\$7,650)	(\$7,980)	(\$8,259)	(\$8,548)	(\$8,848)	(\$9,157)	(\$9,478)
<b>Net Rental Income</b>	<b>\$139,246</b>	<b>\$145,341</b>	<b>\$151,620</b>	<b>\$156,927</b>	<b>\$162,419</b>	<b>\$168,104</b>	<b>\$173,987</b>	<b>\$180,077</b>
Plus: Utility Billback Income	\$9,000	\$9,180	\$9,364	\$9,551	\$9,742	\$9,937	\$10,135	\$10,338
<b>Total Operating Income (EGI)</b>	<b>\$148,246</b>	<b>\$154,521</b>	<b>\$160,984</b>	<b>\$166,478</b>	<b>\$172,161</b>	<b>\$178,041</b>	<b>\$184,123</b>	<b>\$190,415</b>
<b>EXPENSES</b>								
Repair & Maintenance	\$3,000	\$3,075	\$3,152	\$3,231	\$3,311	\$3,394	\$3,479	\$3,566
Utilities	\$9,198	\$9,428	\$9,664	\$9,905	\$10,153	\$10,407	\$10,667	\$10,934
Contracted Services	\$1,050	\$1,076	\$1,103	\$1,131	\$1,159	\$1,188	\$1,218	\$1,248
Insurance	\$5,652	\$5,765	\$5,880	\$5,998	\$6,118	\$6,240	\$6,345	\$6,492
Real Estate Taxes	\$14,042	\$14,393	\$14,753	\$15,122	\$15,500	\$15,887	\$16,284	\$16,692
Replacement Reserves	\$1,250	\$1,250	\$1,313	\$1,346	\$1,380	\$1,414	\$1,450	\$1,486
<b>Total Expenses</b>	<b>\$34,192</b>	<b>\$35,019</b>	<b>\$35,865</b>	<b>\$36,732</b>	<b>\$37,621</b>	<b>\$38,531</b>	<b>\$39,463</b>	<b>\$40,417</b>
<b>NET OPERATING INCOME</b>	<b>\$114,054</b>	<b>\$119,502</b>	<b>\$125,118</b>	<b>\$129,745</b>	<b>\$134,540</b>	<b>\$139,510</b>	<b>\$144,640</b>	<b>\$149,998</b>
Purchase Price								(\$2,100,000)
Capital Improvements								(\$)
Reversion Proceeds								\$2,621,173
<b>Cash Flow Before Debt</b>	<b>\$114,054</b>	<b>\$119,502</b>	<b>\$125,118</b>	<b>\$129,745</b>	<b>\$134,540</b>	<b>\$139,510</b>	<b>\$144,640</b>	<b>\$2,771,171</b>
Mortgages								\$1,575,000
Principal	(\$0)	(\$0)	(\$0)	(\$0)	(\$0)	(\$0)	(\$0)	(\$0)
Interest	(\$78,750)	(\$78,750)	(\$86,625)	(\$86,625)	(\$94,500)	(\$94,500)	(\$94,500)	(\$94,500)
<b>Cash Flow After Debt Service</b>	<b>\$35,304</b>	<b>\$40,752</b>	<b>\$38,493</b>	<b>\$43,120</b>	<b>\$40,040</b>	<b>\$45,010</b>	<b>\$50,160</b>	<b>\$2,676,671</b>
Cap Rate	5.43%	5.69%	5.96%	6.18%	6.41%	6.64%	6.89%	7.14%
Levered Cash-on-Cash Return	6.72%	7.76%	7.33%	8.21%	7.63%	8.57%	9.55%	10.57%

