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## PARADISE LANDING

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INVESTMENT OVERVIEW



## PROJECT SUMMARY

### PARADISE LANDING

PORTLAND TO OREGON



#### PROPOSED DESIGN

11505 NF Yacht Harbor Drive Portland Oregon

11303 IVE Tacht Harbor	Drive, i ortialia, Oregon
Price	\$7,500,000
Acres (Lot Size)	3.09
Units	244
Stories	5 Stories Residential
Parking	1 Level Below Grade Parking
Project Architect	Ankrom Moisan
Architects Plans	https://bit.ly/2S90J64





#### **INVESTMENT HIGHLIGHTS**

- Land Fully Entitled
- Exempt from Inclusionary Housing Program until 5/24/2019
- Breathtaking Riverfront Property
- Trophy Asset
- Superior Location to any Luxury Living in Portland
- ELibrary of Pre-Development Reports, Studies and Engineering
- Premier VIP Beach and Marina Access

### YACHT HARBOR CLUB APARTMENTS SOLD DECEMBER 20, 2017 FOR \$68 MILLION OR \$390,805 PER UNIT

Portland is Oregon's largest city and home to a little over 630,000 people, making it the 26th largest city in the United States. The Portland metro area includes seven counties (two inside nearby Washington State), bringing the total population of Greater Portland to 2.4 million people. Living in Portland places you geographically between the Columbia and Willamette rivers, therefore creating a natural border between Oregon and Washington State. Hills, rivers and the distant Cascade Mountains dominate the visual landscape. Paradise Landing is Portland's Luxury Living at an affordable cost! Located on the Columbia River, where the Interstate 5 and the Interstate 205 bridge crosses between Oregon and Washington. This Development was strategically placed on the north shore of the Columbia River. This superior location is the widest channel and offers views of the boats, birds, Mt. Saint Helens, Mt. Hood, many fisherman, Vancouver WA and much more. Preferred access to the spectacular Columbia River Gorge. Hayden Island is a unique land mass in the center of the Columbia River (the fourth largest river in the U.S.), wedged between the North Portland Harbor to the South and Vancouver, Washington to the North. In addition to the allure of the majestic mountains, the mighty waters and ever-changing vistas of pristine natural beauty.



Paradise Landing Apartment Development is a once in a lifetime opportunity. Sitting as a neighbor to the newly developed Yacht Harbor an exclusive resort-like residence. Yacht Harbor Club Apartment Homes are the only apartments in the region that are high end and riverfront. Built in 2016 with 174 units. Located on the east side of Hayden Island at the Columbia River, this is precisely where everyone dreams to call home. In addition to elegant living spaces with access to a first-class marina, a restaurant voted best on the island, the community features high-end amenities, including a fitness center, clubhouse, riverfront patio and pool, spa, extensive walking trails, common open spaces, and a beautiful beach on the shore of the Columbia River. With the backdrop of the mighty Columbia River and exceptional regional scenery, residents of Paradise Landing will enjoy the areas natural beauty throughout the year.

Paradise Landing is conveniently located just minutes from Downtown Portland, Oregon and Vancouver, Washington, just east of Interstate 5 and Interstate 205 on the guiet side of Hayden Island and is surrounded by gorgeous marinas. The



### OFFERING SUMMARY

SUMMARY	
Price of Land	\$7,500,000
Acres (Land)	3.09
Square Feet (Land)	134,600
Price per Square Foot (Land)	\$55.72
Gross Buildable Area (SF)	251,840
Price per Square Foot (Build)	\$29.78
Estimated Total Units	244
Estimated Price per Unit	\$30,738

Columbia River is a haven for pleasure boaters and serves as a scenic backdrop for the annual Christmas Ships parade and Fourth of July fireworks display from Fort Vancouver. Regardless of the season Paradise Landing will provide residents with an enviable lifestyle that can not be found elsewhere in the Northwest. Residents will also enjoy many options for great dining experiences all over the island and a wide variety of major retailers to shop from.

Several golf courses are located within minutes from Paradise Landing, including the 36-hole Championship Heron Lakes Course. Portland International airport, a 12-minute drive is a gateway to many domestic and international destinations. The beaches along the Oregon and Washington coasts are easily accessible and only a short 90-minute drive from Portland and Mt. Hood is an easy 60-minute drive for skiers.

The Yacht Harbor Master Condominium development has been Land Use Approved under Case File Number LU 15-100863 EN AD, along with Exhibit C.3, which establishes the approved site plan for two buildings that total 53,121 sf of 1st floor gross building footprint as "Phase 2" of the Residences at Yacht Harbor. The Declarant has proposed 244 residential units, with a Gross Building Area of 251,840.



decision is rendered (May 25, 2016) unless a building permit has been issued, or the approved activity has begun". The City of Portland has provided clarification that up to 250 units can be built.

The parcel is also subject to the articles of the Yacht Harbor Master Condominium Association and its Declaration, Bylaws, Covenants, Conditions and Restrictions as a member of the Association, which limits Phase 2 to a maximum of 250-units.

The parcel's Land Use Approval has established the building footprint and maximum 265,000 square foot Gross Building Area, and has begun the architectural design and approval process. It's Approved status exempts the development from the city's Inclusionary Housing Ordinance, so long as permits are issued prior to May 24th, 2019.

View videos: Marina and Apartments (https://bit.ly/2Gou8SI) as well as Land and River (https://bit.ly/2SadYTZ)

### INSTRUCTIONS TO BUYERS

Offers to purchase shall be made to Yacht Harbor, LLC, in the form of a Letter of Intent or Purchase and Sale Agreement, for its: fee title; rights to reports, studies and other project chattel; personal and real property and interest in Parcel 2 of the Yacht Harbor Residence Master Condominiums.

Any offer should be preceded by the review and assessment of all documents made available to qualified buyers, which provides the legal description to attach to any offer.





## 2021 STABILIZED INCOME & EXPENSES

RENT ROLL				
Number	Unit Type	Ave. S.F.	Ave. Rent	Rent/S.F.
74	Studio, 1BA	602	\$1,820	\$3.02
105	1BR, 1BA	766	\$1,975	\$2.58
61	2BR, 2BA	1235	\$2,475	\$2.00
4	3BR, 2BA	1775	\$3,950	\$2.23
244	TOTAL	207,413	\$508,830	
	AVERAGE	850	\$2,085	\$2.45

OTHER INCOME	E			
Number	Unit Type	Income	Potential	Net (at 93%)
112	Secured Parking	\$95	\$127,680	\$118,742
244	Misc. Income	\$23	\$65,880	\$61,268
	TOTAL		\$193,560	\$180,011

FINANCIAL ANALYSIS		TAKE-OUT FINANCING	
Estimated Total Cost	\$62,654,068	Loan Amount	\$56,500,000
Market Value @ 4.5% CAP	\$94,318,902	Loan per Unit	\$231,557
Per Unit Value	\$386,553	Loan Rate	4.875%
Per Sq. Ft. Value	\$454.74	Annual Debt Service w/ AMT.	\$3,588,032
1st Yr. CAP on Cost after Res.	6.77%	Debt Coverage Radio	1.20
Estimated Equity	\$15,654,068	Loan to Value	59.90%
Equity Created YE 2021	\$31,664,835	Loan to Cost Ratio	90.18%
Estimated Equity	\$15,654,068	Loan to Value	59.9

2021 STABILIZED OPERATING BUDGET	
	Annualized
Gross Scheduled Income	\$6,105,960
Vac/Credit Loss (7.00%)	(\$427,417)
Other Income	\$180,011
Gross Operating Income	\$5,858,554
Operating Expenses	(\$1,565,403)
Net Operating Income	\$4,293,151
Debt Service	(\$3,588,032)
Capital Reserves (\$200)	(\$48,800)
Net Cash Flow	\$656,319

2021 STABILIZED OPERATING EX	(PENSES	
	Annual	Per Ur
Administration	\$54,900	\$22
Payroll	\$353,800	\$1,45
Contract Services	\$91,500	\$37
Management (3.25%)	\$190,403	\$78
Marketing/Retention	\$61,000	\$25
Repairs/Maintenance	\$48,800	\$20
Turnover	\$61,000	\$25
Unrecoverable Utilities	\$97,600	\$40
* Est. RE Taxes	\$549,000	\$2,25
Insurance	\$54,900	\$22
Annual Fire Inspection Fee	\$2,500	\$1
Total	\$1,565,403	\$6,41

