

OFFERING MEMORANDUM

# Wenatchee Valley Industrial Property For Sale or Lease

Highway 97A Frontage Within BNSF Rail Corridor

## 4151 US Highway 97A

WENATCHEE, WASHINGTON 98801

±22,780 SF Industrial Building on 7.52 Acres  
Owner-User, Lease, and Redevelopment Opportunity

EXCLUSIVELY OFFERED BY  
CUSHMAN & WAKEFIELD | CORPORATE CAPITAL MARKETS



# Confidentiality & Disclaimer

This Offering Memorandum has been prepared by Cushman & Wakefield (the “Broker”) solely for use by prospective purchasers or tenants in evaluating the potential acquisition or lease of the property located at 4151 US Highway 97A, Wenatchee, Washington 98801 (the “Property”). This document is confidential and is provided on the condition that the recipient will not reproduce, distribute, or disclose its contents without the prior written consent of the Broker and the Owner.



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The Owner reserves the right, at its sole discretion, to reject any or all expressions of interest or offers, to negotiate with one or more prospective purchasers at any time, and to withdraw the Property from the market at any time without notice. By accepting this Offering Memorandum, the recipient agrees to the terms set forth above.

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# Executive Summary

Cushman & Wakefield, as exclusive advisor to the Owner, is pleased to present the opportunity to acquire or lease 4151 US Highway 97A, Wenatchee, Washington (the “Property”), a ± 22,780 square foot industrial facility situated on a ± 7.52 acre parcel within the City of Wenatchee. The Property is being offered as a result of a strategic consolidation of operating locations by the current owner-user, Chamberlin Agriculture. The site has historically supported industrial and equipment-related uses and benefits from a generous land-to-building ratio of approximately 14.4 to 1, providing meaningful flexibility for expansion, outdoor storage, equipment yard configuration, or alternative redevelopment scenarios.

Key attributes of the offering include:

- **Strategic Highway 97A frontage** with strong visibility and direct access to a primary commercial and industrial corridor connecting Wenatchee, Sunnyslope, and points north.
- **Land-rich 7.52 acre parcel** providing significant outdoor storage, laydown, or future development capacity, located between US-97A and the BNSF rail corridor along the Columbia River.
- **Vacant delivery at closing** enabling an owner-user to occupy immediately or a redeveloper to reposition the site without lease-burdened constraints.
- **Established industrial use** with longstanding commercial zoning and infrastructure suited to manufacturing, distribution, equipment service, agricultural support, and similar industrial activities.
- **Resilient regional economy** anchored by agriculture, healthcare, hydroelectric power, technology, and tourism, with Wenatchee serving as the urban hub of North Central Washington.





CHAMBERLIN  
AGRICULTURE  
- EST. IN 1940 -

STOP  
NO ENTRY  
KEEP OFF

# Property Overview

## QUICK FACTS

<b>Property Address</b>	4151 US Highway 97A, Wenatchee, WA 98801
<b>County</b>	Chelan County
<b>Parcel ID</b>	23544 (Geographic ID 232015120100)
<b>Land Area</b>	±7.52 acres (± 327,571 SF)
<b>Total Building Area</b>	±22,780 SF
<b>Office Building</b>	±2,480 SF (built 1967)
<b>Equipment Storage Building</b>	±19,500 SF (built 1967)
<b>Equipment Storage Building</b>	±800 SF (built 1967)
<b>Land-to-Building Ratio</b>	±14.4 : 1
<b>Year Built</b>	1967
<b>Number of Buildings</b>	Three (3)
<b>Construction</b>	Red iron/steel/metal siding warehouse; brick and stick office building
<b>Clear Height</b>	Warehouse rollup doors are 14 feet
<b>Loading</b>	Loading dock, truck access, grade level loading; roll up doors
<b>Power</b>	Chelan County PUD; electricity, commercial water City of Wenatchee: storm drain
<b>HVAC</b>	The office has heat and air forced air; a 4800 SF warm room in warehouse is heated by natural gas in the winter.
<b>Sprinkler System</b>	N/A
<b>Parking</b>	15+ marked spaces could accommodate 50+ more vehicles depending on how the lot is used