<b>DCF ASSUMPTIONS</b>	YEAR 1	YEAR 2	YEAR 3	YEAR 4	YEAR 5	YEAR 6	YEAR 7	YEAR 8
Rent Bumps	3.5%	3.5%	3.5%	3.5%	3.5%	3.5%	3.5%	3.5%
Escalation for Expenses	2.5%	2.5%	2.5%	2.5%	2.5%	2.5%	2.5%	2.5%
Property Taxes	2.0%	2.0%	2.0%	2.0%	2.0%	2.0%	2.0%	2.0%
Vacancy Rate	5.0%	5.0%	5.0%	5.0%	5.0%	5.0%	5.0%	5.0%
Other Income Growth Rate	2.0%	2.0%	2.0%	2.0%	2.0%	2.0%	2.0%	2.0%

# EXECUTIVE SUMMARY

## LYNNWOOD APARTMENT HOMES



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### PROPERTY INFORMATION

Number of Units	5
Rentable Square Feet	6,430
Average Square Feet per Unit	1,286
Vacancy	5.00%
Year Built	1991
Average Current Rent	\$2,336
Average Market Rent	\$2,660

### INVESTMENT INFORMATION

Loan Amount	\$1,575,000
Down Payment	\$525,000
Down Payment Percentage	25%
Interest Rate in Year 1 & 2	5.00%
Interest Rate in Year 3 & 4	5.50%
Interest Rate in Years 5-8	6.00%

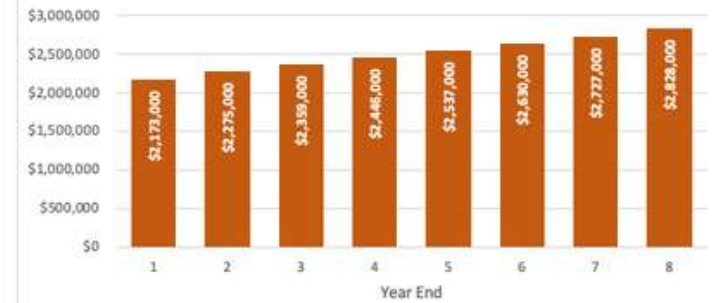
### DISPOSITION & RETURN METRICS

Offering Price	\$2,100,000
Price per Unit	\$420,000
Price Per Square Foot	\$326
GRM	13.16
Current Capitalization Rate	4.71%
Market Capitalization Rate	6.02%
Leveraged 8-year IRR	16.25%
Current Cash-on-Cash Return	3.85%
Market Cash-on-Cash Return	9.08%
Target Exit Year	8

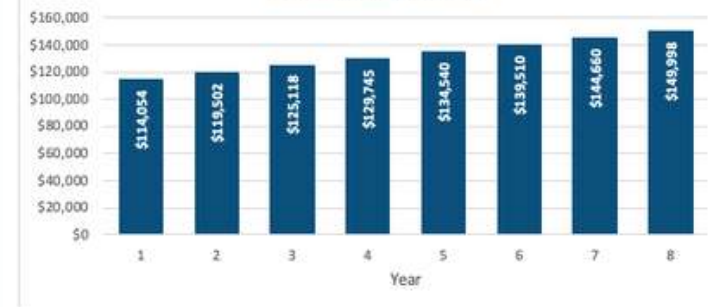
### MARKET OPERATIONS SUMMARY (EOY 3)

Effective Gross Income	\$160,620
Operating Expenses	\$34,192
<b>Net Operating Income</b>	<b>\$126,428</b>