### PARADISE LANDING

CONSTRUCTION COST ESTIMATES	BUDGET	NOTES
Architectural/Engineering Drawings	\$850,000	\$3,483.61 per Unit
Land and Closing Costs	\$7,500,000	\$30,737.70 per Unit
Site Excavation, Utility Installation Garage	\$5,651,000	\$23,159.84 per Unit
Inspection Services	\$38,000	400 Hours at \$95 per Hour
Site Development Contingencies	\$395,570	7.00%
Total Estimated Municipal and Utility Fees per Detailed Schedule	\$5,336,057	\$21,869.09 per Unit
Residential Unit Construction	\$38,531,520	\$153.00 per Square Foot
Office/Rec-Center/Models FF&E	\$45,000	
Landscaping - Design/Install	\$180,000	
Building/Landscape Contingencies	\$1,162,696	3.00% / \$5.61 per Square Foot
Project Management	\$108,000	18 Months at \$6,000 per Month
Temp Power & Services	\$32,000	
Construction Loan Fee	\$470,000	1.00% fee for 75% Loan to Construction Budget
Construction Loan Interest	\$1,653,225	\$47,000,000 Interest Only for 18 months, estimated at 4.69%
Take-Out Financing Loan Fee	\$565,000	1.00% fee of \$56,500,000 60% LTV Loan
Legal	\$10,000	
Real Estate Taxes B4 Completion	\$54,000	
Insurance & Bonding	\$72,000	
Total Costs	\$62,654,068	

PERMIT FEES								
INTAKE PHASE		BUILDING FEES REQUIRED	BUILDING FEES REQUIRED AT ISSUANCE		CHARGES	FACILITY CHARGES		
Building Plan Ck/Processing	\$96,960	School CET (Rate \$1.30)	\$327,392	244 Units Transportation	\$628,788	6" Water Service	\$128,837	
Land Use - Site Plan Review	\$107,180	Building Permit CO	\$149,170	(\$2,577 per Unit)		8" Fire Supply	\$15,930	
Fire/Life Satety	\$83,540	Development Services	\$53,720	244 Units Park Impact	\$2,359,480	Water Meter Drop-in Charge	\$34,575	
Erosion Control Plan Review	\$330	Other Fees & Taxes	\$67,500	(\$9,670 per Unit)		Sewer Connection Charges	\$1,258,259	
						Stormwater Capital Improvement	\$24,396	
TOTALS	\$288,010		\$597,782		\$2,988,268		\$1,461,997	
TOTAL ESTIMATED MUNICIPAL	AND LITH ITY FEES		\$5,336,057					

<sup>\*\*</sup> All Projections and Budgets are estimates only and provided as a courtesy and not warrantied by Marcus & Millichap.

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<sup>\*</sup>RE Taxes estimate assumes Land and Comm Full Assessed Value first of 2021.

# 10 YEAR PROJECTIONS

ASSUMPTIONS					2021 STABI	LIZED					
START DATE	JAN 1, 2021			TOTAL UNITS	24	14	PER UNIT				
HOLDING PERIOD	5 & 10 YRS.			RENTABLE SF	207,	413	850				
REVERSION CAP RATE	4.50%			COST BASIS	\$62,65	54,068	\$256,779				
SELLING COSTS	2.78%	CONS	TRUCTION EQU	JITY FUNDING	\$15,65	54,068	\$64,156				
			TAKE-OU	IT FINANCING	\$56,50	00,000	\$231,557				
		2021	2022	2023	2024	2025	2026	2027	2028	2029	2030
ANNUAL GROWTH RAT	ES:										
Rent		3.00%	3.00%	3.00%	3.00%	3.00%	3.00%	3.00%	3.00%	3.00%	3.00%
Other Income		3.00%	3.00%	3.00%	3.00%	3.00%	3.00%	3.00%	3.00%	3.00%	3.00%
Utilities		2.00%	2.00%	2.00%	2.00%	2.00%	2.00%	2.00%	2.00%	2.00%	2.00%
Taxes		2.00%	2.00%	2.00%	2.00%	2.00%	2.00%	2.00%	2.00%	2.00%	2.00%
Other Operating Exp.		2.00%	2.00%	2.00%	2.00%	2.00%	2.00%	2.00%	2.00%	2.00%	2.00%
Economic Vacancy		4.50%	4.50%	4.50%	4.50%	4.50%	4.50%	4.50%	4.50%	4.50%	4.50%
INCOME:											
Gross Scheduled Rent		\$6,105,960	\$6,289,139	\$6,477,813	\$6,672,147	\$6,872,312	\$7,078,481	\$7,290,836	\$7,509,561	\$7,734,847	\$7,966,893
Avg. Rent Per Month		\$2,085	\$2,148	\$2,212	\$2,279	\$2,347	\$2,418	\$2,490	\$2,565	\$2,642	\$2,721
Avg. Rent Per SF		\$2.45	\$2.53	\$2.60	\$2.68	\$2.76	\$2.84	\$2.93	\$3.02	\$3.11	\$3.20
Economic Vacancy (\$)		(\$274,768)	(\$283,011)	(\$291,502)	(\$300,247)	(\$309,254)	(\$318,532)	(\$328,088)	(\$337,930)	(\$348,068)	(\$358,510)
Net Rental Revenue		\$5,831,192	\$6,006,128	\$6,186,311	\$6,371,901	\$6,563,058	\$6,759,949	\$6,962,748	\$7,171,630	\$7,386,779	\$7,608,383
Other Income		\$185,411	\$190,973	\$196,703	\$202,604	\$208,682	\$214,942	\$221,391	\$228,032	\$234,873	\$241,919
EFFECTIVE GROSS INC	OME	\$6,016,603	\$6,197,101	\$6,383,014	\$6,574,504	\$6,771,740	\$6,974,892	\$7,184,139	\$7,399,663	\$7,621,653	\$7,850,302
	ASE STABILIZED	2021	2022	2023	2024	2025	2026	2027	2028	2029	2030
Payroll	\$1,450	\$360,876	\$368,094	\$375,455	\$382,964	\$390,624	\$398,436	\$406,405	\$414,533	\$422,824	\$431,280
Utilities	\$400	\$97,600	\$99,552	\$101,543	\$103,574	\$105,645	\$107,758	\$109,913	\$112,112	\$114,354	\$116,641
Turnover	\$250	\$62,220	\$63,464	\$64,734	\$66,028	\$67,349	\$68,696	\$70,070	\$71,471	\$72,901	\$74,359
Repairs/Maintenance	\$200	\$49,776	\$50,772	\$51,787	\$52,823	\$53,879	\$54,957	\$56,056	\$57,177	\$58,321	\$59,487
Marketing/Retention	\$250	\$62,220	\$63,464	\$64,734	\$66,028	\$67,349	\$68,696	\$70,070	\$71,471	\$72,901	\$74,359
Administration	\$225	\$55,998	\$57,118	\$58,260	\$59,426	\$60,614	\$61,826	\$63,063	\$64,324	\$65,611	\$66,923
Insurance	\$225	\$55,998	\$57,118	\$58,260	\$59,426	\$60,614	\$61,826	\$63,063	\$64,324	\$65,611	\$66,923

