# **MEADOWBROOK** A P A R T M E N T S

### LAKEWOOD, WA

OFFERING MEMORANDUM

**III** 

Marcus & Millichap

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## Marcus & Millichap



## **MEADOWBROOK** A P A R T M E N T S

LAKEWOOD, WA

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## **MEADOWBROOK** A P A R T M E N T S

LAKEWOOD, WA

# SECTION OD INVESTMENT Overview

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## **INVESTMENT** Summary

Meadowbrook Apartments is a 48-unit property built in 1978. The unit mix consists of 36 one-bedroom and 12 two-bedroom units averaging 783 square feet. On-site services include a rental office, 24-hour emergency maintenance, and a laundry facility. The units were recently updated with hardwood floors, carpets and paint.

The property consists of two adjacent tax parcels totaling nine acres. Proposals to expand Meadowbrook show that it can support up to 66 additional multifamily units and 87 parking spaces. Less capital intensive opportunities for the excess land include adding self-storage or RV Parking on the excess land. The property also lies within an Opportunity Zone thus providing an incentive to develop the property.

Meadowbrook Apartments is located across the street from a new Amazon Distribution Center. Access to Interstate 5 is less than a mile from the property and the Madigan Gate entrance to Joint Base Lewis McChord (JBLM) is less than 2 miles from the property. A bus stop for the 206 line is located across the street connecting the property to Madigan Army Medical Center and JBLM.

Lakewood, Washington is a city in Pierce County of nearly 65,000 people. The city sits in the south end of Puget Sound and is approximately 40 miles from Seattle. JBLM is the primary employer in Lakewood with more than 45,000 service members and civilian workers. Consequently the base does not have sufficient housing for all of its soldiers, airmen, and civilian contractors. Meadowbrook Apartments is thus well positioned to capture a pool of renters seeking off base housing.





## **INVESTMENT** *Highlights*



#### SPACIOUS AND UPDATED UNITS

Most units were recently updated with wood flooring, new carpets, and fresh paint.



#### STRONG LOCAL ECONOMY

Large employers such as Joint Base Lewis-McChord provide thousands of stable jobs to the area.



#### **COMMUNITY AMENITIES**

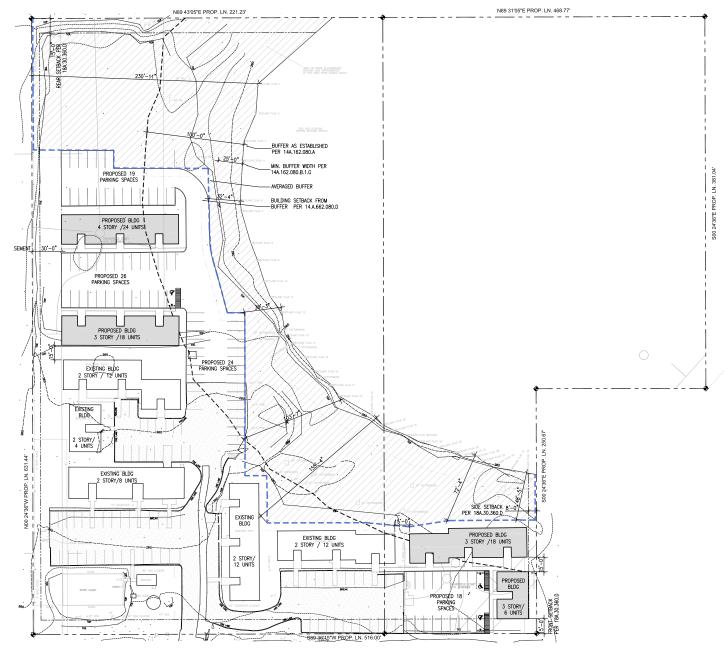
The properties are near American Lake, picnic areas, swimming, and boating.



#### EASY FREEWAY ACCESS

Quick commute to major employers, schools, and leisure activities.

## PROPOSED EXPANSION Meadowbrook



8 I MEADOWBROOK

## MEADOWBROOK Property Summary

Address : **7515 SW 146TH ST, LAKEWOOD, WA 98439** Built : **1978** 

#### Parcels : 0219222015 0219221001

Lot Size : 5.22 ACRES

Net Rentable Residential Space : 29,660 SF

Average Unit Size : 618 SF

Unit Count : **48** 

Stories :

2 Total Parking Stalls :

60

Parcel : 0219222015 Development Opportunities: ADDITIONAL UNITS RV STORAGE / MINI STORAGE

Parcel : 0219221001

**ADDITIONAL UNITS** 



Parcel : 0219222015 Development Opportunities: ADDITIONAL UNITS RV STORAGE / MINI STORAGE

#### Parcel : 0219221001

Parcel : 0219221001

-----

Parcel : **0219222015** Development Opportunities: ADDITIONAL UNITS RV STORAGE / MINI STORAGE



## **COMMUNITY** *Amenities*

- Rental Office
- 24 Hour emergency Maintenance
- Laundry Facility



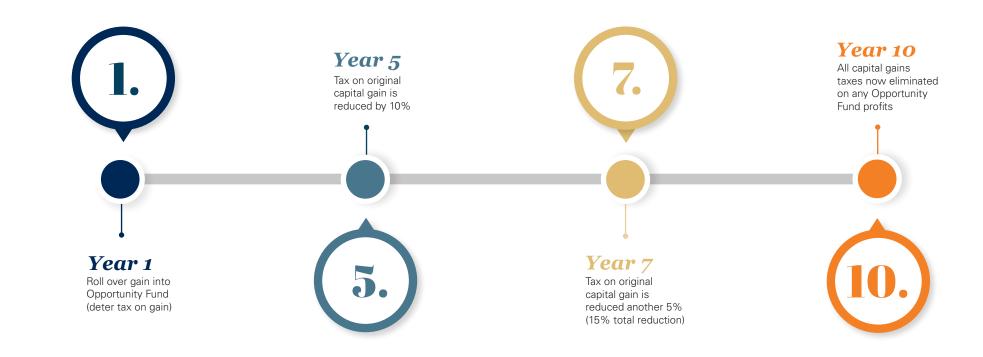
- Stove
- Oven
- Internet Access
- Heating

