Fully Permitted 102-Unit Development

Shovel-Ready · Permits in Hand · NaturalLofts™ Model N-108

77 SEDU + 23 EDU + 2 Commercial | Fully Permitted · Shovel-Ready | NC3-65 · Hub Urban Village

Offers Due · July 1, 2026

102	~$60K–$85K	55,130	21	NC3-65
INCOME UNITS	PER DOOR · QUALIFIED OFFERS	SF BUILDING	PARKING · NONE REQUIRED	HUB URBAN VILLAGE

WHAT YOU'RE ACQUIRING

Shovel-Ready Capacity

- **102 Income Units · 55,130 SF** 77 SEDU + 23 EDU + 2 Commercial
- **Fully Permitted & Shovel-Ready**
  All entitlements in hand — zero permitting risk
- **Permit Value Alone: ~$6.2M – $9.4M**
  Lake City permit-ready sites trade $60–90K/door
- **Build Cost: $230–$320/SF**
  GC-buyer self-performs at low end (subject to bids)
- **21 Underground Parking Spaces**
  None required by zoning — bonus revenue potential

WHY THIS SITE

Recession-Resilient Demand

- **Recession-Resilient by Design**
  Lower rents = wider, more stable renter pool
- **Built for Three Renter Pools**
  Millennials, seniors, students — perpetual demand
- **High-Demand Submarket**
  Sub-4–5% vacancy; new-build commands a 10–15% premium over aging stock in 98125
- **Walk Score 90+ · Hub Urban Village**
  Metro 65/75/347/348 at 0.3 mi; UW 4.5 mi
- **Sustainable Build (NaturalLofts™)**
  Optional Ewall™ system; greater efficiency, lower CO_2

A Stabilized Asset, Built to Outperform

12320 & 12324 NE 32nd Ave · Lake City, Seattle WA 98125

A **5-story, 102-unit infill development** totaling **55,130 SF** on a 9,891 SF NC3-65 site, built to the **NaturalLofts™ Model N-108** specification — a high-performance, near-net-zero design that can be delivered using the patented **Ewall™** building system at the buyer's election, engineered for materially greater energy efficiency and lower CO_2 emissions than conventional construction. Permits in hand, plans complete, and contractor bids ready — the buyer steps directly into a shovel-ready position with zero entitlement risk.

102
INCOME UNITS

55,130
SF BUILDING

21
PARKING STALLS

N-108
NATURALLOFTS™ MODEL

PROJECT SPECIFICATIONS

Address	**12320 / 12324 NE 32nd Ave**
Submarket	**Lake City (98125)**
Zoning	**NC3-65**
Site Area	**9,891 SF**
Building Area	**55,130 SF**
Stories	**5 + ground-floor**
Parking	**21 stalls (none required)**
Bicycle Parking	**66 spaces required**
Building Model	**NaturalLofts™ N-108**
Permit Status	**Fully Approved**
Total Project Cost	**~$20.5–$26.3M (range)**

PROJECTED UNIT MIX & RENT ROLL

UNIT TYPE	COUNT	AVG RENT	MONTHLY
SEDU (small efficiency)	77	$1,750	$134,750
EDU (efficiency)	23	$2,100	$48,300
Commercial	2	25 SF	$4,527
Total	**102**	**—**	**$189,858**

SEDU-heavy mix (65%) targets the deepest, most durable rental demand pool in the submarket.