### PARADISE LANDING

# 10 YEAR PROJECTIONS CONT.

		2021	2022	2023	2024	2025	2026	2027	2028	2029	2030
(PENSES CONT. B	BASE STABILIZ	ZED									
Taxes - Fully Assessed 01/22	\$2,250	\$549,000	\$559,980	\$571,180	\$582,603	\$594,255	\$606,140	\$618,263	\$630,628	\$643,241	\$656,106
anagement Fee at 25%	\$780	\$189,514	\$195,199	\$201,055	\$207,087	\$213,299	\$219,698	\$226,289	\$233,078	\$240,070	\$247,272
ontract Services	\$375	\$93,330	\$95,197	\$97,101	\$99,043	\$101,023	\$103,044	\$105,105	\$107,207	\$109,351	\$111,538
OTAL EXPENSES	\$6,405	\$1,576,532	\$1,609,958	\$1,644,109	\$1,679,001	\$1,714,652	\$1,751,078	\$1,788,297	\$1,826,326	\$1,865,183	\$1,904,887
Expense Ratio		26.2%	26.0%	25.8%	25.5%	25.3%	25.1%	24.9%	24.7%	24.5%	24.3%
Expenses Per Unit		\$6,461	\$6,598	\$6,738	\$6,881	\$7,027	\$7,177	\$7,329	\$7,485	\$7,644	\$7,807
Combined Annual Expense G	rowth	0.0%	2.1%	2.1%	2.1%	2.1%	2.1%	2.1%	2.1%	2.1%	2.1%
eserve Replacement Acct	\$200	\$49,776	\$50,772	\$51,787	\$52,823	\$53,879	\$54,957	\$56,056	\$57,177	\$58,321	\$59,487
ET OPERATING INCOME		\$4,390,295	\$4,536,372	\$4,687,118	\$4,842,680	\$5,003,208	\$5,168,857	\$5,339,786	\$5,516,160	\$5,698,149	\$5,885,928
rowth Rate in NOI		0.00%	3.33%	3.32%	3.32%	3.31%	3.31%	3.31%	3.30%	3.30%	3.30%
EBT SERVICE		(\$3,588,032)	(\$3,588,032)	(\$3,588,032)	(\$3,588,032)	(\$3,588,032)	(\$3,588,032)	(\$3,588,032)	(\$3,588,032)	(\$3,588,032)	(\$3,588,032)
incipal Reduction		\$895,041	\$939,662	\$986,508	\$1,035,690	\$1,087,323	\$1,141,531	\$1,198,441	\$1,258,188	\$1,320,914	\$1,320,914
ımmulative Principal Reduct	ion	\$895,041	\$1,834,703	\$2,821,212	\$3,856,902	\$4,944,225	\$6,085,756	\$7,284,197	\$8,542,386	\$9,863,300	\$10,289,173
ET CASH FLOW		\$802,263	\$948,340	\$1,099,087	\$1,254,649	\$1,415,176	\$1,580,825	\$1,751,754	\$1,928,128	\$2,110,117	\$2,297,896
JMMULATIVE NET CASH FI	LOW	\$802,263	\$1,750,604	\$2,849,690	\$4,104,339	\$5,519,515	\$7,100,340	\$8,852,094	\$10,780,223	\$12,890,340	\$14,385,973
TAL CASH FLOW/PRINCIP	AL EQUITY	\$1,697,304	\$3,585,307	\$5,670,902	\$7,961,241	\$10,463,741	\$13,186,097	\$16,136,292	\$19,322,608	\$22,753,640	\$24,675,146



### SITE BACKGROUND

There is tremendous value in the project's land use entitlements, studies, reports and surveys that enable a developer to fast track straight to the building phase. In addition to the architects plans, we have assembled a library of the following documents that can be provided to registered parties.

To request access to the Document Library please send an email to:

Staci Walbridge (staci.walbridge@marcusmillichap.com) and Michael Lawrence (MALawrence@marcusmillichap.com)

#### DOCUMENT LIBRARY

- Land Use Approval Valid thru 5-05-2019. Environmental Review for construction of buildings, parking lot, and utilities within the Environmental Conservation overlay zone.
- Adjustment Reviews have been completed to modify setbacks, entrances, and parking and landscape standards.
- NO requirement for inclusionary housing.
- DEQ NPDES 1200-C Construction Storm Water Permit valid through November 30, 2020 (extendable).
- Approved Environmental Mitigation.
- Endangered Species Act (ESA) compliance.
- Habitat Studies.
- Wetland Studies & Mitigation.
- Dept. of Fish & Wildlife Consultation.
- US Army Corp of Engineers, Clean Water Sections 10 & 404 review process.
- US Army Corp of Engineers Biological Opinion Issued 9-23-2003.
- US Army Corp of Engineers Permit Issued 11-7-2003 (Ref # 2002-00868).
- US Army Corp of Engineers, Regulatory Branch Compliance & Enforcement Section, Multnomah County, Confirmation Letter (Ref # 2002-00868), January 6, 2012.
- National Marine Fisheries Service (NMFS), completed ESA Section 7 Consultation (2003).