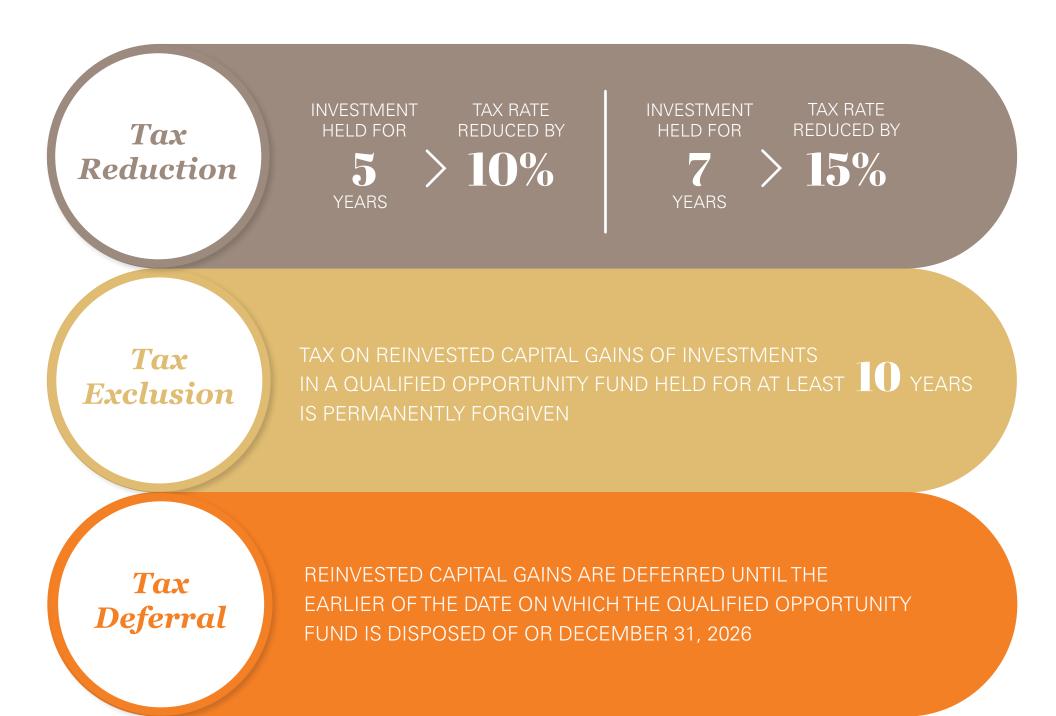
## **OPPORTUNITY ZONE** Overview

Created as part of the 2017 Tax Cuts and Jobs Act, the Opportunity Zone Program is designed to drive long-term capital to low-income communities throughout the United States by providing preferential tax treatment on investments that are placed in Opportunity Zones (OZ's).

Investors are eligible to receive certain tax benefits on unrealized capital gains reinvested in Opportunity Zones through a Qualified Opportunity Fund ("Fund"). A Qualified Opportunity Fund is an investment vehicle that is set up as either a partnership or corporation for investing in eligible property that is located in an OZ. An investor may sell any type of asset that has a capital gain such as stocks, bonds, real estate, businesses, etc., and invest the proceeds into a Fund within 180 days. To become a Qualified Opportunity Fund, an eligible corporation or partnership self-certifies by filing Form 8996 with its federal income tax return.

The tax benefits of investing in a Fund, become more favorable as an investor holds their interest in a Fund over a long period of time. For example, investors can defer tax on any prior gains invested in a Fund until the earlier of the date on which the investment in a Fund is sold or exchanged, or December 31, 2026. If the Fund investment is held for longer than 5 years, there is a 10% reduction of the deferred gain. If held for more than 7 years, the tax reduction increases to 15%. Additionally, if the investor holds the investment in the Fund for at least ten years, the investor is eligible for an increase in basis of the Fund equal to its fair market value on the date that the Fund is sold or exchanged.









LAKEWOOD, WA

SECTION O2 FINANCIAL Analysis

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# **RENT ROLL**

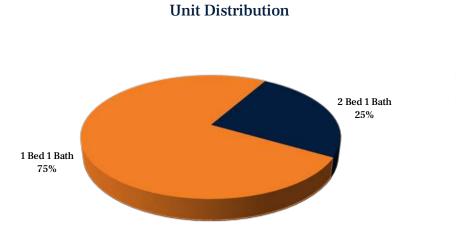
#### Meadowbrook Apartments

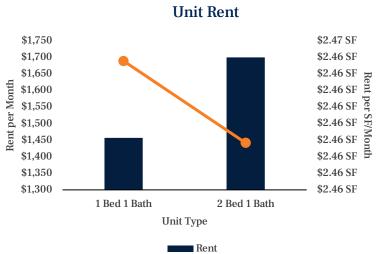
|                          |                 |                  |                   |                 | CURRENT            |                   |                 | POTENTIAL          |                   |
|--------------------------|-----------------|------------------|-------------------|-----------------|--------------------|-------------------|-----------------|--------------------|-------------------|
| UNITTYPE                 | NO. OF<br>UNITS | AVG. SQ.<br>FEET | RENTAL RANGE      | AVERAGE<br>RENT | AVERAGE<br>RENT/SF | MONTHLY<br>INCOME | AVERAGE<br>RENT | AVERAGE<br>RENT/SF | MONTHLY<br>INCOME |
| One Bedroom, One Bath    | 36              | 594              | \$1,000 - \$1,450 | \$1,292         | \$2.18             | \$46,510          | \$1,457         | \$2.45             | \$52,450          |
| Two Bedroom, Two Bath    | 12              | 690              | \$1,175 - \$1,875 | \$1,489         | \$2.16             | \$17,870          | \$1,700         | \$2.46             | \$20,400          |
| TOTALS/WEIGHTED AVERAGES | 48              | 618              |                   | \$1,341         | \$2.17             | \$64,380          | \$1,518         | \$2.46             | \$72,850          |