NATURALLOFTS™ FEATURES & RESIDENT CONVENIENCES

Rooftop Terrace
Panoramic Lake Washington & Cascade views

Resident Lounge & Coffee
Co-working, media lounge, social spaces

Fitness & Yoga Terrace
On-site gym + outdoor yoga deck

Solar / Near-Net-Zero
PV panels, HRV, super-insulation

Shared EV + Charging
Level-2 stations + shared electric vehicle

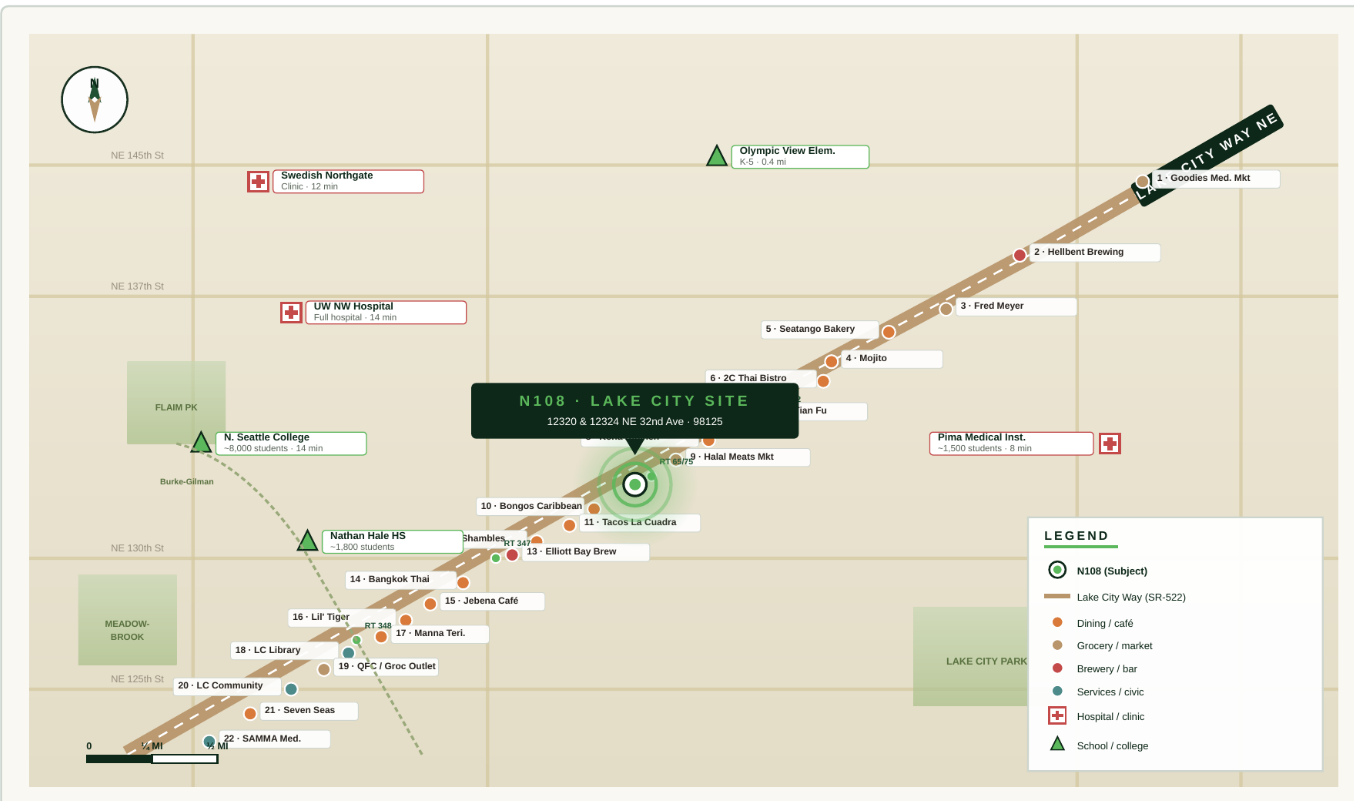
Bike + Burke-Gilman Access
Indoor parking + on-site repair station

LOCATION & NEIGHBORHOOD

22+ Businesses Within One Block of the Asset

The site sits on Lake City Way (SR-522) in the heart of the Lake City Hub Urban Village — Seattle's designated growth corridor. Within a quarter-mile walk: 13 restaurants, 4 grocers, 2 craft breweries, 4 healthcare facilities, the Lake City Library & Community Center, and frequent service from Metro Routes 65, 75, 347, 348, and 522.