## Site Improvements

Site improvements include a front and 2 side gated entrances, paved parking and yard area, a fuel containment area, a covered loading dock, and site lighting. Based on the usable parcel area, the LTB ratio is indicated at 14.4:1. The improvements were constructed by the owners in 1967, have been adequately maintained and updated and are in average overall condition, with a remaining useful life that is near 35 years. More recent improvements include an office roof replacement; rainwater swale and infiltration pond, LED energy efficiency lighting and sealing of the warehouse to meet SQF food safety storage standards.





# Property Overview (cont.)

## QUICK FACTS

<b>Rail Access</b>	Rail access available
<b>Utilities</b>	Water/Sewer/Storm Water: City of Wenatchee Electricity and Commercial Water; Chelan County PUD Trash/Recycling: Waste Management Northwest Power: Pacific Power Natural Gas: Avista
<b>Zoning</b>	City of Wenatchee (Commercial / Industrial use)
<b>Current Use</b>	Vacant (delivered vacant at closing)
<b>Prior Use</b>	Owner-occupied by Chamberlin Agriculture
<b>2025 Assessed Value</b>	\$992,093
<b>2026 Estimated Real Estate Taxes</b>	\$13,063





# Investment Highlights

## Versatile Owner-User and Redevelopment Opportunity

The Property's unique combination of industrial improvements and a sizable, well-located land parcel positions it to serve three distinct profiles: (i) industrial owner-user buyers seeking immediate occupancy of an established, infrastructure-ready site along a primary North Central Washington corridor; and (ii) developers or redevelopers seeking a land-rich parcel with significant frontage, flexibility, and reuse potential and (iii) tenants. The vacant delivery, generous parcel size, and corridor location create a flexible canvas for a wide range of end uses.

## Immediate Occupancy for Industrial Users

With an existing ± 22,780 SF improvement footprint comprising office and equipment storage buildings, the Property offers a turnkey industrial platform for users in agriculture, equipment service and rental, distribution, light manufacturing, contractor yards, and related industrial sectors. The site has historically supported similar uses, including the current owner-user, Chamberlin Agriculture, and is well-suited to industrial operations that require a combination of covered storage, office support, and outdoor laydown area.

## Strategic Highway 97A Corridor Frontage

US Highway 97A is a primary north-south arterial connecting Wenatchee with Sunnyslope, Entiat, Chelan, and the broader North Central Washington region. The Property benefits from direct highway frontage and visibility, immediate access to downtown Wenatchee and the Wenatchee Valley industrial submarket, and proximity to the BNSF rail corridor that parallels the Columbia River. This corridor location is increasingly difficult to replicate within the Wenatchee market, where suitable industrial land with highway exposure is limited.

## Land-Rich Parcel with Redevelopment Optionality

At ± 7.52 acres, the Property offers a land-to-building ratio of approximately 14.4 to 1, well in excess of typical industrial site ratios. The parcel's size, configuration, and location between US-97A and the rail/river corridor provide meaningful optionality for an owner-user seeking expansion capacity, a build-to-suit developer, or a redeveloper considering alternative uses consistent with City of Wenatchee planning objectives. Per the Chelan County Assessor, land value represents approximately 66% of the Property's 2025 total assessed value, underscoring the underlying land component of the investment.

## Resilient and Diversifying Wenatchee Economy

The Wenatchee MSA serves as the economic and population hub of North Central Washington and benefits from a diversified base anchored by agriculture (most notably tree fruit and the broader Apple Capital ecosystem), healthcare (Confluence Health), hydroelectric power, public sector employment, technology and data center activity in the broader Columbia Basin, and tourism. The combination of stable legacy industries and growing diversification supports durable demand for industrial space serving regional production, distribution, and service activities.