### YACHT HARBOR CLUB INTERIORS









## LOT PHOTOS







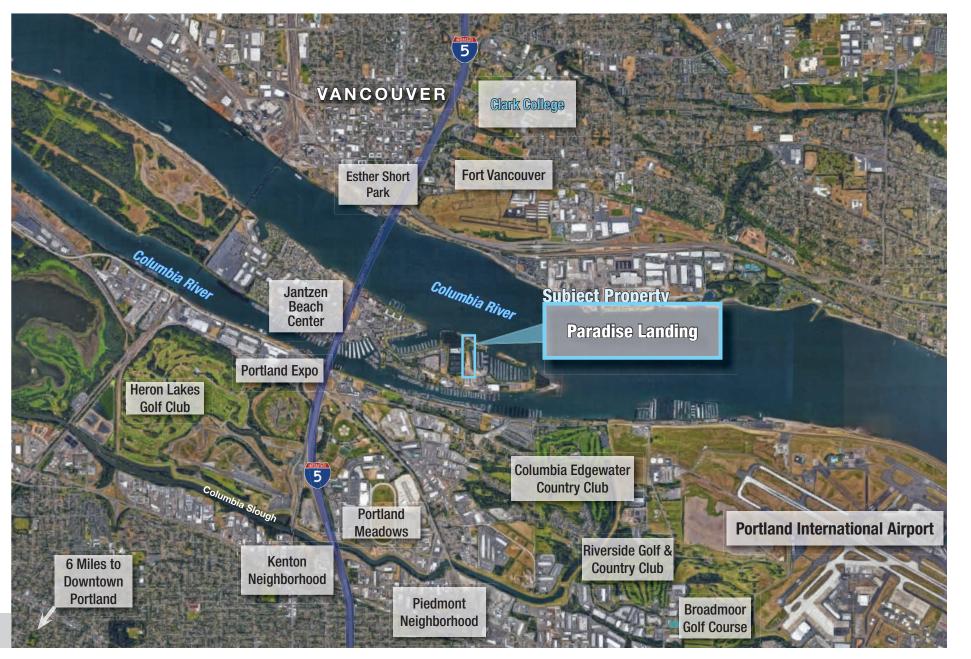
## SALPARE MARINA







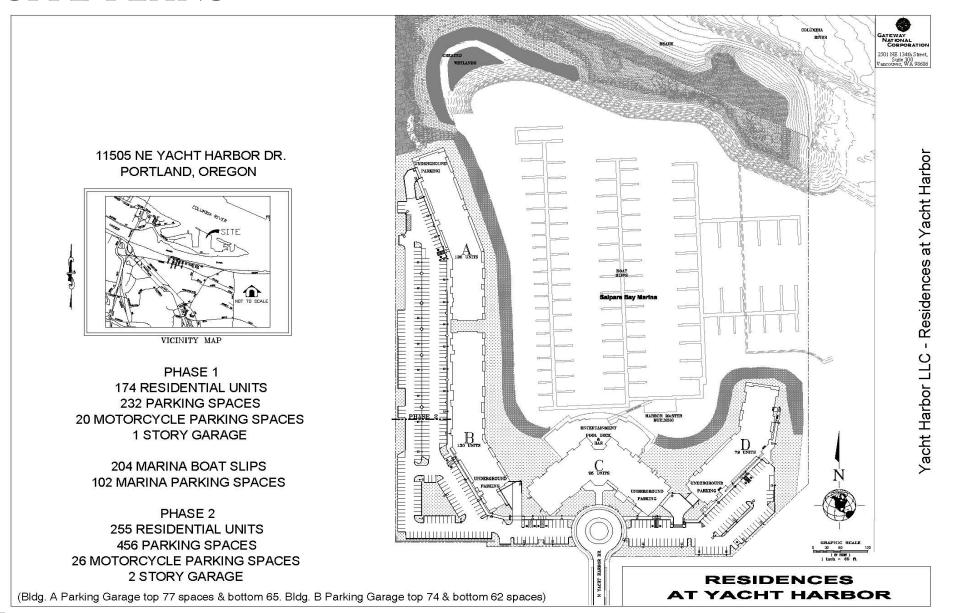
## REGIONAL MAP



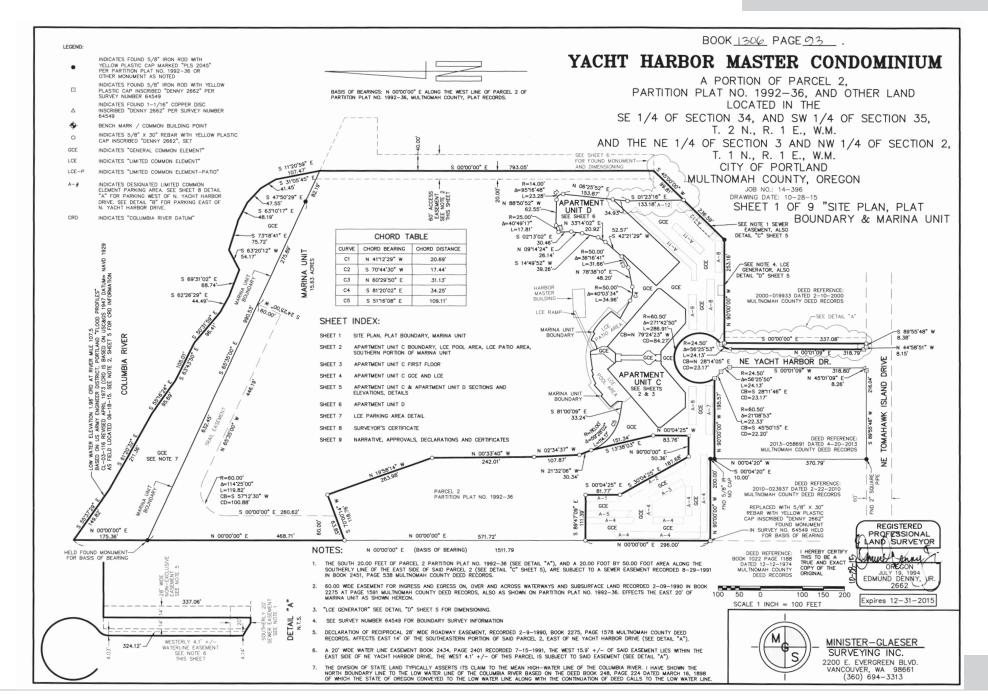
## AERIAL MAP

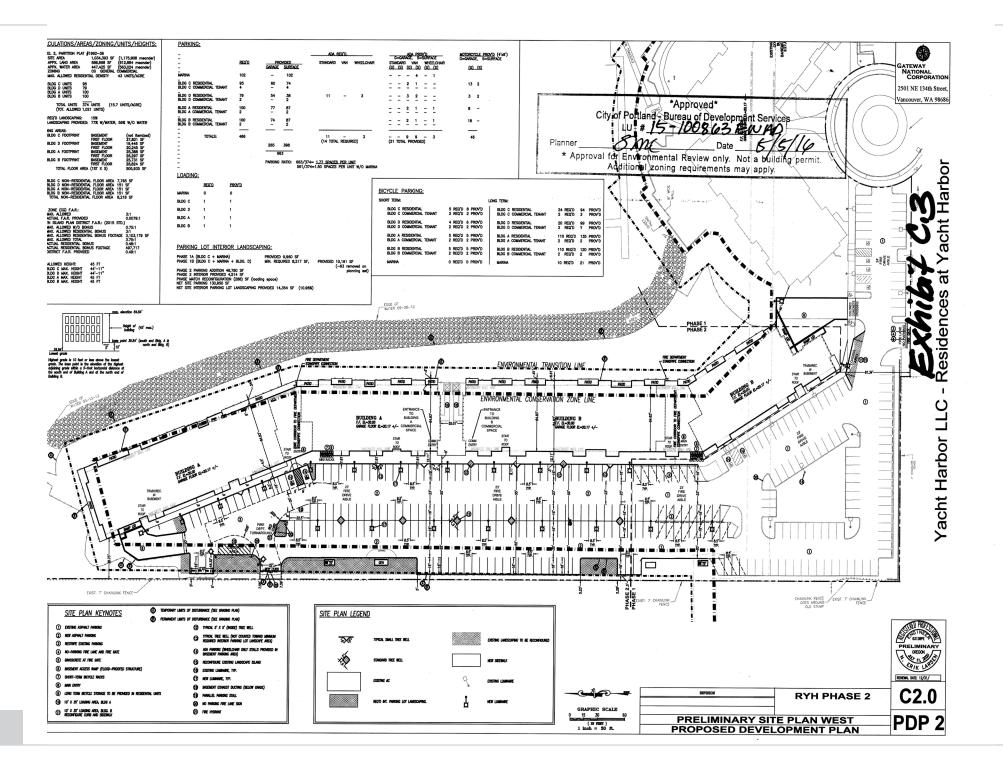


### SITE PLANS



### PARADISE LANDING



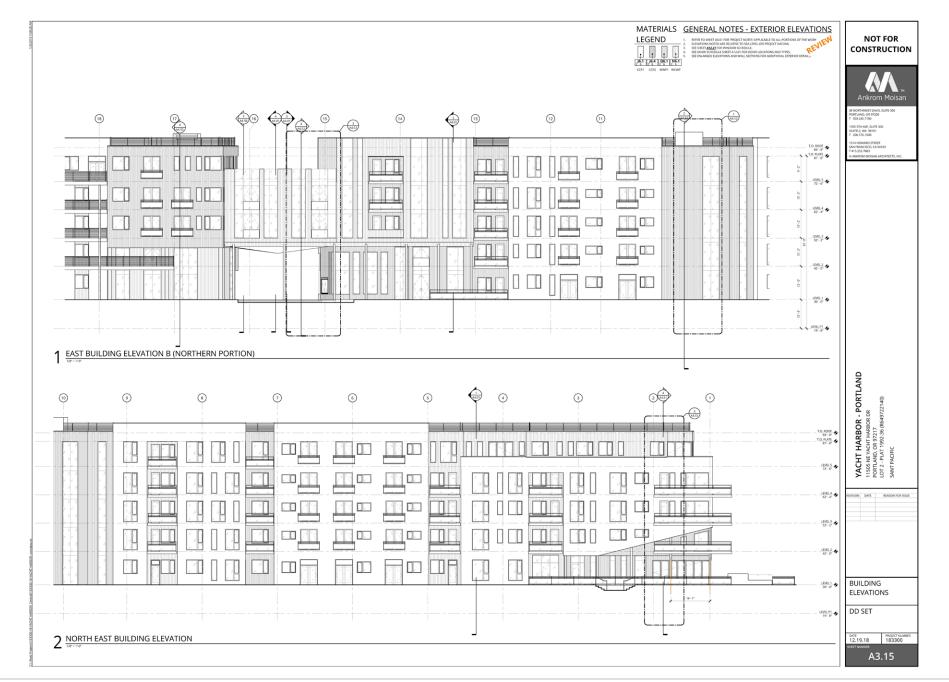


PARADISE LANDING



### PARADISE LANDING

## PROJECT PLANS





### ARCHITECTS



Architects Stewart Ankrom and Tom Moisan formed Ankrom Moisan in 1983 to provide integrated architectural, interior design, and urban design services to their clients. The mission of Ankrom Moisan is simple: Create Places Where People and Communities Thrive.

They attribute much of their success to the work they've completed in Portland's renowned Pearl District. Located just north of downtown Portland, they completed the first conversion of a warehouse to housing and played a dominant role in the development of this vibrant neighborhood. Ankrom Moisan has designed more than 2,132 housing units and 22 projects, including restaurants, offices, retail, and housing in this district alone.

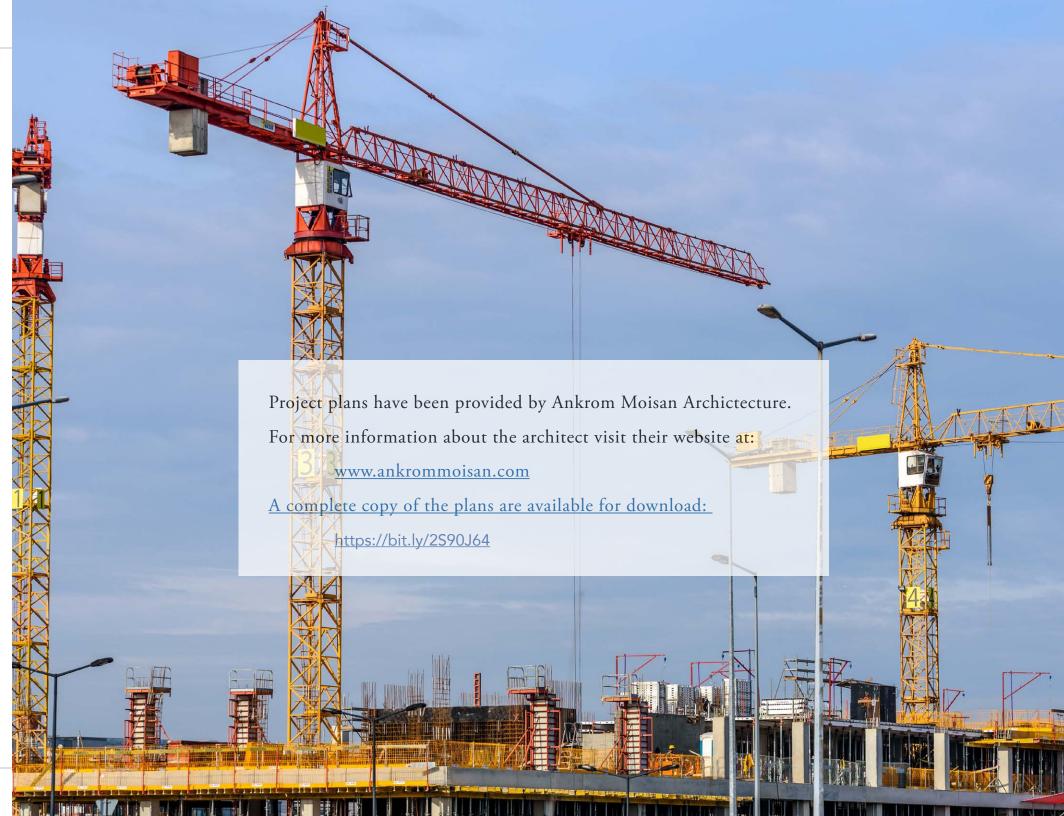
They are now a national firm of more than 350 staff members and offices in Portland, Seattle, and San Francisco. Their portfolio includes award-winning mixed-use housing, condominiums, apartments, affordable housing, senior housing, student housing, healthcare, offices, hospitality, and retail. Much of their work is in urban environments and many of our projects include a mix of use