90+	60	58	85	90	A–
WALK	TRANSIT	BIKE	SCHOOLS	EMPLOY.	COMMUTE
Walker's Paradise	Excellent	Bikeable	Top Tier	Job-Rich	Grade



DINING & CAFÉS

4 · Mojito · 5 · Seatango Bakery · 6 · 2C Thai Bistro · 7 · Tian Fu · 8 · Kona Kitchen · 10 · Bongos · 11 · Tacos La Cuadra · 12 · The Shambles · 14 · Bangkok Thai · 15 · Jebena Café (Ethiopian) · 16 · Lil' Tiger Ice Cream · 17 · Manna Teriyaki · 21 · Seven Seas

GROCERY / BREWERY / SERVICES

1 · Goodies Mediterranean · 3 · Fred Meyer · 9 · Halal Meats & Specialty Foods · 19 · QFC / Grocery Outlet · 2 · Hellbent Brewing · 13 · Elliott Bay Brewing · 18 · LC Library · 20 · Community Center · 22 · SAMMA Asian Medicine

EMPLOYMENT ACCESS

Within Reach of Every Major Job Driver

Drive times measured during typical weekday traffic from 12320 NE 32nd Ave. Direct freeway entrances on I-5 (0.4 mi via NE 35th) and SR-522 (0.3 mi via Lake City Way) make this one of the most commute-flexible sites in North Seattle.

DESTINATION	SECTOR	DRIVE TIME	DISTANCE	PRIMARY ROUTE
Downtown Seattle (CBD)	Civic / Office	**18–22 min**	8.5 mi	I-5 S via NE 35th St
South Lake Union (Amazon HQ)	Tech	**20–25 min**	9.2 mi	Eastlake Ave or I-5 S
Capitol Hill / First Hill	Healthcare	**22–26 min**	9.8 mi	I-5 S → Olive Way
University of Washington	Education	**8–12 min**	4.5 mi	NE 45th St / Lake City Way
UW Medical Center	Healthcare	**10–14 min**	5.1 mi	NE 45th St → 15th Ave NE
Bellevue CBD	Tech / Office	**22–28 min**	10.2 mi	SR-520 E via I-5 / Eastlake
Microsoft Redmond Campus	Tech	**28–35 min**	14.0 mi	SR-520 E → 156th Ave NE
Boeing Renton Plant	Aerospace	**30–38 min**	17.5 mi	I-405 S or I-5 S → SR-167
Northgate Transit Center	Light Rail Hub	**10–14 min**	3.1 mi	Bus 65/75 or drive
Sea-Tac International Airport	Airport	**30–40 min**	18.5 mi	I-5 S or SR-99 S

MULTI-INDUSTRY RENTER BASE

Amazon, Microsoft, Boeing, and UW Medicine — four of the region's largest employers — are all reachable in under 35 minutes, insulating the asset from sector-specific cycles. A downturn in tech does not collapse the renter pool when healthcare and aerospace remain within reach.

FREEWAY ACCESS

I-5 on-ramp	**0.4 mi**
SR-522 on-ramp	**0.3 mi**
SR-520 (Eastside)	**1.2 mi**

METRO BUS LINES

Route 65 / 75	**0.3 mi**
Route 347 / 348	**0.3 mi**
Sound Transit	**0.4 mi**

RAIL & AIR

Northgate Link	**3.1 mi**
U-District Link	**4.5 mi**
Sea-Tac Airport	**18.5 mi**

7 Universities Within 25 Minutes of the Site

The University of Washington alone generates sustained demand from 50,000+ students, researchers, and medical staff. Faculty and graduate students increasingly migrate to Lake City — closer to campus, more affordable than Eastlake or U-District, and far better connected than Bothell or Kenmore.

INSTITUTION	DRIVE TIME	DISTANCE	ENROLLMENT	PROFILE
University of Washington (UW)	8–12 min	4.5 mi	50,000+	Top rental demand driver — research / med school
Pima Medical Institute – Seattle	8–10 min	2.8 mi	~1,500	Healthcare / allied health (near Northgate)
North Seattle College	10–14 min	5.0 mi	~8,000	Community college on Aurora Ave N
Lake Washington Inst. of Technology	16–20 min	9.2 mi	~6,500	Kirkland — tech & trades, Eastside renters
Seattle Pacific University (SPU)	18–22 min	8.0 mi	~3,800	Queen Anne / Fremont area
Seattle University	22–26 min	10.0 mi	~7,200	Capitol Hill campus
City University of Seattle	24–28 min	11.0 mi	~5,000	Downtown — graduate / professional

WHY UNIVERSITIES DRIVE DEMAND HERE

A perpetually renewing pool of 80,000+ enrolled students within 30 minutes — combined with credit-worthy faculty, grad students, and medical residents — produces durable, low-vacancy demand that has historically run counter to the broader Seattle lease cycle. New construction skims the premium segment of this pool, achieving 15–20% above comparable existing stock at the same address.