GROSS ANNUALIZED RENTS

\$772,560

\$874,200





# **OPERATING STATEMENT**

### Meadowbrook Apartments

| INCOME  | CURRENT   |       | YEAR 1  |      | NOTES   | PER UNIT   | PER SF   |
|---|---|-------|---|------|---|--|--|
| Rental Income   |   |       |   |      |   |  |  |
| Gross Potential Rent  | 874,200   |       | 874,200   |      | [1]   | 18,213   | 29.57  |
| Loss/Gain to Lease  | (101,640)   | 11.6% | 0   |      | [2]   | 0  | 0.00   |
| Gross Current Rent  | 772,560   |       | 874,200   |      |   | 18,213   | 29.57  |
| Physical Vacancy  | (38,628)  | 5.0%  | (43,710)  | 5.0% | [3]   | (911)  | (1.48)   |
| Economic Vacancy  |   |       |   |      |   |  |  |
| Bad Debt  | (7,726)   | 1.0%  | 0   |      | [4]   | 0  | 0.00   |
| Total Vacancy   | (\$46,354)  | 6.0%  | (\$43,710)  | 5.0% |   | (\$911)  | (\$1)  |
| Economic Occupancy  | 94.00%  |       | 95.00%  |      |   |  |  |
| Effective Rental Income   | 726,206   |       | 830,490   |      |   | 17,302   | 28.10  |
| Other Income  |   |       |   |      |   |  |  |
| Utility Bill-Back   | 12,212  |       | 36,600  |      | [5]   | 763  | 1.24   |
| All Other Income  | 27,526  |       | 28,352  |      | [6]   | 591  | 0.96   |
| Total Other Income  | \$39,738  |       | \$64,952  |      |   | \$1,353  | \$2.20   |
| Effective Gross Income  | \$765,944   |       | \$895,442   |      |   | \$18,655   | \$30.29  |
|   |   |       |   |      |   |  |  |
| EXPENSES  | CURRENT   |       | YEAR 1  |      | NOTES   | PER UNIT   | PER SF   |
| EXPENSES<br>Real Estate Taxes   | CURRENT<br>66,748   |       | YEAR 1<br>68,751  |      | NOTES<br>[7]  | PER UNIT<br>1,432  | PER SF<br>2.33   |
|   |   |       |   |      |   |  |  |
| Real Estate Taxes   | 66,748  |       | 68,751  |      | [7]   | 1,432  | 2.33   |
| Real Estate Taxes<br>Insurance  | 66,748<br>36,000  |       | 68,751<br>36,000  |      | [7]   | 1,432<br>750   | 2.33<br>1.22   |
| Real Estate Taxes<br>Insurance<br>Utilities - Electric  | 66,748<br>36,000<br>6,996   |       | 68,751<br>36,000<br>7,206   |      | [7]<br>[8]<br>[9]   | 1,432<br>750<br>150  | 2.33<br>1.22<br>0.24   |
| Real Estate Taxes<br>Insurance<br>Utilities - Electric<br>Utilities - Water & Sewer   | 66,748<br>36,000<br>6,996<br>54,385   |       | 68,751<br>36,000<br>7,206<br>56,016   |      | [7]<br>[8]<br>[9]<br>[10]   | 1,432<br>750<br>150<br>1,167   | 2.33<br>1.22<br>0.24<br>1.90   |
| Real Estate Taxes<br>Insurance<br>Utilities - Electric<br>Utilities - Water & Sewer<br>Trash Removal  | 66,748<br>36,000<br>6,996<br>54,385<br>29,421   |       | 68,751<br>36,000<br>7,206<br>56,016<br>30,303   |      | [7]<br>[8]<br>[9]<br>[10]<br>[11]   | 1,432<br>750<br>150<br>1,167<br>631  | 2.33<br>1.22<br>0.24<br>1.90<br>1.03   |
| Real Estate Taxes<br>Insurance<br>Utilities - Electric<br>Utilities - Water & Sewer<br>Trash Removal<br>Repairs & Maintenance   | 66,748<br>36,000<br>6,996<br>54,385<br>29,421<br>39,276   |       | 68,751<br>36,000<br>7,206<br>56,016<br>30,303<br>39,276   |      | [7]<br>[8]<br>[9]<br>[10]<br>[11]<br>[12]   | 1,432<br>750<br>150<br>1,167<br>631<br>818   | 2.33<br>1.22<br>0.24<br>1.90<br>1.03<br>1.33   |
| Real Estate Taxes   Insurance   Utilities - Electric   Utilities - Water & Sewer   Trash Removal   Repairs & Maintenance   Landscaping  | 66,748<br>36,000<br>6,996<br>54,385<br>29,421<br>39,276<br>2,846  |       | 68,751<br>36,000<br>7,206<br>56,016<br>30,303<br>39,276<br>2,931  |      | [7]<br>[8]<br>[9]<br>[10]<br>[11]<br>[12]<br>[13]                                 | 1,432<br>750<br>150<br>1,167<br>631<br>818<br>61                                   | 2.33<br>1.22<br>0.24<br>1.90<br>1.03<br>1.33<br>0.10   |
| Real Estate TaxesInsuranceUtilities - ElectricUtilities - Water & SewerTrash RemovalRepairs & MaintenanceLandscapingMarketing & Advertising   | 66,748<br>36,000<br>6,996<br>54,385<br>29,421<br>39,276<br>2,846<br>2,846   |       | 68,751<br>36,000<br>7,206<br>56,016<br>30,303<br>39,276<br>2,931<br>2,846   |      | [7]<br>[8]<br>[9]<br>[10]<br>[11]<br>[12]<br>[13]<br>[14]                         | 1,432<br>750<br>150<br>1,167<br>631<br>818<br>61<br>59                             | 2.33<br>1.22<br>0.24<br>1.90<br>1.03<br>1.33<br>0.10<br>0.10                                 |
| Real Estate TaxesInsuranceUtilities - ElectricUtilities - Water & SewerTrash RemovalRepairs & MaintenanceLandscapingMarketing & AdvertisingPayroll  | 66,748<br>36,000<br>6,996<br>54,385<br>29,421<br>39,276<br>2,846<br>2,846<br>17,400                               |       | 68,751<br>36,000<br>7,206<br>56,016<br>30,303<br>39,276<br>2,931<br>2,846<br>17,400                               |      | [7]<br>[8]<br>[9]<br>[10]<br>[11]<br>[12]<br>[13]<br>[14]<br>[15]                 | 1,432<br>750<br>150<br>1,167<br>631<br>818<br>61<br>61<br>59<br>363                | 2.33<br>1.22<br>0.24<br>1.90<br>1.03<br>1.33<br>0.10<br>0.10<br>0.59                         |
| Real Estate TaxesInsuranceUtilities - ElectricUtilities - Water & SewerTrash RemovalRepairs & MaintenanceLandscapingMarketing & AdvertisingPayrollGeneral & Administrative  | 66,748<br>36,000<br>6,996<br>54,385<br>29,421<br>39,276<br>2,846<br>2,846<br>17,400<br>12,000                     | 5.0%  | 68,751<br>36,000<br>7,206<br>56,016<br>30,303<br>39,276<br>2,931<br>2,846<br>17,400<br>12,000                     | 5.0% | [7]<br>[8]<br>[9]<br>[10]<br>[11]<br>[12]<br>[13]<br>[14]<br>[15]<br>[16]         | 1,432<br>750<br>150<br>1,167<br>631<br>818<br>61<br>59<br>363<br>250               | 2.33<br>1.22<br>0.24<br>1.90<br>1.03<br>1.33<br>0.10<br>0.10<br>0.59<br>0.41                 |
| Real Estate TaxesInsuranceUtilities - ElectricUtilities - Water & SewerTrash RemovalRepairs & MaintenanceLandscapingMarketing & AdvertisingPayrollGeneral & AdministrativeOperating Reserves  | 66,748<br>36,000<br>6,996<br>54,385<br>29,421<br>39,276<br>2,846<br>2,846<br>17,400<br>12,000<br>12,000           | 5.0%  | 68,751<br>36,000<br>7,206<br>56,016<br>30,303<br>39,276<br>2,931<br>2,846<br>17,400<br>12,000<br>12,000           | 5.0% | [7]<br>[8]<br>[9]<br>[10]<br>[11]<br>[12]<br>[13]<br>[14]<br>[15]<br>[16]<br>[17] | 1,432<br>750<br>150<br>1,167<br>631<br>818<br>61<br>59<br>363<br>250<br>250        | 2.33<br>1.22<br>0.24<br>1.90<br>1.03<br>1.33<br>0.10<br>0.10<br>0.59<br>0.41<br>0.41         |
| Real Estate Taxes   Insurance   Utilities - Electric   Utilities - Water & Sewer   Trash Removal   Repairs & Maintenance   Landscaping   Marketing & Advertising   Payroll   General & Administrative   Operating Reserves   Management Fee | 66,748<br>36,000<br>6,996<br>54,385<br>29,421<br>39,276<br>2,846<br>2,846<br>17,400<br>12,000<br>12,000<br>38,297 | 5.0%  | 68,751<br>36,000<br>7,206<br>56,016<br>30,303<br>39,276<br>2,931<br>2,846<br>17,400<br>12,000<br>12,000<br>44,772 | 5.0% | [7]<br>[8]<br>[9]<br>[10]<br>[11]<br>[12]<br>[13]<br>[14]<br>[15]<br>[16]<br>[17] | 1,432<br>750<br>150<br>1,167<br>631<br>818<br>61<br>59<br>363<br>250<br>250<br>933 | 2.33<br>1.22<br>0.24<br>1.90<br>1.03<br>1.33<br>0.10<br>0.10<br>0.59<br>0.41<br>0.41<br>1.51 |