Capitalized Values



Net Operating Income



# SALE COMPARABLES

PROPERTY	SUBMARKET	SALE DATE	SALE PRICE	YEAR BUILT	UNITS	TOTAL SF	PRICE/SF	PRICE/UNIT	CAP RATE
<b>Subject Property</b>	<b>Lynnwood</b>	<b>TBD</b>	<b>\$2,100,000</b>	<b>1991</b>	<b>5</b>	<b>6,430</b>	<b>\$326</b>	<b>\$420,000</b>	<b>4.71%</b>
18461 Killarney Cir	Monroe	10/16/2025	\$2,279,750	1988	6	6,600	\$345	\$379,958	5.52%
4721 194 <sup>th</sup> St SW	Lynnwood	11/14/2024	\$1,600,000	1994	5	4,455	\$359	\$320,000	5.21%
21220 52 <sup>nd</sup> Ave W	Mountlake Terrace	11/12/2025	\$2,232,000	1962	7	6,953	\$321	\$318,857	5.06%
19100 61 <sup>st</sup> Ave NE	Kenmore	9/2/2025	\$1,600,000	1977	5	5,250	\$305	\$320,000	4.50%
9403 Linden Ave N	Greenwood	10/3/2024	\$2,125,000	1989	6	7,158	\$297	\$354,167	4.35%
<b>Total/Average</b>			<b>\$1,967,350</b>	<b>1982</b>	<b>6</b>	<b>6,083</b>	<b>\$325</b>	<b>\$338,596</b>	<b>4.93%</b>



LYNNWOOD APARTMENT HOMES



18461 KILLARNEY CIR



4721 194<sup>TH</sup> ST SW



21220 52<sup>ND</sup> AVE W



19100 61<sup>ST</sup> AVE NE



9403 LINDEN AVE N

# SALE COMPARABLE MAP

PROPERTY

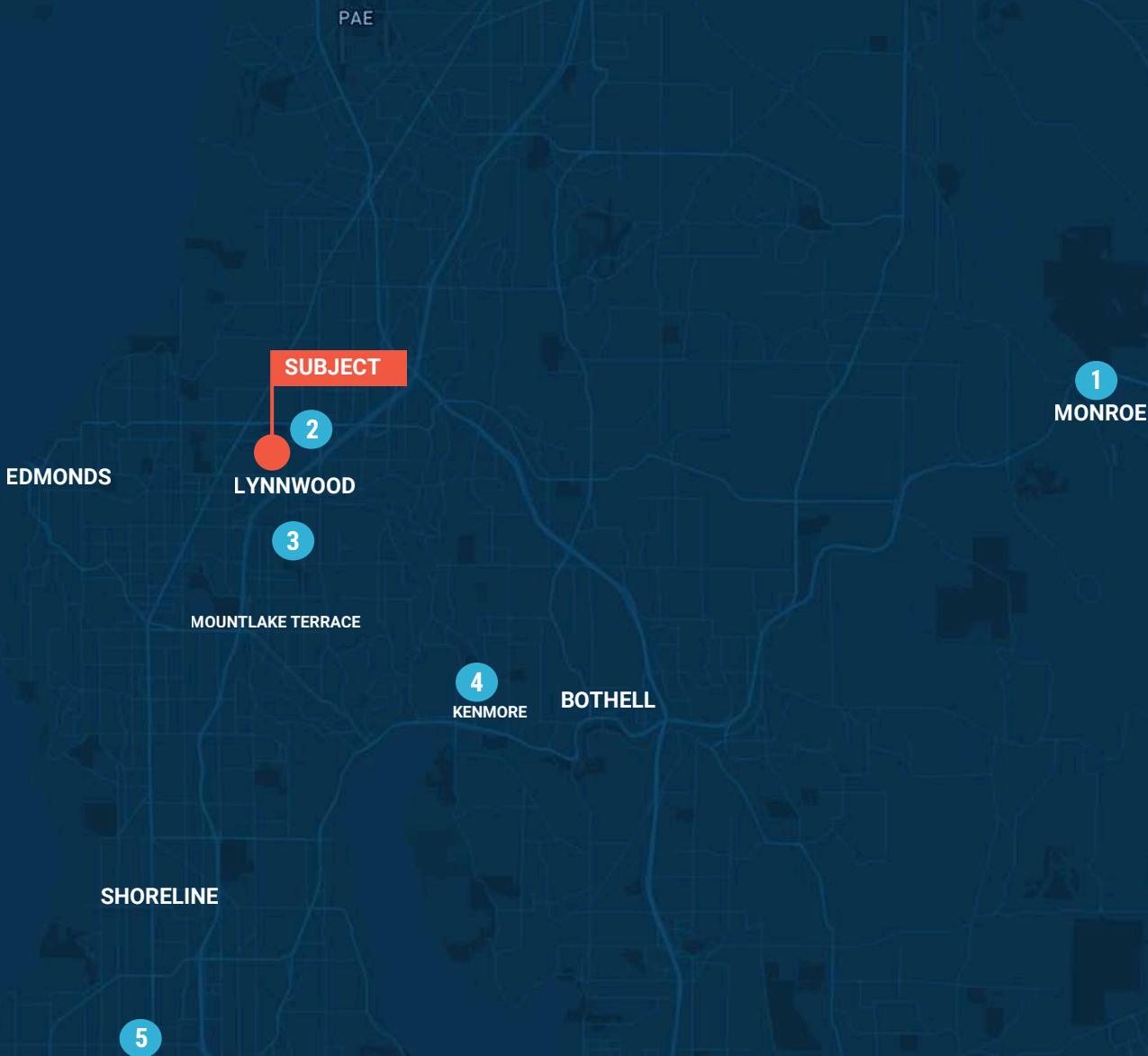
**1** **MONROE 6-Plex**  
18461 Killarney Cir