HEALTHCARE EMPLOYER ACCESS

UW Medical Center	**10–14 min**
Children's Hospital	**15 min**
Swedish Northgate	**12 min**
Providence Medical Center	**18 min**
Virginia Mason Medical	**22 min**

WALKABLE LIFESTYLE (≤ 1 MI)

Lake City Way dining	**0.2 mi**
Fred Meyer (grocery)	**0.3 mi**
QFC / Grocery Outlet	**0.4 mi**
Lake City Library	**0.4 mi**
Burke-Gilman Trail	**0.9 mi**

Stabilized Rents in 98125 Sources Reconciled

The 98125 submarket is healthy but not euphoric. Citywide Seattle studio rents are up roughly 8–9% YoY (RentHop, April 2026); 1BR up ~7.6%; market-wide medians have stabilized after several quarters of moderation. New construction continues to command a 10–15% premium over aging product. The N108 rent grid below is set conservatively against today's comp set — not against forward projections.

$1,750
SEDU AVG (N108)
vs $1,735 Seattle median studio

$2,100
EDU AVG (N108)
in line with submarket new-build

25 SF
COMMERCIAL (N108)
limited direct comp set

$2,009
SEATTLE AVG ASKING
Kidder Mathews · Q3 2025

RENT RANGES BY UNIT TYPE — ZIP 98125 / SEATTLE

UNIT TYPE	LOW	HIGH	YOY Δ	N108 NEW-BUILD ACHIEVABLE
SEDU (small efficiency · 220–290 SF)	$1,255	$1,800	+8.5%	$1,650 – $1,800
EDU (efficiency · 320–420 SF)	$1,635	$2,100	+7.6%	$1,950 – $2,200
Studio (reference)	$1,635	$1,942	+8.9%	$1,800 – $2,000
Commercial Space	25 SF	$3,500	—	—

COMPARABLE RENTAL PROPERTIES — WITHIN 1 MILE

PROPERTY	ADDRESS	DISTANCE	UNIT MIX	ASKING RENT	NOTES
★ N108 (This Project)	12320–12324 NE 32nd Ave	—	SEDU + EDU + Commercial	$2,800 – $3,000	New Build
Polaris at Lake City	12548 Lake City Way NE	0.1 mi	Studio – 3BR	$1,255 – $2,068	Affordable / income-restricted
Lake City Apts	12330 32nd Ave NE	Same blk	Multi-unit	$2,000+	Aging stock; market rate
Solara Apartments	12736 Lake City Way NE	0.3 mi	Studio–2 BR	$2,000+	Mid-2010s vintage
Promenade at the Park	3215 NE 143rd St	0.9 mi	1–2 BR · gated	$2,100+	Garden-style; family
Origin	12311 32nd Ave NE		Studio–26		Newer stock

HONEST READ ON THE PREMIUM

New-build product in North Seattle achieves a 10–15% premium over aging stock. Polaris at Lake City (income-restricted, same block) shows the affordable-tier floor at $1,255 studios. Market-rate aging product on the same block achieves $2,000+. N108's $1,725 SEDU and $2,050 EDU rents are achievable — at the conservative end of new-build pricing — without relying on rent growth assumptions.

Healthy Submarket Through the Cycle

Lake City sits at the intersection of three durable demand vectors — gentrification pressure from Wedgwood and Ravenna to the south, investment interest from Shoreline and Kenmore to the north, and continued healthcare and education employer growth across North Seattle. The submarket has weathered the broader multifamily moderation better than most.