### NOTES TO OPERATING STATEMENT Meadowbrook Apartments

- 1. Gross Potential Rent: Market rent.
- 2. Loss / Gain to Lease: Current is variance between July 2024 rent roll and market rent.
- 3. Physical Vacancy: Adjusted to 5.00%.
- 4. Bad Debt: Current adjusted to 1.00%.
- 5. Utility Bill-Back: Current per June 2024 T6 annualized. Year 1 adjusted to \$50 per bed room per month.
- 6. All Other Income: Current per June 2024 T6 annualized. Year 1 adjusted to reflect 3.00% increase.
- 7. Real Estate Taxes: Current per Pierce County Assessor. Year 1 reflects 3.00% increase.
- 8. Insurance: Adjusted to \$700 per unit.
- 9. Utilities Electric: Current per June 2024 T6 annualized. Year 1 adjusted to reflect 3.00% increase.
- Utilities Water & Sewer: Current per June 2024 T6 annualized. Year 1 adjusted to reflect 3.00% increase.
- Trash Removal: Current per June 2024 T6 annualized. Year 1 adjusted to reflect 3.00% increase.
- Repairs & Maintenance: Current per June 2024 T6 annualized. Year 1 adjusted to reflect 3.00% increase.
- 13. Landscaping: Current per June 2024 T6 annualized. Year 1 adjusted to reflect 3.00% increase.
- Marketing & Advertising: Current per June 2024 T6 annualized. Year 1 adjusted to reflect 3.00% increase.
- 15. Payroll: Adjusted to \$1,450 per month credit for on-site manager.
- 16. General & Administrative: Adjusted to \$250 per unit.
- 17. Operating Reserves: Adjusted to \$250 per unit.
- 18. Management Fee: Adjusted to 5.00%.

# **PRICING DETAIL**

### Meadowbrook Apartments

| SUMMARY            |             |     |
|--------------------|-------------|-----|
| Price              | \$7,500,000 |     |
| Down Payment       | \$2,625,000 | 35% |
| Number of Units    | 48          |     |
| Price per Unit     | \$156,250   |     |
| Price per SF       | \$253.72    |     |
| Rentable SF        | 29,560      |     |
| Lot Size           | 9.00 Acres  |     |
| Approx. Year Built | 1978        |     |

| RETURNS             | CURRENT | YEAR 1 |
|---------------------|---------|--------|
| CAP Rate            | 5.97%   | 7.55%  |
| GRM                 | 9.71    | 8.58   |
| Cash-on-Cash        | 4.40%   | 8.91%  |
| Debt Coverage Ratio | 1.35    | 1.70   |

| FINANCING     | 1ST LOAN    |
|---------------|-------------|
| Loan Amount   | \$4,875,000 |
| Loan Type     | New         |
| Interest Rate | 5.50%       |
| Amortization  | 30 Years    |
| Year Due      | 2029        |

Loan information is subject to change. Contact your Marcus & Millichap Capital Corporation representative.

| OPERATING DATA                   |       |                  |           |
|----------------------------------|-------|------------------|-----------|
| INCOME                           |       | CURRENT          | YEAR 1    |
| Gross Scheduled Rent             |       | \$772,560        | \$874,200 |
| Less: Vacancy/Deductions         | 6.0%  | \$46,354 5.0%    | \$43,710  |
| Total Effective Rental Income    |       | \$726,206        | \$830,490 |
| Other Income                     |       | \$39,738         | \$64,952  |
| Effective Gross Income           |       | \$765,944        | \$895,442 |
| Less: Expenses                   | 41.5% | \$318,216 36.8%  | \$329,503 |
| Net Operating Income             |       | \$447,729        | \$565,939 |
| Cash Flow                        |       | \$447,729        | \$565,939 |
| Debt Service                     |       | \$332,157        | \$332,157 |
| Net Cash Flow After Debt Service | 4.40% | \$115,572 8.91%  | \$233,783 |
| Principal Reduction              |       | \$65,671         | \$69,375  |
| Total Return                     | 6.90% | \$181,243 11.55% | \$303,158 |
| EXPENSES                         |       | CURRENT          |           |
| Real Estate Taxes                |       | \$66,748         | \$68,751  |
| Insurance                        |       | \$36,000         | \$36,000  |
| Utilities - Electric             |       | \$6,996          | \$7,206   |
| Utilities - Water & Sewer        |       | \$54,385         | \$56,016  |
| Trash Removal                    |       | \$29,421         | \$30,303  |
| Repairs & Maintenance            |       | \$39,276         | \$39,276  |
| Landscaping                      |       | \$2,846          | \$2,931   |
| Marketing & Advertising          |       | \$2,846          | \$2,846   |
| Payroll                          |       | \$17,400         | \$17,400  |
| General & Administrative         |       | \$12,000         | \$12,000  |
| Operating Reserves               |       | \$12,000         | \$12,000  |
| Management Fee                   |       | \$38,297         | \$44,772  |
| Total Expenses                   |       | \$318,216        | \$329,503 |
| Expenses/Unit                    |       | \$6,629          | \$6,865   |
| Expenses/SF                      |       | \$10.77          | \$11.15   |