PORTLAND: 38 NW Davis Street, Suite 300 Portland, OR 97209

SEATTLE: 1505 5th Ave., Suite 300 Seattle, WA 98101

SAN FRANCISCO: 1014 Howard Street San Francisco, CA 94103



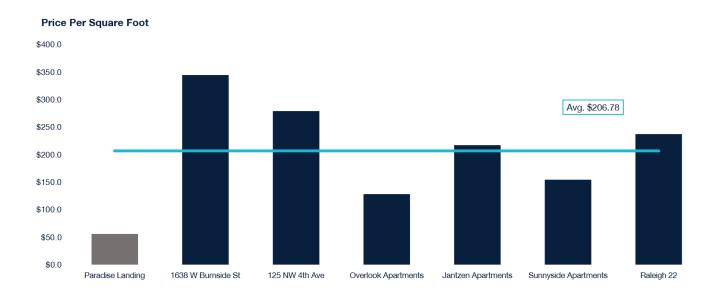


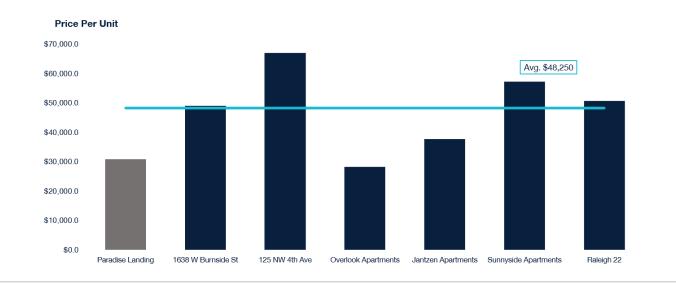


#### Vancouver MCLOUGHLIN Hayden Island HEIGHTS Smith and Bybee Wetlands LAND SALES Natural Area MCLOUGHLIV COMPARABLES **Paradise Landing** 1638 West Burnside SAINT JOHNS: 125 NW 4th Avenue Overlook Apartments KENTON Jantzen Apartments **Sunnyside Apartments** Raleigh 22 Apartments PIEDMONT Swan Island Industrial Park PARKROSE Forest Park ALAMEDA BARNES 6 LLOYD HEIGHTS KINGS HEIGHTS 2 Portland MONTAVILLA WEST HAVEN \*\* CENTRAL HAZELWOOD EAST SIDE HEIGHTS POWELLHURST WEST SLOPE Powell Butte Nature Park 30 WOODSTOCK VERMONT HILLSDALE GILBERT HILLS LANDING WESTMORELAND

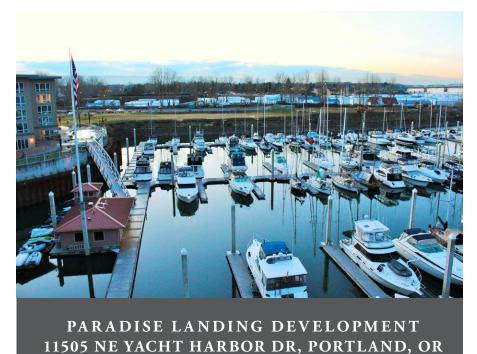
### PARADISE LANDING

## SALE COMPS





## RECENT LAND SALES



Offering Price	\$7,500,000
Price per Square Foot Land	\$55.72
Price per Unit	\$30,738
Lot Size in Acres	3.09
Gross Buildable Area (SF)	251,840
At Sale	Entitled, Permit Ready



1638 WEST BURNSIDE STREET PORTLAND, OR

Close of Escrow	12/17/2017
Sales Price	\$6,750,000
Lot Size in Acres	0.45
Lot Size in Square Feet	19,602
Price per Square Foot	\$344.35
Land Price per Unit	\$48,913
At Sale	Not Entitled, Not Permit Ready

NOTES: Proposed new expected completion 2020, seven-story building from an Atlanta-based developer will include 138 residential units, 83 below-grade parking spaces and 209 long term bicycle parking spaces and ground floor retail.



## 125 NW 4TH AVENUE PORTLAND, OR

Close of Escrow	6/30/2016
Sales Price	\$11,180,000
Lot Size in Acres	0.92
Lot Size in Square Feet	40,075
Price per Square Foot	\$278.98
Land Price per Unit	\$66,946
At Sale	Not Entitled, Not Permit Ready

NOTES: In November 2016, plans submitted for 167 apartments and 137,000 square feet of office and ground floor retail in 10-story building with 200 parking stalls. Twenty percent, or approximately 33 units, would be designated as affordable units to renters at 80 percent of median family income through the city's multiple-unit limited tax exemption program.



## OVERLOOK APARTMENTS 1332 N SKIDMORE, PORTLAND, OR

Close of Escrow	12/12/2017
Sales Price	\$4,463,074
Lot Size in Acres	0.80
Lot Size in Square Feet	34,979
Price per Square Foot	\$127.50
Land Price per Unit	\$28,247
At Sale	Not Entitled, Not Permit Ready

NOTES: No entitlements were in place at sale for the demolition of a resturant for construction of apartments. After sale, plans were submitted for 158-units in two – 5 story structures with 59-underground parking stalls and ground floor retail.

## RECENT SALES



## JANTZEN APARTMENTS 518 NE 20TH AVENUE, PORTLAND, OR

Close of Escrow	2/9/2017
Sales Price	\$7,950,000
Lot Size in Acres	0.84
Lot Size in Square Feet	36,590
Price per Square Foot	\$217.21
Land Price per Unit	\$37,677
At Sale	Entitled, Permit Ready

NOTES: Land Use Application vested. Building permit application submitted in November 2017 for six-story building with 212 studio, one- and two-bedroom units, four retail spaces and 114 garage parking.



## SUNNYSIDE APARTMENTS 4311-4335 SE BELMONT ST, PORTLAND, OR

Close of Escrow	3/16/2016
Sales Price	\$3,600,000
Lot Size in Acres	0.54
Lot Size in Square Feet	23,409
Price per Square Foot	\$153.78
Land Price per Unit	\$57,142
At Sale	Not Entitled, Not Permit Ready

NOTES: Former site of various single family homes is now under contstruction for development of 63 studio and one-bedroom units in a four-story building with interior courtyard, skybox patio and 15 off-street parking spaces.



## RALEIGH 22 APARTMENTS 2222 NW RALEIGH ST, PORTLAND, OR 97210

Close of Escrow	7/13/2016
Sales Price	\$8,750,000
Lot Size in Acres	0.85
Lot Size in Square Feet	37,000
Price per Square Foot	\$236.49
Land Price per Unit	\$50,578
At Sale	Not Entitled, Not Permit Ready

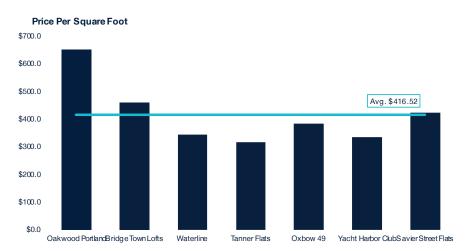
NOTES: Site is planned for a six-story mixed use building with 173 residential units and 1,746 square feet of commercial space. Underground parking and bike storage are included in the plans.