NEIGHBORHOOD DEMOGRAPHICS — ZIP 98125

~32,000 Population	**$95K+** Median HH Income (1-mi)	**58%** Renter Occupied
~7.0% Seattle Vacancy (Q3'25)	**42%** Bachelor's Degree+	**33 yrs** Median Age

MARKET TRENDS & DEMAND DRIVERS

TREND / METRIC	CURRENT READING	SOURCE / CONTEXT
Rent Growth — Studio (Seattle)	+2.5% YoY	RentHop, April 2026 ($1,592 → $1,735 median)
Rent Growth — 1BR (Seattle)	+2-3% YoY	RentHop, April 2026 ($2,088 → $2,248 median)
Rent Growth — All Types (Seattle)	+2–4% YoY	Kidder Mathews Q3 2025; moderation phase
Vacancy — Seattle MSA	~7.0%	Kidder Mathews Q3 2025; absorbing recent supply
Vacancy — 98125 Submarket	~4–7%	Tighter than citywide; transit-rich, supply-constrained
Rent Control — WA Statewide	10% annual cap	Materially affects long-hold underwriting
Construction Pipeline (Seattle)	–23 to –36% YoY	Permitted units down sharply; supply tightens 2027+
Sales Price/Unit — Seattle MF	$261,940 (–9% YoY)	Kidder Mathews Q3 2025; soft acquisition market
Tech / Healthcare Employment	Stable / Growing	Amazon RTO mandates; UW Medicine, Swedish hiring

THE HONEST SUBMARKET READ

Seattle multifamily is in a moderation phase, not euphoria. Citywide vacancy at 7%, sales prices down 9% YoY, and the new WA 10% rent-control cap mean buyers will underwrite conservatively. The bull case for N108 is not "rents will rip 35%" — it's that the construction pipeline contracted 23–36%, so by the time this project delivers in late 2027 / early 2028, supply will be visibly tight. Permit-ready capacity acquired in the current soft acquisition market is positioned for the next supply cycle.

Built for Demand That Doesn't Disappear in Downturns

The N108 design — high-performance construction with predominantly small-format units — captures the deepest, most durable rental demand pools in any economic cycle: workforce millennials, downsizing seniors, and the perpetually-renewing student population. **When higher-priced product softens, lower-rent product fills.**

Millennials & Workforce

SEDU/EDU formats are priced 20–30% below typical 1-bedroom inventory in Seattle — the rental product younger workers actually budget for. Amazon, UW Medicine, Microsoft, and public-sector jobs continue generating this demand cohort through cycles.

Seniors & Downsizers

Walk Score 90+ Hub Urban Village, ground-floor accessibility, healthy-building features, and proximity to four healthcare facilities make this attractive to seniors looking to give up a car, age in a walkable neighborhood, and stay close to medical care.

Students & Faculty

UW (50,000+ students, 4.5 mi), N. Seattle College, Pima Medical, and Lake Washington Tech generate a perpetually-renewing pool of 80,000+ students within 30 minutes — credit-supported by parents or institutional housing.

PERMIT-READY ENTITLEMENT VALUE — LAKE CITY MARKET

Fully-permitted, demolition-ready development sites in Lake City / North Seattle with strong, biddable plans typically trade at **$60–$90K per door** — a residual reflecting 12–18 months of eliminated entitlement risk plus the value of architectural plans, engineering, geotech, and permit fees already paid. On 102 units this implies **~$6.24M–$9.36M** of permit-only value before construction.

PERMIT-READY SCENARIO	$/DOOR	UNITS	IMPLIED ACQUISITION
Conservative — low end of market	$60,000	102	$6,240,000
Mid-market — typical permit comp (baseline)	**$75,000**	**102**	**$7,800,000**
Strong plans / shovel-ready ceiling	$90,000	102	$9,360,000

CONSTRUCTION COST RANGE & VALUE-CREATION SENSITIVITY

PNW hard-cost pricing for SEDU/EDU multifamily generally runs **$230–$320/SF** depending on the buyer's GC strategy. Because the project is sold permit-ready, entitlement soft costs are already in the seller's basis — the buyer's basis is Acquisition + Hard Cost only. The table assumes a **$7.8M baseline acquisition** (mid-permit comp) and shows the day-one spread vs a projected **$28,576,865 stabilized value at 5.5% cap**.