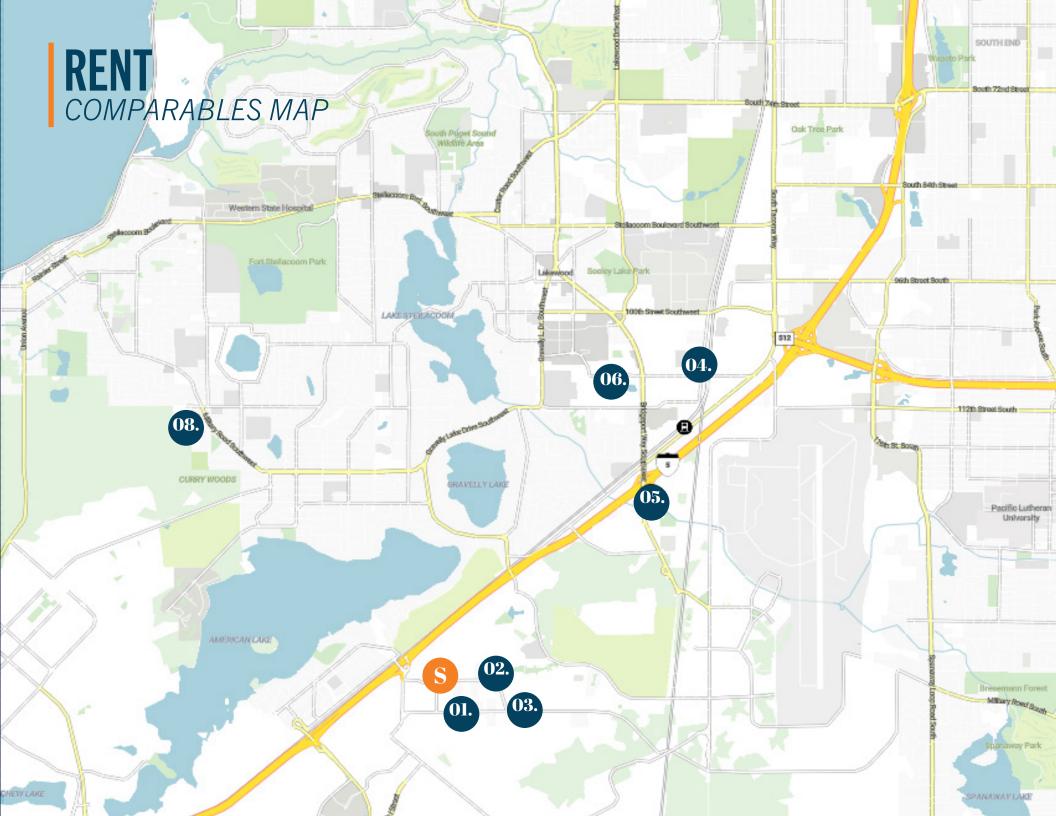


LAKEWOOD, WA

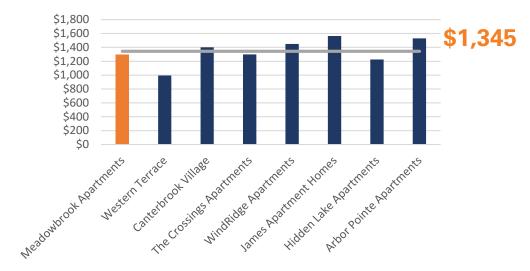


# SECTION O3 MARKET Comparables

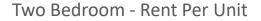
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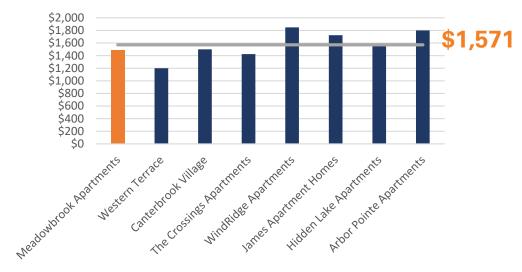


## **RENT** *Comparables*



One Bedroom - Rent Per Unit

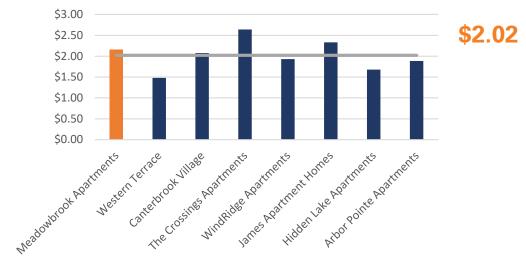




## **RENT** *Comparables*



One Bedroom - Rent Per SF





S

MEADOWBROOK APARTMENTS 7515 146th St SW, Lakewood, WA 98439





| UNIT TYPE       | UNITS | SF  | RENT    | RENT/SF |
|-----------------|-------|-----|---------|---------|
| 1 Bedroom       | 36    | 591 | \$1,292 | \$2.19  |
| 2 Bedroom       | 12    | 690 | \$1,489 | \$2.16  |
| AVERAGE /TOTAL: | 48    | 616 | \$1,341 | \$2.17  |

NOTES: Oven Refrigerator Carpet Vinyl Electric Heating Cable Internet/Satellite Close to Shopping Large Windows Open Floorplan Open Floorplans Park Like Setting Pet Waste Stations RangeOven Stove/Oven

**01.** WESTERN TERRACE 7310 150th St, Lakewood, WA 98439



| UNIT TYPE         | UNITS | SF  | RENT    | RENT/SF |
|-------------------|-------|-----|---------|---------|
| 1 Bedroom         | 21    | 420 | \$995   | \$2.07  |
| 2 Bedroom         | 21    | 810 | \$1,200 | \$1.48  |
| AVERAGE // TOTAL: | 42    | 645 | \$1,098 | \$1.70  |

NOTES: Heating Tub/Shower Pantry Kitchen Oven Range Refrigerator Hardwood Floors Carpet Tile Floors Vinyl Flooring Window Coverings Laundry Facilities Public Transportation Walk-Up Playground





#### **02.** CANTERBROOK VILLAGE

7212 15th St SW, Lakewood, WA 98439



| UNIT TYPE         | UNITS | SF  | RENT    | RENT/SF |
|-------------------|-------|-----|---------|---------|
| 1 Bedroom         | 34    | 512 | \$1,400 | \$2.73  |
| 2 Bedroom         | 99    | 722 | \$1,500 | \$2.08  |
| AVERAGE // TOTAL: | 133   | 668 | \$1,474 | \$2.21  |

NOTES: Laundry Facilities Public Transportation Walk-Up Pool Playground Basketball Court Grill High Speed Internet Access Heating Smoke Free Cable Ready Dishwasher Kitchen Oven Range Refrigerator Carpet Window Coverings

### **03.** THE CROSSINGS APARTMENTS 6503 150th St SW, Lakewood, WA 98439



| UNIT TYPE         | UNITS | SF  | RENT    | RENT/SF |
|-------------------|-------|-----|---------|---------|
| 1 Bedroom         | 154   | 520 | \$1,300 | \$2.50  |
| 2 Bedroom         | 75    | 540 | \$1,425 | \$2.64  |
| AVERAGE // TOTAL: | 229   | 527 | \$1,341 | \$2.55  |

NOTES: High Speed Internet Access Washer/Dryer Heating Smoke Free Cable Ready Trash Compactor Storage Space Tub/Shower Framed Mirrors Dishwasher Pantry Kitchen Oven Range Refrigerator Freezer Hardwood Floors Carpet Vinyl Flooring Dining Room Double Pane Windows Window Coverings Large Bedrooms Balcony Patio



## RENT **Comparables**

06. WINDRIDGE APARTMENTS 4409 107th Street Ct SW, Lakewood, WA 98499



| UNIT TYPE         | UNITS | SF    | RENT    | RENT/SF |
|-------------------|-------|-------|---------|---------|
| 1 Bedroom         | 31    | 723   | \$1,450 | \$2.01  |
| 2 Bedroom         | 40    | 958   | \$1,850 | \$1.93  |
| 3 Bedroom         | 9     | 1,109 | \$2,400 | \$2.16  |
| AVERAGE // TOTAL: | 91    | 680   | \$1,577 | \$2.32  |

NOTES: Package Service, Maintenance on site, Property Manager on Site, Clubhouse, Lounge, Storage Space. Fitness Center, Spa, Pool, Playground, Sundeck, Washer/Dryer, Heating, Security System, Storage Space, Tub/Shower, Fireplace, Dishwasher, Disposal Kitchen Microwave Oven Range Refrigerator Carpet Vinyl, Flooring, Walk-In Closets, Balcony Patio

#### JAMES APARTMENT HOMES 07. 4828-4930 123rd St SW, Lakewood, WA 98499



| UNIT TYPE         | UNITS | SF    | RENT    | RENT/SF |
|-------------------|-------|-------|---------|---------|
| 1 Bedroom         | 69    | 650   | \$1,565 | \$2.41  |
| 2 Bedroom         | 34    | 740   | \$1,725 | \$2.33  |
| 3 Bedroom         | 41    | 1,240 | \$2,200 | \$1.77  |
| AVERAGE // TOTAL: | 28    | 615   | \$1,220 | \$2.03  |

NOTES: Courtyard, Laundry Facilities, Property Manager on Site, Laundry Service, Recycling, Online Services



# **RENT** *Comparables*

## **08.** HIDDEN LAKE APARTMENTS 5419 110TH ST SW, LAKEWOOD, WA 98499



| UNIT TYPE         | UNITS | SF  | RENT    | RENT/SF |
|-------------------|-------|-----|---------|---------|
| 1 Bedroom         | 15    | 528 | \$1,227 | \$2.32  |
| 2 Bedroom         | 3     | 710 | \$1,497 | \$2.11  |
| AVERAGE // TOTAL: | 18    | 691 | \$1,272 | \$2.28  |

NOTES: Community Laundry, Laminate Floors, Backyard, Quartz Countertops.