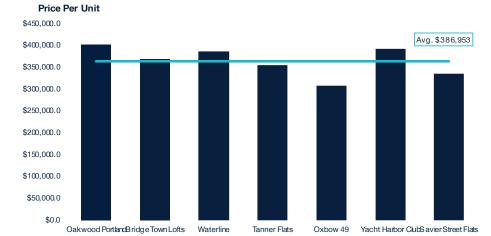


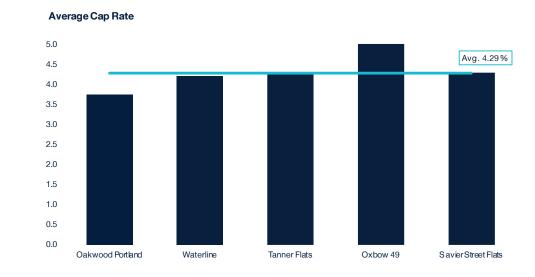
### BUILDING SALES COMPARABLES Paradise Landing Oakwood Portland **Bridge Town Lofts** Waterline **Tanner Flats** Oxbow 49 Yacht Harbor Club PIEDMONT Swan Island Industrial Park Savier Street Flats Forest Park ALAMEDA 32 BONNY HOLLYWOOD LLOYD BARNES HEIGHTS 4 Portland WEST MONTAVILLA CENTRAL EAST SIDE BELMONT HAZELV HAVEN HAWTHORNE HILLS POWELLHURST MARQUAM WEST WOODSTOCK VERMONT HILLSDALE LANDING WESTMORELAND

### PARADISE LANDING

## BUILDING SALES COMPS







### PARADISE LANDING

### RECENT BUILDING SALES



### OAKWOOD PORTLAND PEARL DISTRICT 1155 NW EVERETT ST, PORTLAND, OR

Close of Escrow	12/15/2015
Sales Price	\$45,000,000
Building Square Feet	69,000
Price per Square Foot	\$652.17
Total Units	112
Price per Unit	\$401,786
Cap Rate	3.75%

NOTES: Formerly the Janey Apartments, this LEED Certified Platinum mixed use building featured 40 Studios, 72 One-Bedrooms and nearly 5,000 square feet of ground floor retail. Completed in 2015 on 20,247 square feet, the site features 68 parking spaces, bike storage and a rooftop lounge.



## BRIDGE TOWN LOFTS 1850 NW FRONT AVE, PORTLAND, OR

3/28/2018
\$55,000,000
119,200
\$461.41
149
\$369,128

NOTES: Highest price apartment building ever sold in Portland. 284 unit building sold by Marcus & Millichap in 2016 for \$126.7 million or \$446,000 per unit. Unit mix of 42% Studios, 46% One-Bedrooms and 11% Two-Bedrooms. Rents between \$2.50-\$2.75 per square foot.



#### WATERLINE 2080 NW FRONT AVE, PORTLAND, OR

Close of Escrow	3/31/2016
Sales Price	\$94,000,000
Building Square Feet	273,430
Price per Square Foot	\$343.78
Total Units	243
Price per Unit	\$386,831
Cap Rate	4.20%
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NOTES: Completed in 2015 on 1.77 acres, this mid-rise waterfront community features 17 Studios, 153 One-Bedrooms, 73 Two-Bedrooms, 1,112 square feet of ground floor retail, bike parking and 300 parking spaces. The Waterline also offers rooftop deck, fitness center and pet friendly amenities.



## TANNER FLATS 2004 SW JEFFERSON ST, PORTLAND, OR

Close of Escrow	3/23/2017
Sales Price	\$47,500,000
Building Square Feet	150,458
Price per Square Foot	\$315.70
Total Units	134
Price per Unit	\$354,478
Cap Rate	4.25%

NOTES: Formerly the Modera Goose Hollow, the LEED Gold building was completed in 2015 on 0.4 acres. Re-branded Tanner Flats features 54 Studios, 50 One-Bedrooms, 30 Two-Bedrooms and 80 parking spaces. The building features fitness center, rooftop deck and bike repair station. This project was sold by Marcus & Millichap.

### RECENT SALES



OXBOW 49 4949 SW LANDING DR, PORTLAND, OR

Close of Escrow	2/15/2018
Sales Price	\$51,000,000
Building Square Feet	132,800
Price per Square Foot	\$384.04
Total Units	166
Price per Unit	\$307,229
Cap Rate	5.00%
-	

NOTES: Formerly the site of the Willamette Athletic Club, the land was acquired for \$3,100,000 in 2014 and required demolition of the prior facility. Completed in 2016 on 1.72 acres, this LEED Silver complex featured 2 Studios, 124 One-Bedrooms, 40 Two-Bedrooms and 144 parking spaces. The building also has a rooftop lounge, fitness center, bike parking and pet friendly amenities.



## YACHT HARBOR CLUB 11505 NE HARBOR DR, PORTLAND, OR

Close of Escrow	12/20/2017
Sales Price	\$68,000,000
Building Square Feet	202,363
Price per Square Foot	\$336.03
Total Units	173
Price per Unit	\$393,064

NOTES: The adjacent property to Paradise Landing was completed in 2015 on 4.13 acres. The property features 89 One-Bedrooms, 84 Two-Bedrooms, 2,056 square feet of ground floor retail, 232 parking spaces, as well as bike storage, pool, fitness center, clubroom, beach and marina access and pet friendly amenities.

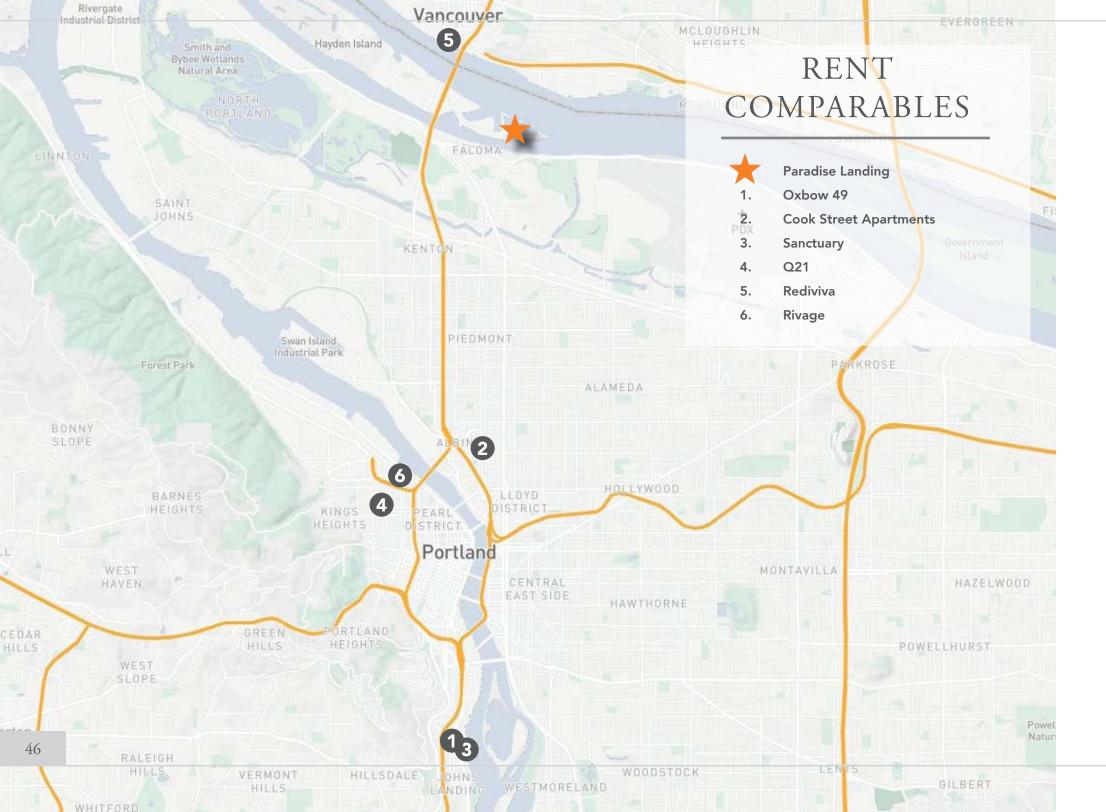


### SAVIER STREET FLATS 2270 NW SAVIER ST, PORTLAND, OR

Close of Escrow	3/13/2017
Sales Price	\$60,000,000
Building Square Feet	142,000
Price per Square Foot	\$422.54
Total Units	179
Price per Unit	\$335,196
Cap Rate	4.29%

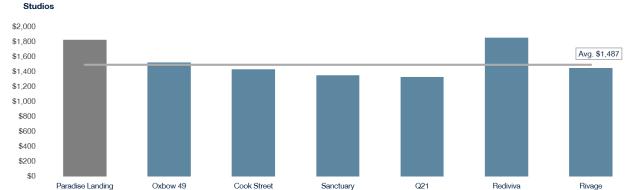
NOTES: Built in 2013 on 1.17 acres, this mid-rise LEED Platinum building features 33 Studios, 131 One-Bedrooms, 15 Two-Bedrooms and 50 parking spaces. Amenities include fitness center, bike parking and repair, pet friendly amenities, and courtyard.