CONSTRUCTION SCENARIO	$/SF	HARD COST	+ $7.8M ACQ.	DAY-1 SPREAD
Aggressive · GC self-performs	**$230**	**$12.7M**	**$20.5M**	**~$12M**
NaturalLofts™ efficient baseline	$250	$13.8M	$21.6M	~$10M
Mid-market · third-party GC	$285	$15.7M	$23.5M	~$8.4M
Conservative · full market GC	$320	$17.6M	$25.4M	~($6.6M)

Total Basis assumes a $7.8M acquisition (mid-permit comp). Day-1 spread vs $24.6M projected stabilized value at 6.25% cap (revised baseline); cap-rate compression to 5.5% by stabilization (2027–2028) would lift value to ~$28M. Acquisition price is variable and ultimately negotiated; figures above are illustrative. Buyers carry minor financing/owner's rep/lease-up costs (typically 3–5% of hard cost) not modeled here. Stabilized value is a projection at the noted cap rate; actual value depends on achieved rents, vacancy, expenses, and prevailing cap rates at delivery. All figures are estimates — buyer to verify with independent contractor bids and appraiser.

FINANCIAL SNAPSHOT

102 Income Units · Stabilized NOI Snapshot

Permit-ready means the buyer skips the typical 18% entitlement soft-cost loading. The figures below establish a single illustrative baseline at a **~$75K/door mid-market acquisition** (~$7.8M implied) with NaturalLofts™ baseline construction costs and rents reconciled with current 98125 / Seattle median data. **All figures are projections** — buyers underwrite to their own cost structure and exit assumptions. Not guarantees.

~$75K
MID-MARKET BASELINE
$7.8M Implied

Permit-Ready
SHOVEL-READY
Zero Entitlement Risk

6.25%
EXIT CAP (CONSERVATIVE)
Today's Soft Market

STABILIZED NOI BUILD

LINE ITEM	ANNUAL
Gross Potential Rent — SEDU (77 × $1,725)	**$1,617,000**
Gross Potential Rent — EDU (23 × $2,150)	**$579,600**
Gross Potential Rent — Commercial (2 × $2,800)	**$54,329**
Subtotal Gross Potential	**$2,250,925**
Vacancy & Loss (5%)	**($182,324)**
Other Income (EV, bike & misc storage, fees)	**$67,200**
Effective Gross Income	**$2,327,810**
Operating Expenses	**($370,752)**
Property Taxes	**($68,000)**
Insurance & Reserves	**($60,000)**
Stabilized NOI (Projected)	**$1,782,304**

BUYER'S BASIS & DAY-ONE SPREAD

METRIC	VALUE
Acquisition (mid-market baseline, ~$75K/door)	**~$7,800,000**
Hard Cost @ $250/SF (NaturalLofts™ baseline)	**~$13,782,500**
Owner soft costs & contingency	**~$1,400,000**
Entitlement soft costs *(in seller's basis — eliminated)*	**$0**
Buyer's Total Basis	**~$22,982,500**
Stabilized NOI (projected)	**$1,782,304**
Exit Cap (current soft market)	**6.25%**
Projected Stabilized Value	**$28,576,865**
Projected Margin (Value – Basis)	**$1,622,460**

PROJECTED VALUE — CAP RATE SENSITIVITY

SCENARIO	STABILIZED NOI	EXIT CAP	PROJECTED VALUE
Conservative · current soft market	$1,537,810	6.25%	$28,476,865
Baseline · 2027–2028 stabilization	**$1,537,810**	**5.75%**	**$31,000,000**
Cap compression scenario	$1,537,810	5.50%	$32,405,529

Rents reconciled with current 98125 / Seattle median data on Page 7. Buyer to verify all line items.

PROJECT THESIS

Why N108 Stands Out

01 · ENTITLEMENT RISK

Permit-Ready = Zero Wait

Buyer acquires a shovel-ready project — no 12–18 month permitting wait, no design review uncertainty, no neighborhood opposition window. In Seattle's regulatory environment, this alone justifies a meaningful premium over comparable land without permits.

02 · SUBMARKET

Lake City — Healthy Through the Cycle

98125 has weathered the broader Seattle moderation better than most submarkets. Studio rents up ~9% YoY citywide, with new-build commanding a 10–15% premium over aging product. Proximity to UW, Northgate Link, and freeway access keeps demand steady through cycles.