## **09.** ARBOR POINTE APARTMENTS 11432 105th Ave SW, Lakewood, WA 98498



| UNIT TYPE         | UNITS | SF    | RENT    | RENT/SF |
|-------------------|-------|-------|---------|---------|
| 1 Bedroom         | 86    | 655   | \$1,405 | \$2.14  |
| 2 Bedroom         | 82    | 972   | \$1,541 | \$1.59  |
| 3 Bedroom         | 20    | 1,185 | \$2,468 | \$2.08  |
| AVERAGE // TOTAL: | 188   | 842   | \$1,577 | \$1.86  |

NOTES: 24 Hour Access, Clubhouse, Playground, Pool, Recycling, Pet Washing Station, Patio, Wheelchair Accessible (Rooms), Window Coverings





## **SALES** *Comparables*



Price Per SF





#### ORCHARD PARK APARTMENTS 2950 Tumbleweed Ln SE, Port Orchard, WA 98366

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|-----|--|----------------|---------|
|     |  |                |         |
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|     |  |                | 10.0    |
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|     |  |                |         |
|     |  |                |         |

TIMBER RUN 4106 Madrona Dr SE, Port Orchard, WA 98366

CLOSE OF ESCROW:

SALES PRICE:

PRICE/UNIT:

PRICE/SF:

| CLOSE OF ESCROW:       | 6/28/2024    |
|------------------------|--------------|
| SALES PRICE:           | \$16,000,000 |
| PRICE/UNIT:            | \$242,424    |
| PRICE/SF:              | \$230        |
| CAP RATE:              | 5.01%        |
| TOTAL NO. OF<br>UNITS: | 66           |
| AVERAGE UNIT SF:       | 1049         |
| YEAR BUILT:            | 1981         |

CAP RATE: TOTAL NO. OF UNITS: AVERAGE UNIT SF: 759 YEAR BUILT: 1972

NOTES: Cable Ready, Microwave, Dishwasher, Refrigerator, Fireplace, Washer/Dryer s. NOTES: Dishwasher, Patio, Disposal Range, Heating, Refrigerator, Oven, Washer/Dryer



#### DAFFODIL APARTMENTS 1721 16th St, Sumner, WA 98390

| CLOSE OF ESCROW:       | 1/14/2024   |
|------------------------|-------------|
| SALES PRICE:           | \$1,975,000 |
| PRICE/UNIT:            | \$164,583   |
| PRICE/SF:              | \$221       |
| CAP RATE:              | 5.78%       |
| TOTAL NO. OF<br>UNITS: | 12          |
| AVERAGE UNIT SF:       | 714         |
| YEAR BUILT:            | 1985        |

NOTES:

5/10/2024

\$217,759

\$287

\$12,630,000





PACIFIC GARDENS 8602 S C St, Tacoma, WA 98444

| CLOSE OF ESCROW:       | 10/23/2023  |
|------------------------|-------------|
| SALES PRICE:           | \$4,880,000 |
| PRICE/UNIT:            | \$152,500   |
| PRICE/SF:              | \$199       |
| CAP RATE:              | 6.00%       |
| TOTAL NO. OF<br>UNITS: | 32          |
| AVERAGE UNIT SF:       | 766         |
| YEAR BUILT:            | 1985        |

NOTES: Dishwasher, Oven, Fireplace, Range, Kitchen, Site Amenities, Laundry Facilities

05.

PALISADES APARTMENTS 1628 Trenton Ave, Bremerton, WA 98310

| CLOSE OF ESCROW:       | 8/8/2023    |
|------------------------|-------------|
| SALES PRICE:           | \$6,500,000 |
| PRICE/UNIT:            | \$216,667   |
| PRICE/SF:              | \$290       |
| CAP RATE:              | 5.70%       |
| TOTAL NO. OF<br>UNITS: | 30          |
| AVERAGE UNIT SF:       | 800         |
| YEAR BUILT:            | 1972        |

NOTES: Air Conditioning, Range, Cable Ready ,Refrigerator, Heating, Tub/Shower, Kitchen, Walk-In Closets, Oven ,Window Coverings EVERGREEN COURT APARTMENTS 12805 47th Ave SW, Lakewood, WA 98499

| CLOSE OF ESCROW:       | 1/5/2023    |
|------------------------|-------------|
| SALES PRICE:           | \$6,250,000 |
| PRICE/UNIT:            | \$156,250   |
| PRICE/SF:              | \$270       |
| CAP RATE:              | 5.38%       |
| TOTAL NO. OF<br>UNITS: | 40          |
| AVERAGE UNIT SF:       | 579         |
| YEAR BUILT:            | 1964        |

NOTES: Playground, Laundry Facilities, Decks, High Speed Internet Access.





COLONIAL COURT 9120 Lawndale Ave SE, Lakewood, WA 98498

| CLOSE OF ESCROW:       | 1/5/2023    |
|------------------------|-------------|
| SALES PRICE:           | \$7,200,000 |
| PRICE/UNIT:            | \$175,610   |
| PRICE/SF:              | \$212       |
| CAP RATE:              | 5.83%       |
| TOTAL NO. OF<br>UNITS: | 41          |
| AVERAGE UNIT SF:       | 828         |
| YEAR BUILT:            | 1971        |

NOTES: 24 Hour Emergency Maintenance, Landscaped Grounds, Private Picnic Area, In-unit Washer/Dryer, Dishwasher.