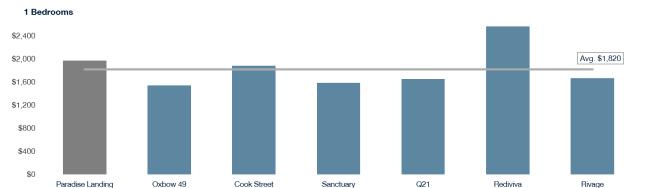




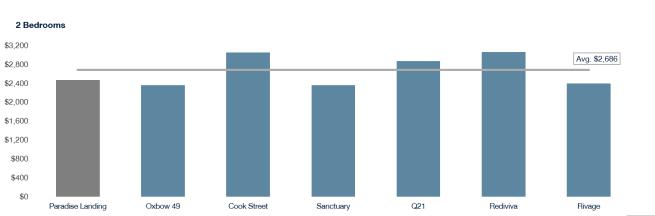
### PARADISE LANDING

## RENT COMPARABLES









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### PARADISE LANDING

## RENT COMPARABLES



		UNITS	SF	TYPE	RENT
Year Built	2020	74	602	Studio	\$1,820
Total Units	244	105	766	1 Bed/1Bath	\$1,975
Parking	300	61	1,235	2 Bed/2 Bath	\$2,475
Parking Rent	\$95	4	1,775	3 Bed/2 Bath	\$3,950

11505 NE YACHT HARBOR DR, PORTLAND, OR



OXBOW 49 4949 SW LANDING DR, PORLAND, OR

		# UNITS	SF	TYPE	RENT
Year Built	2016	2	690	Studio	\$1,518
Total Units	166	124	711	1 Bed/1Bath	\$1,544
Parking	144	37	1,021	2 Bed/1.5 Bath	\$2,152
Parking Rent	\$125-20	0 3	1,236	2 Bed/2 Bath	\$2,360



## COOK STREET APARTMENTS 107 N COOK ST, PORTLAND, OR

		# UNITS	SF	TYPE	REN
Year Built	2016	73	538	Studio	\$1,430
Total Units	206	93	649	1 Bed/1Bath	\$1,890
Parking Rent	\$125	40	969	2 Bed/2 Bath	\$3,054



## SANCTUARY APARTMENTS 4940 SW LANDING DR, PORTLAND, OR

		# UNITS	SF	TYPE	RENT
Year Built	2017	10	497	Studio	\$1,350
Total Units	182	109	642	1 Bed/1Bath	\$1,589
Parking	160	63	1,063	2 Bed/2 Bath	\$2,363
Parking Rent	\$150				

**Notes:** Two months free on 12 month lease.

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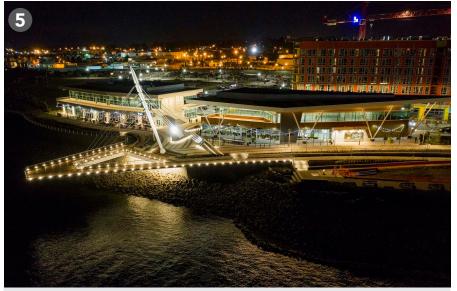
## RECENT SALES



Q21 2112 NW QUIMBY ST, PORTLAND, OR

	# UNITS	SF	TYPE	RENT
2017	16	419	Studio	\$1,326
182	116	647	1 Bed/1 Bath	\$1,660
\$199	20	990	2 Bed/2 Bath	\$2,875
	8	1,579	3 Bed/2 Bath	\$3,800
	182	2017     16       182     116       \$199     20	2017     16     419       182     116     647       \$199     20     990	2017       16       419       Studio         182       116       647       1 Bed/1 Bath         \$199       20       990       2 Bed/2 Bath

**Notes:** \$1,000 off the first month's rent.



### REDIVIVA 111 PARKWAY PL, VANCOUVER, WA

	# U	INITS	SF	TYPE	RENT
Year Built	2018	25	579	Studio	\$1,851
Total Units	63	20	684	1 Bed/1 Bath	\$2,568
Parking Rent	\$135-150	18	1,180	2 Bed/2 Bath	\$3,061
Notes: Up to 2 months free on 14 month lease.					



### RIVAGE 2220 NW FRONT AVE, PORTLAND, OR

		# UNITS	SF	TYPE	RENT
Year Built	2016	96	532	Studios	\$1,448
Total Units	260	110	645	1 Bed/1 Bath	\$1,669
Parking Rent	\$129	54	1,062	2 Bed/2 Bath	\$2,400

**Notes:** Up to 2 months free on 15 month lease.

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### MARKET OVERVIEW



The Portland-Vancouver metro is located near the confluence of the Columbia and Willamette rivers and stretches across the Oregon border into Washington State. The region is composed of Multnomah, Clackamas, Columbia, Washington and Yamhill counties in Oregon, and Clark and Skamania counties in Washington. Mount Hood and the Cascade Range stand to the east, and the Oregon Coast Mountain Range lies to the west. The metro contains approximately 2.4 million residents, with more than 600,000 people residing in Portland, the area's most populous city.

#### **METRO HIGHLIGHTS**



#### HIGH POPULATION GROWTH

The Portland-Vancouver metro has recorded more than 20 years of positive net migration thanks to expanding industries.



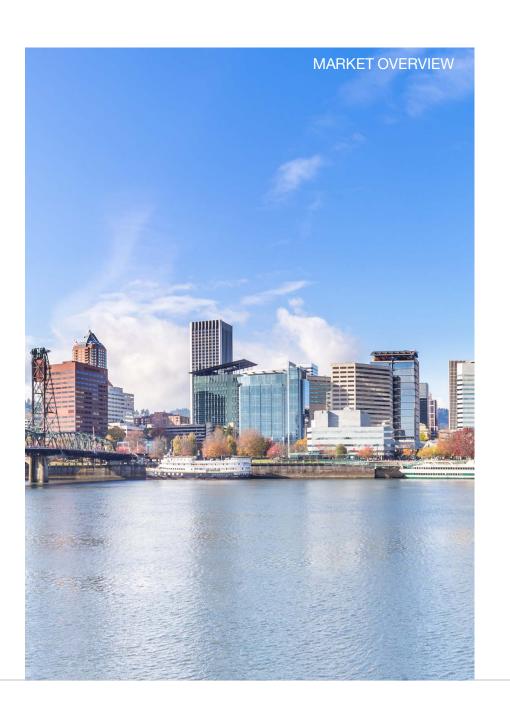
#### **ALTERNATIVE-ENERGY INDUSTRY**

Alternative-energy companies are attracted to the local educated workforce and research institutions and are locating within the region.



#### LOW BUSINESS COSTS

The cost of doing business is among the lowest on the West Coast, supported by no state income tax in Washington and no sales tax in Oregon.



### MARKET OVERVIEW



- Lower land costs than other West Coast metros, a skilled labor pool and affordable, abundant power attract companies to the region. The favorable tax structure, with no state income taxes in Washington and no sales tax in Oregon, also lures businesses
- The metro's economy has shifted from timber to industries that include athletic and outdoor activities, clean tech, advanced manufacturing and software.
- A diverse group of companies based in the metro include Nike, Daimler, Oregon Iron Works, Intel and IBM,

MAJOR AREA EMPLOYERS
Providence Health & Services
Oregon Health and Sciences University
Portland State University
Kaiser Foundation Health Plan of the NW
Legacy Health System
Nike, Inc.
Wells Fargo
Fred Meyer Stores
U.S. Bank
Intel Corp.





#### **SHARE OF 2016 TOTAL EMPLOYMENT**





















### MARKET OVERVIEW



### **DEMOGRAPHICS**

- The metro is expected to add nearly 130,000 people through 2021, resulting in the formation of nearly 50,000 households.
- A median home price well-above the U.S. level has afforded 60 percent of households to own their home, which is below the national rate of 64 percent,.

6%

• Of residents age 25 and older, 34 percent hold bachelor's degrees, and 12 percent have also obtained a graduate or professional degree.