# Location & Market Overview

## Wenatchee, Washington

Wenatchee is the principal city of the Wenatchee MSA (Chelan and Douglas Counties) and serves as the commercial, healthcare, retail, and government hub for North Central Washington. The city is situated at the confluence of the Wenatchee and Columbia Rivers, approximately 140 miles east of Seattle via US Highway 2 and Interstate 90, and approximately 170 miles northwest of Spokane. The MSA is home to roughly 125,000 residents and serves a broader regional trade area of more than 250,000 across Chelan, Douglas, Okanogan, and Grant counties.

The regional economy has historically been anchored by agriculture, with the Wenatchee Valley producing a meaningful share of Washington's apple, pear, and cherry crops. Over the last two decades, the economy has diversified to include significant healthcare, hydroelectric power, public sector, technology and data center, and tourism employment. Major regional employers include Confluence Health, the Wenatchee School District, Chelan County PUD, the City of Wenatchee, Stemilt Growers, Wenatchee Valley College, and a broad base of tree fruit packing and shipping operations.

## Submarket and Site Setting

The Property is located along US Highway 97A in the Sunnyslope area of the City of Wenatchee, immediately north of downtown. The site sits on the west side of the highway between the BNSF rail corridor and the Wenatchee River, positioning it within an established corridor of industrial, agricultural support, and commercial uses. Surrounding properties include fruit packing and storage operations, equipment dealers and contractor yards, agricultural service businesses, and supporting commercial users that serve both the local market and the broader North Central Washington trade area.

The corridor is characterized by long-tenured industrial and agricultural users, limited new industrial development due to topographic and land-availability constraints, and strong barriers to entry for newly developed competing supply. As a result, well-located, infrastructure-ready industrial sites within the City of Wenatchee are increasingly difficult to source.

## Transportation and Access

### US Highway 97A

Direct frontage and access; primary north-south arterial connecting Wenatchee to Sunnyslope, Entiat, Chelan, and the upper Columbia region.

### Pangborn Memorial Airport (EAT)

Approximately 7 miles southeast in East Wenatchee, with daily commercial service via Horizon Air to Seattle-Tacoma International Airport.

### US Highway 2 / SR 285

Approximately 2 miles south, providing connectivity east to Spokane and west across Stevens Pass to the Puget Sound region.

### Port of Wenatchee (Olds Station)

Within 2 miles, providing access to industrial park infrastructure and broader port-administered economic development resources.

### BNSF Rail Corridor

Adjacent to the parcel; the BNSF main line parallels the Columbia River and supports regional freight movement, including agricultural and intermodal traffic.

# Demographics

The Property is well-positioned within the Wenatchee MSA labor shed and trade area, with the City of Wenatchee serving as the principal employment and population center for North Central Washington.

Geography	Population	Households	Median HH Income
City of Wenatchee	±35,500	±13,800	± \$68,000
Wenatchee MSA (Chelan & Douglas Counties)	±125,000	±47,500	±\$72,000
Regional Trade Area (4 counties)	±255,000	±96,000	±\$66,000

Estimates are approximate and based on publicly available U.S. Census, ACS, and economic development source data. To be confirmed and refined as part of the formal OM production process.

## Major Regional Employers

- Confluence Health (regional healthcare system)
- Chelan County Public Utility District
- Stemilt Growers and other regional tree fruit packers and shippers
- Wenatchee School District
- City of Wenatchee and Chelan County government
- Wenatchee Valley College
- Yahoo / Confluence Technology Center data center operations

# Zoning & Entitlements

The Property is located within the corporate limits of the City of Wenatchee and is subject to the City's Zoning Ordinance and Comprehensive Plan. Allowable uses, development standards, setbacks, parking requirements, and any conditional or overlay designations are to be confirmed with the City of Wenatchee Community & Economic Development Department as part of buyer due diligence.

The Property has historically supported industrial and equipment-related uses and is identified by the Chelan County Assessor under commercial use code 82. Prospective purchasers contemplating a change of use or redevelopment are encouraged to engage with City planning staff early in the diligence process to confirm permitted uses and applicable development standards.