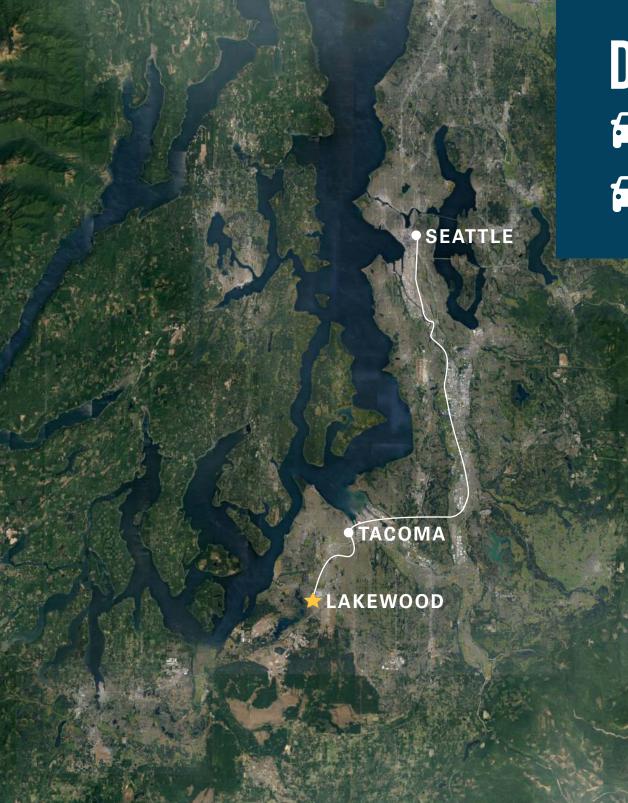


LAKEWOOD, WA



# section O4 LOCATION Overview

Marcus & Millichap



# **DRIVE TIME** SEATTLE 53 MINUTES

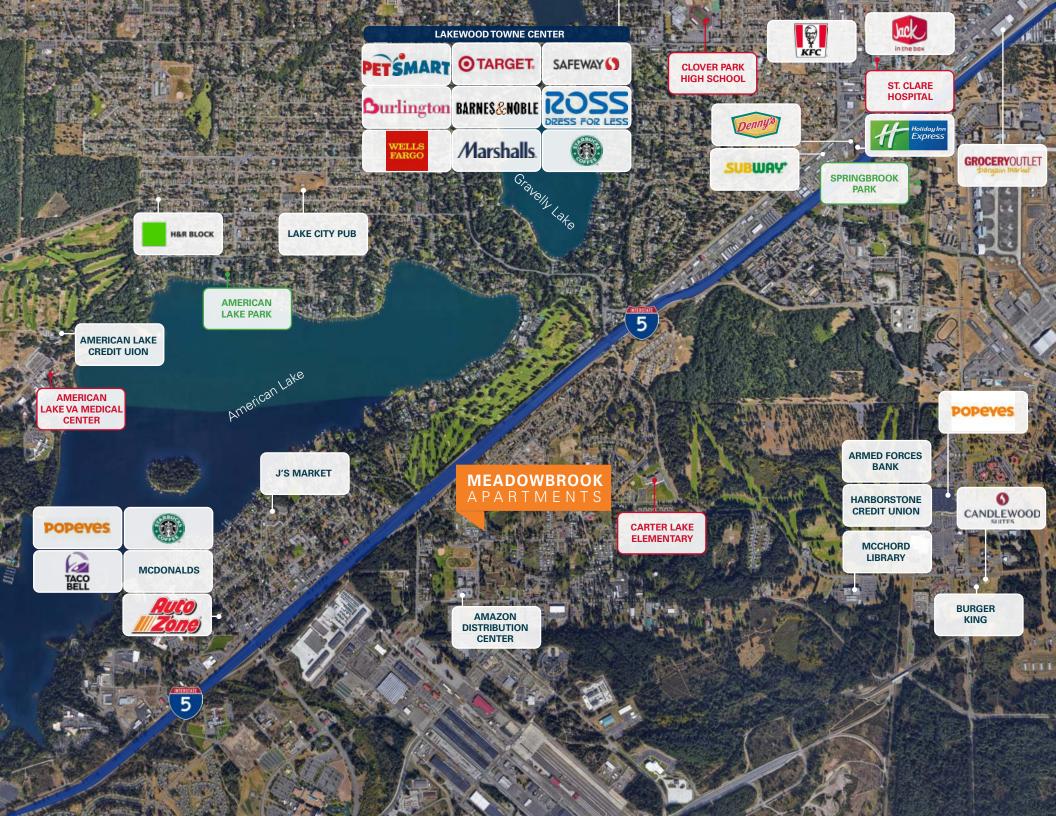


# **LAKEWOOD** Overview

#### Lakewood, Washington is a city in Pierce County serving a community of nearly 65,000 people. Conveniently located between Seattle and Olympia, Lakewood is the host community to Joint Base Lewis-McChord (JBLM) and Camp Murray. JBLM has grown into the largest Armyled joint base in the United States and is the only Army Power Projection Platform west of the Rocky Mountains. The city supports a diverse economy through medical and industrial sectors. Lakewood's Industrial Park is fourthlargest private, for-profit employer in Pierce County and third-largest industrial business park in Washington.

Lakewood benefits from many education partners, serving students from pre-K to college. Clover Park School District is an award-winning K-12 public system that boasts the highest graduation rate of comparable South Sound districts. Opportunities for higher education are also available through Pierce College, an award-winning college offering baccalaureate and associate degrees, and Clover Park Technical College, an award-winning technical college with deep ties to Lakewood. The city is home to several lakes and historic sites such as Fort Steilacoom Park, Lakewold Gardens and Thornewood Castle. Recreation opportunities abound, including skiing, hiking, biking, and kite surfing, with the Cascade Mountains to the east and the bay to the west. The city maintains a large network of parks and offers classes and excursions on a year-round basis. The 340-acre Fort Steilacoom Park is the crown jewel of Lakewood. This park draws over 1 million visitors each year from across the region.





# **MAJOR EMPLOYMENT**

### Lakewood

## JOINT BASE LEWIS-MCCHORD (JBLM)

- Located in the heart of the Pacific Northwest's Puget Sound region, Joint Base Lewis-McChord is the Department of Defense's premiere military installation on the West Coast. The joint base, which began operation in October 2010 from the consolidation of Fort Lewis and McChord Air Force Base, is one of 12 joint bases created by the 2005 Base Realignment and Closure Commission.
- Joint Base Lewis-McChord has a sub-installation at Yakima Training Center in eastern Washington. The joint base is 647 square miles with 142 square miles for the main base in western Washington and 505 square miles for the Yakima Training Center. The population of the joint base is approximately 110,000: 40,000 active duty, 60,000 family members and 15,000 civilian and contract employees.

## **EMBASSY MANAGEMENT LLC**

 With over 2,700 employees, Embassy Management, LLC was initially developed to provide high quality management services for the Aacres group of companies in 2007. The Embassy Management, LLC provides such as accounting, payroll, information technology, human resources, quality improvement/ assurance, training and strategic leadership.



# **LIFESTYLE QUICK FACTS**

### Lakewood



### PARKS AMENITIES

Lakewood is home to 16 parks consisting of more than 540 acres.



### **RECREATIONAL ACTIVITIES**

There are five lakes totaling nearly two miles of water area. They are great for water sports like skiing, rowing, and fishing.



### **GOLFER'S PARADISE**

Lakewood has three golf courses, including Oakbrook, Tacoma Country & Golf, and American Lake Veterans Golf Course. The city is minutes away from Chambers Bay, home of the 2015 U.S. Open.

### **REGIONAL DESTINATION**

The 340-acre Fort Steilacoom Park is the crown jewel of Lakewood. This park draws over 1 million visitors each year from across the region.



### **HISTORIC SITES**

Nestled along the shores of American Lake sits 500-year-old Thornewood Castle. The owner had the Tudor-Gothic-Style mansion dismantled in England, and in 1907 it was reconstructed in Lakewood.



### SHOPPING AND DINING

Lakewood Towne Center is home to the Lakewood Playhouse which celebrated its 80th season in 2019 and is still going strong.