#### 2016 Population by Age

2016 POPULATION:

Growth 2016-2021\*:

6%	19%	
0-4 YEARS	5-19 YEARS	20

20-24 YEARS 25-44 YEARS 2016 HOUSEHOLDS:

30%



26%

45-64 YEARS





13%

65+ YEARS

#### **QUALITY OF LIFE**

The metro contains more than 37,000 acres of parks and provides numerous opportunities for outdoor enthusiasts, including activities at Mount Hood and on the Hood River. The metro lies 60 miles east of the Pacific Ocean, with 330 miles of beaches along the Oregon coast. Professional sports teams represent basketball, soccer and hockey. Cultural activities can be found at various local venues, including the Portland Art Museum, World Forestry Center Discovery Museum and the Portland Children's Museum, and plays are staged at the Portland Center for the Performing Arts. Major colleges and universities including Lewis and Clark, Pacific University, the University of Portland and Portland State University. The University of Oregon and Oregon State University are nearby.

Sources: Marcus & Millichap Research Services; BLS; Bureau of Economic Analysis; Experian; Fortune; Moody's



























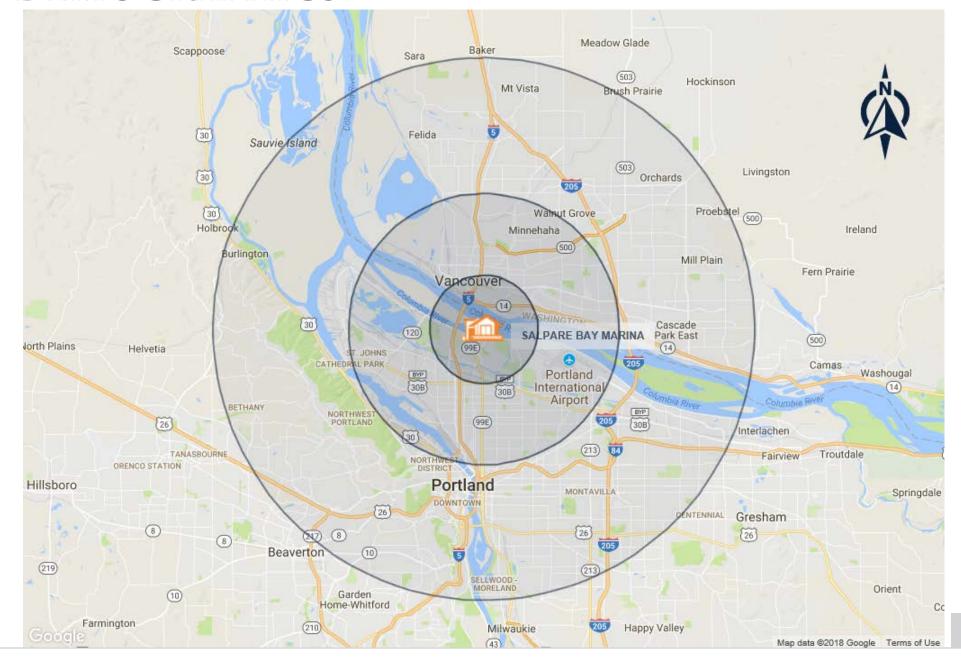








### **DEMOGRAPHICS**



<sup>\*</sup> Forecast

## DEMOGRAPHICS

#### Created on January 2018

POPULATION	2 Miles	5 Miles	10 Miles
2022 Projection			
Total Population	15,788	263,708	1,021,124
2017 Estimate			
Total Population	15,261	258,549	979,572
■ 2010 Census			
Total Population	13,683	236,376	893,288
■ 2000 Census			
Total Population	12,261	221,849	787,348
<ul> <li>Daytime Population</li> </ul>			
2017 Estimate	49,967	301,934	1,122,234
HOUSEHOLDS	2 Miles	5 Miles	10 Miles
2022 Projection			
Total Households	7,362	111,187	431,165
2017 Estimate			
Total Households	6,938	106,717	406,887
Average (Mean) Household Size	1.93	2.34	2.34
■ 2010 Census			
Total Households	6,189	97,253	370,103
■ 2000 Census			
Total Households	5,279	88,441	323,389

HOUSEHOLDS BY INCOME	2 Miles	5 Miles	10 Miles
2017 Estimate			
\$250,000 or More	3.30%	2.20%	3.34%
\$200,000 - \$249,999	2.20%	1.81%	2.48%
\$150,000 - \$199,999	4.56%	4.89%	5.22%
\$125,000 - \$149,999	4.28%	4.75%	5.29%
\$100,000 - \$124,999	7.98%	8.61%	9.15%
\$75,000 - \$99,999	12.51%	12.91%	13.36%
\$50,000 - \$74,999	16.69%	18.87%	18.47%
\$35,000 - \$49,999	13.98%	13.92%	12.93%
\$25,000 - \$34,999	10.97%	9.62%	9.19%
\$15,000 - \$24,999	10.73%	10.17%	9.10%
Under \$15,000	12.81%	12.24%	11.47%
Average Household Income	\$79,526	\$74,907	\$83,824
Median Household Income	\$52,172	\$54,912	\$59,428
Per Capita Income	\$37,285	\$31,287	\$35,128

## DEMOGRAPHICS

#### Created on January 2018

POPULATION PROFILE	2 Miles	5 Miles	10 Miles
Population by Age			
0 to 4 Years	4.43%	6.59%	5.88%
5 to 14 Years	6.67%	10.97%	11.35%
15 to 17 Years	1.80%	2.72%	3.17%
18 to 19 Years	1.51%	2.01%	2.07%
20 to 24 Years	6.12%	6.31%	6.18%
25 to 29 Years	8.40%	8.80%	8.56%
30 to 34 Years	8.04%	9.71%	8.88%
35 to 39 Years	7.32%	9.10%	8.25%
40 to 49 Years	13.90%	14.09%	14.32%
50 to 59 Years	15.32%	11.85%	12.48%
60 to 64 Years	8.29%	5.66%	5.83%
65 to 69 Years	7.61%	4.54%	4.74%
70 to 74 Years	4.51%	2.96%	3.08%
75 to 79 Years	2.97%	1.86%	1.99%
80 to 84 Years	1.62%	1.30%	1.41%
Age 85+	1.50%	1.55%	1.80%
Median Age	44.18	36.54	37.32

POPULATION PROFILE	2 Miles	5 Miles	10 Miles
Population 25+ by Education Level			
2017 Estimate Population Age 25+	12,129	184,619	698,952
Elementary (0-8)	2.27%	3.54%	2.51%
Some High School (9-11)	6.65%	5.62%	5.27%
High School Graduate (12)	21.93%	20.40%	18.73%
Some College (13-15)	30.04%	24.39%	23.91%
Associate Degree Only	6.25%	7.32%	7.61%
Bachelors Degree Only	18.87%	23.46%	25.24%
Graduate Degree	12.66%	13.93%	15.65%

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### **DEMOGRAPHICS**



#### Population

In 2017, the population in your selected geography is 79,360. The population has changed by 13.55% since 2000. It is estimated that the population in your area will be 80,284.00 five years from now, which represents a change of 1.16% from the current year. The current population is 50.12% male and 49.88% female. The median age of the population in your area is 36.93, compare this to the US average which is 37.83. The population density in your area is 2,798.96 people per square mile.



#### Race and Ethnicity

The current year racial makeup of your selected area is as follows: 71.05% White, 10.57% Black, 1.08% Native American and 3.51% Asian/Pacific Islander. Compare these to US averages which are: 70.42% White, 12.85% Black, 0.19% Native American and 5.53% Asian/Pacific Islander. People of Hispanic origin are counted independently of race.

People of Hispanic origin make up 13.93% of the current year population in your selected area. Compare this to the US average of 17.88%.



#### Households

There are currently 33,492 households in your selected geography. The number of households has changed by 17.73% since 2000. It is estimated that the number of households in your area will be 34,695 five years from now, which represents a change of 3.59% from the current year. The average household size in your area is 2.27 persons.



#### Housing

The median housing value in your area was \$273,071 in 2017, compare this to the US average of \$193,953. In 2000, there were 15,062 owner occupied housing units in your area and there were 13,387 renter occupied housing units in your area. The median rent at the time was \$521.



#### Income

In 2017, the median household income for your selected geography is \$49,117, compare this to the US average which is currently \$56,286. The median household income for your area has changed by 44.06% since 2000. It is estimated that the median household income in your area will be \$56,416 five years from now, which represents a change of 14.86% from the current year.

The current year per capita income in your area is \$29,310, compare this to the US average, which is \$30,982. The current year average household income in your area is \$68,380, compare this to the US average which is \$81,217.



#### **Employment**

In 2017, there are 49,836 employees in your selected area, this is also known as the daytime population. The 2000 Census revealed that 52.54% of employees are employed in white-collar occupations in this geography, and 47.19% are employed in blue-collar occupations. In 2017, unemployment in this area is 6.79%. In 2000, the average time traveled to work was 26.00 minutes.

Source: © 2017 Experian