**City of Wenatchee, Washington**

*\* The property is within the City of Wenatchee's urban growth area boundary which means the rules you have to follow are the City's "industrial" zoning district. Any applications would be processed through the County, but the rules and regulations would be those found in the City's code. Here is information I pulled from the most recent appraisal, which the county can confirm.*

**Jurisdiction**

**Other Considerations** Shoreline Master Program

**Wenatchee Code Reference** Title 10.30 & Shoreline Master Program

**City of Wenatchee Zoning** I - Industrial

**Permitted Uses**

- A variety of light industrial uses are permitted outright:
- Manufacturing
  - Farmers Market
  - Industrial, heavy & light
  - Equipment Rental & Services
  - Warehousing
  - Wholesale
  - Contractor Yards
  - Adult Oriented Uses
  - Storage

# Zoning & Entitlements (cont)

<b>Purpose</b>	A district suited to wholesale commercial activities, warehousing, and manufacturing. Uses are limited to industry and related support facilities.
<b>Applicable Standards:</b>	I Subject Conforming.
<b>Min. Lot Area</b>	None 327,571 SF Yes
<b>Max. Lot Coverage</b>	70% 7% Yes
<b>Setbacks - Front</b>	0' 2' YES
<b>Side</b>	0' >20' Yes
<b>Rear</b>	0' >20' Yes
<b>Max. Building Height</b>	90' 20' Yes
<b>Max. Gross Floor Area</b>	None 2,400 Yes
<b>Subject Conformity</b>	Existing use is legal and conforming to the zoning requirements *Improvements could be rebuilt if destroyed

## Shoreline Master Program Info

The SMP is a planning document outlining the goals and policies for shorelines. All shorelines subject to the Shoreline Management Act are given a shoreline environmental designation. This designation system is designed to encourage uses most appropriate for particular areas and to enhance the character of that shoreline environment. The SMP is also a regulatory ordinance with performance standards for development consistent with the shoreline environment and intended to implement the goals and policies.





# Tax & Assessment Summary

The Property is assessed by the Chelan County Assessor under Parcel ID 23544. The 2025 total assessed value is \$992,093, comprising \$655,142 in land value and \$336,951 in improvement value. Real estate taxes for 2026 are estimated at approximately \$13,063, inclusive of all taxing jurisdictions and special assessments (state school, Chelan County, Wenatchee SD 246, City of Wenatchee, Wenatchee Valley Fire Department, Port of Chelan County, regional library, flood control, and conservation/weed/pest assessments).

Tax Year	Improvement Value	Land Value	Total Assessed
2025	\$336,951	\$655,142	\$992,093
2024	\$285,897	\$655,142	\$941,039
2023	\$292,174	\$655,142	\$947,316
2022	\$301,588	\$655,142	\$956,730
2021	\$256,560	\$655,142	\$911,702

## Key Tax Notes

- **Tax Area:** 804 (Wenatchee SD 246, Wenatchee Valley Fire Department, Cemetery District 3)
- **2026 Estimated Total Tax:** ± \$13,063 annually
- **Effective Levy Rate (2025):** ± 8.24 per \$1,000 of assessed value, plus special assessments and the Wenatchee Valley Fire Department fire benefit charge
- **Land Value Reassessment:** Land value was reassessed from \$222,809 to \$655,142 effective 2015, reflecting a boundary line adjustment recorded that year. Land value has remained stable since

*All assessment and tax information is sourced from the Chelan County Assessor and is subject to change. Buyers are encouraged to independently verify with the Chelan County Treasurer.*

# Ownership History & Reason for Sale or Lease

The Property is owned by Vanco Enterprises Inc, the corporate ownership entity affiliated with Chamberlin Agriculture. Vanco Enterprises has held the Property since 1993 and has consistently used it in support of Chamberlin Agriculture's operations. The site previously operated as a Chamberlin Distributing location and has continued to support agricultural distribution, equipment, and related industrial activities through the current ownership tenure.

The current transaction is being undertaken in connection with a strategic consolidation of Chamberlin Agriculture's operating footprint.





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