**2** **4721 194<sup>th</sup> St SW**  
4721 194<sup>th</sup> St SW

**3** **21220 52<sup>nd</sup> Ave W**  
21220 52<sup>nd</sup> Ave W

**4** **19100 61<sup>st</sup> Ave NE**  
19100 61<sup>st</sup> Ave NE

**5** **9403 Linden Ave N**  
9403 Linden Ave N



## RENT COMPARABLES

### TWO BEDROOMS

PROPERTY	ADDRESS	SUBMARKET	YEAR BUILT	UNIT SF	RENT	RENT/SF
Subject (Current Rent)	5911 200 <sup>th</sup> St SW	Lynnwood, WA	1991	1,286	\$2,336	\$1.82
Subject (Market Rent)	5911 200 <sup>th</sup> St SW	Lynnwood, WA	1991	1,286	\$2,660	\$2.08
1 Townhomes at Melody Hill	21912 64th Ave W	Mountlake Terrace, WA	1982	1,135	\$2,695	\$2.37
2 Edmonds 5-unit	19601 82 <sup>nd</sup> Ave W	East Edmonds	1968	1,200	\$2,495	\$2.08
3 Ashland Grove	6106 202nd Ave SW	Lynnwood	1996	1,003	\$2,300	\$2.29
4 Quartz Creek	4710 212th St SW	Mountlake Terrace	1988	912	\$2,522	\$2.77
5 Encore Apartments	5821 200th St SW	Lynnwood	1968	955	\$2,325	\$2.43
5 Edgewood North	7221 196th St SW	Lynnwood	1991	1,040	\$2,300	\$2.21
<b>Averages</b>			<b>1982</b>	<b>1,041 SF</b>	<b>\$2,440</b>	<b>\$2.38</b>

*BIA underwrote a pro forma market rent of \$2.08 per square foot, while comparable nearby properties with similar amenity packages are achieving an average of \$2.38 per square foot. Once market rents are achieved and a utility billback program is implemented, the cash-on-cash return increases to 9.08%.*

# LYNNWOOD APARTMENT HOMES

## CONTACT US

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**Josh Blake**

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BLAKE INVESTMENT ADVISORS  
MULTIFAMILY ADVISORY & BROKERAGE

### 100% FOCUS ON MULTIFAMILY

Blake Investment Advisors exclusively concentrates on apartment owners, apartment properties, and the apartment markets in Washington State. The firm offers multifamily advisory services and brokerage expertise for apartment investors.

The exclusive focus of the platform results in an efficient marketplace dedicated to apartments, enabling the firm to gather data, provide practical research, and implement innovative marketing strategies, all aimed at delivering optimal value for apartment owners.

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