03 · DEMAND

7 Universities + 4 Major Employers

UW, Microsoft, Amazon, and Boeing all reachable in under 35 minutes — diversifying renter risk across tech, healthcare, education, and aerospace. The 80,000+ student pool within 30 minutes provides a perpetually renewing, credit-worthy renter base.

04 · BUILD QUALITY

NaturalLofts™ N-108 — High-Performance

NaturalLofts™ Model N-108 is designed for delivery using the patented Ewall™ building system at the buyer's election — engineered for meaningfully greater energy efficiency, lower CO_2 emissions, and higher occupant satisfaction than conventional construction. PV-ready roof, super-insulation, HRV — translating into lower op-ex, lower turnover, and a marketable green premium.

05 · HIDDEN UPSIDE

Views + Ancillary Revenue

5th-story east-facing units may capture Lake Washington and Cascade views (subject to study). Beyond rent, meaningful ancillary income is available from EV charging stations, premium bike storage, additional storage units, package lockers, and pet rent — revenue streams not modeled in the baseline NOI.

06 · SUPPLY / PIPELINE

Limited Competing Supply

Few permitted multifamily projects in the Lake City pipeline within a 6-block radius. Sub-4% submarket vacancy combined with thin new-construction inventory provides a meaningful pricing window during the lease-up period.

Time-Sensitive Opportunity

Offered by **12324WA LLC** · Offer Due: **July 1, 2026** · Qualified offers: **~$60K–$85K/door**. Three execution paths: cash sale, recapitalization, or JV with seller equity rollover — see following page.

SUBMIT LOI · BROKERED PROCESS

Three Paths to a Deal

Time-sensitive opportunity offered by 12324WA LLC. Submit LOI through the broker by **July 1, 2026**. Qualified offer range: **~$60K–$85K per door** (implied ~$6.24M–$8.84M at 102 units). Seller reserves the right to accept or reject any offer at sole discretion. Shortlisted groups receive diligence materials subject to NDA.

OFFER DUE DATE	QUALIFYING OFFER RANGE	PROCESS
July 1, 2026	**~$60K–$85K/door**	**Qualified Buyers Only**

SELLER FINANCING AVAILABLE

Buyer is prepared to close with a substantial cash down payment (~50% at closing), with the remaining balance structured through seller financing or a negotiated preferred equity arrangement. Flexible terms may include deferred interest, accrual through stabilization, refinance-based payoff, or participation structures aligned with project performance. Open to tailoring the capital stack to meet seller objectives while facilitating a streamlined closing.

OPTION 01

Straight Sale

Buyer acquires the project free and clear at closing per definitive PSA terms.

- All-cash or financed acquisition
- Buyer assumes 100% of equity
- Seller exits at close
- Cleanest path; fastest to close

OPTION 02

Seller Equity Roll

Partial cash at close plus retained ownership stake — aligns seller with buyer through stabilization.

- Buyer receives partial seller-side capital
- Seller retains pro-rata equity
- Shared upside through lease-up & refi
- Lower upfront equity check for buyer

OPTION 03

Preferred Equity

Seller receives capital back first at refinance or sale, plus an ongoing economic stake in the asset.

- Seller priority on capital return
- Reduces buyer's senior LTC requirement
- Custom waterfall & coupon negotiable
- Recap-friendly structure

BUYER PROCESS

01 Submit LOI through the broker by July 1, 2026

02 Provide purchase price, earnest money, timeline, contingencies, and proof of funds

03 Indicate if proposing JV or seller participation (Option 02 or 03)

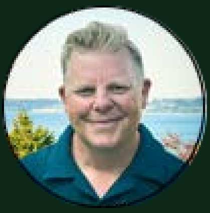
04 Shortlisted groups receive diligence materials subject to NDA

05 Negotiation of definitive PSA, JV agreement, or pref equity term sheet

06 Closing per agreed timeline and contingency satisfaction

DUE DILIGENCE MATERIALS

- ✓ Title commitment & ALTA survey
- ✓ Entitlement & permit set (fully approved)
- ✓ Architectural plans & consultant reports
- ✓ Existing property operating data
- ✓ Construction budget & schedule
- ✓ Financing assumptions & capital stack model
- ✓ Pro forma rent roll & market comp set



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