# LAKEWOOD, WASHINGTON

### **Demographics**







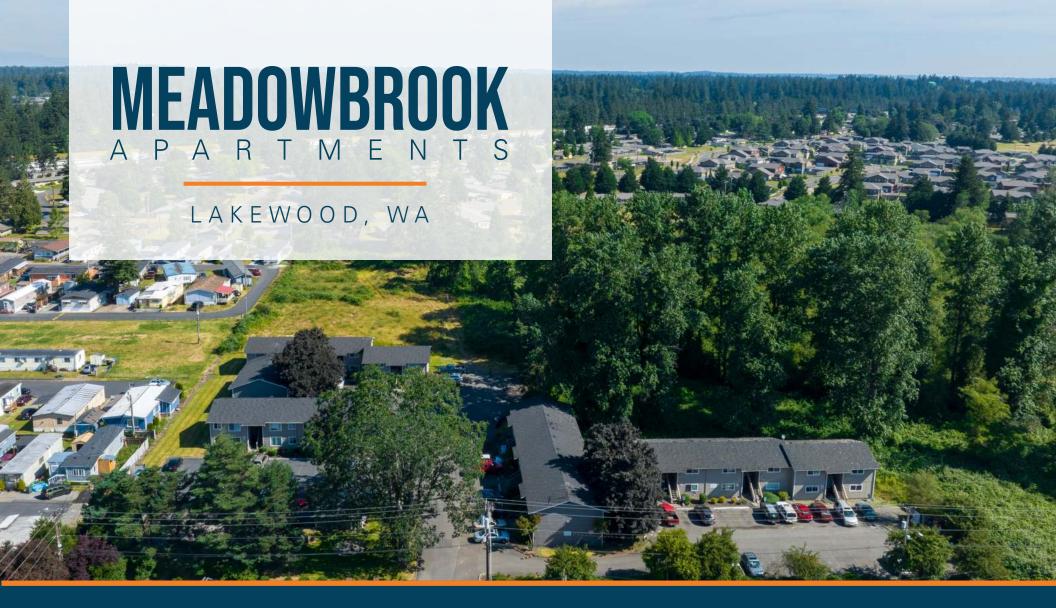




Projected 2027 Total Population (5-Mile Radius)

| POPULATION                         | 1 MILE | 3 MILES | 5 MILES |
|------------------------------------|--------|---------|---------|
| 2026 Projection                    |        |         |         |
| Total Population                   | 9,103  | 66,849  | 134,874 |
| 2021 Estimate                      |        |         |         |
| Total Population                   | 8,907  | 64,769  | 130,915 |
| 2010 Census                        |        |         |         |
| Total Population                   | 8,264  | 58,500  | 119,018 |
| 2000 Census                        |        |         |         |
| Total Population                   | 7,783  | 58,511  | 121,278 |
| Daytime Population                 |        |         |         |
| 2021 Estimate                      | 6,463  | 77,785  | 151,189 |
| HOUSEHOLDS                         | 1 MILE | 3 MILES | 5 MILES |
| 2026 Projection                    |        |         |         |
| Total Households                   | 3,670  | 26,066  | 52,036  |
| 2021 Estimate                      |        |         |         |
| Total Households                   | 3,558  | 25,119  | 50,213  |
| Average (Mean) Household Size      | 2.5    | 2.5     | 2.5     |
| 2010 Census                        |        |         |         |
| Total Households                   | 3,241  | 22,637  | 45,466  |
| 2000 Census                        |        |         |         |
| Total Households                   | 3,032  | 22,250  | 42,661  |
| HOUSING UNITS                      | 1 MILE | 3 MILES | 5 MILES |
| Occupied Units                     |        |         |         |
| 2026 Projection                    | 3,856  | 27,741  | 54,656  |
| 2021 Estimate                      | 3,739  | 26,729  | 52,785  |
| Owner Occupied                     | 1,989  | 10,538  | 21,058  |
| Renter Occupied                    | 1,568  | 14,581  | 29,155  |
| Vacant                             | 182    | 1,610   | 2,572   |
| Persons In Units                   |        |         |         |
| 2021 Estimate Total Occupied Units | 3,558  | 25,119  | 50,213  |
| 1 Person Units                     | 28.0%  | 29.2%   | 28.2%   |
| 2 Person Units                     | 35.1%  | 32.6%   | 32.2%   |
| 3 Person Units                     | 16.3%  | 16.8%   | 17.2%   |
| 4 Person Units                     | 11.5%  | 12.5%   | 13.1%   |
| 5 Person Units                     | 5.5%   | 5.5%    | 5.6%    |
| 6+ Person Units                    | 3.6%   | 3.3%    | 3.6%    |

| HOUSEHOLDS BY INCOME              | 1 MILE   | 3 MILES  | 5 MILES  |
|-----------------------------------|----------|----------|----------|
| 2021 Estimate                     |          |          |          |
| \$200,000 or More                 | 7.4%     | 5.3%     | 4.6%     |
| \$150,000-\$199,999               | 4.8%     | 5.3%     | 5.7%     |
| \$100,000-\$149,999               | 17.3%    | 16.1%    | 16.5%    |
| \$75,000-\$99,999                 | 15.7%    | 14.3%    | 13.8%    |
| \$50,000-\$74,999                 | 20.4%    | 17.9%    | 18.3%    |
| \$35,000-\$49,999                 | 12.9%    | 14.0%    | 14.3%    |
| \$25,000-\$34,999                 | 8.7%     | 9.5%     | 9.3%     |
| \$15,000-\$24,999                 | 6.9%     | 8.7%     | 8.2%     |
| Under \$15,000                    | 5.9%     | 9.1%     | 9.2%     |
| Average Household Income          | \$96,680 | \$85,865 | \$83,540 |
| Median Household Income           | \$68,618 | \$61,657 | \$61,682 |
| Per Capita Income                 | \$38,650 | \$34,113 | \$32,579 |
| POPULATION PROFILE                | 1 MILE   | 3 MILES  | 5 MILES  |
| Population By Age                 |          |          |          |
| 2021 Estimate Total Population    | 8,907    | 64,769   | 130,915  |
| Under 20                          | 25.2%    | 26.9%    | 27.8%    |
| 20 to 34 Years                    | 21.4%    | 26.1%    | 26.9%    |
| 35 to 39 Years                    | 6.7%     | 6.6%     | 6.7%     |
| 40 to 49 Years                    | 11.1%    | 9.9%     | 9.8%     |
| 50 to 64 Years                    | 19.2%    | 16.1%    | 15.4%    |
| Age 65+                           | 16.5%    | 14.1%    | 13.4%    |
| Median Age                        | 37.5     | 33.0     | 32.0     |
| Population 25+ by Education Level |          |          |          |
| 2021 Estimate Population Age 25+  | 6,084    | 42,033   | 83,444   |
| Elementary (0-8)                  | 2.0%     | 2.8%     | 3.1%     |
| Some High School (9-11)           | 6.3%     | 6.1%     | 6.4%     |
| High School Graduate (12)         | 25.4%    | 26.2%    | 26.1%    |
| Some College (13-15)              | 27.6%    | 27.3%    | 26.5%    |
| Associate Degree Only             | 12.0%    | 12.1%    | 11.9%    |
| Bachelors Degree Only             | 18.9%    | 16.6%    | 17.1%    |
| Graduate Degree                   | 7.7%     | 8.9%     | 9.0%     |
| Population by Gender              |          |          |          |
| 2021 Estimate Total Population    | 8,907    | 64,769   | 130,915  |
| Male Population                   | 49.1%    | 50.3%    | 49.9%    |
| Female Population                 | 50.9%    | 49.7%    | 50.1 %   |



### EXCLUSIVELY LISTED BY:

#### **RICH DAY**

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Marcus Millichap