

# LAWTON APARTMENTS

711 W PINE STREET | SHELTON, WA 98584



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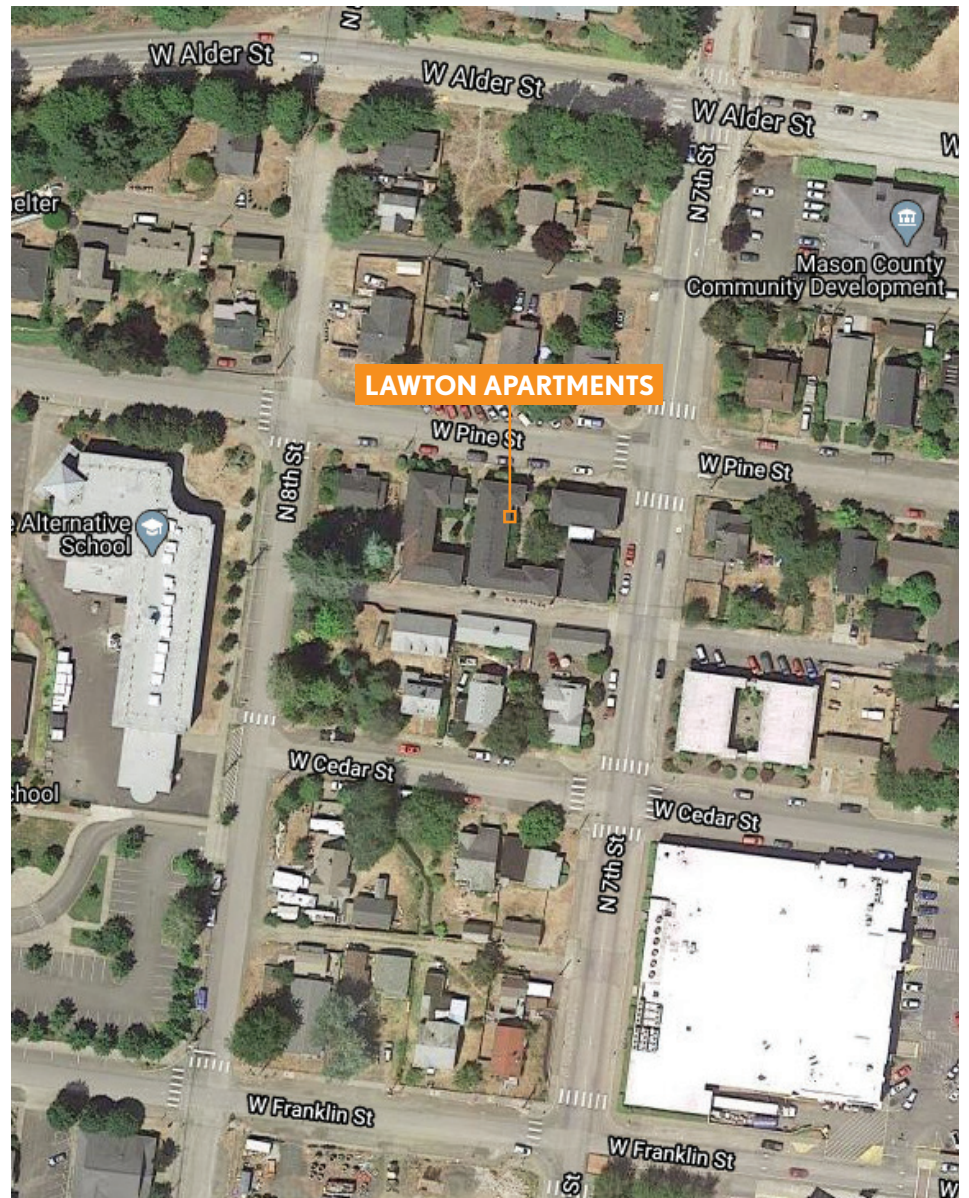
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# Location



# Investment Offering

**\$2.595M**

LIST PRICE

**33**

# OF UNITS

**\$181.53**

PRICE PER SF

## WESTLAKE ASSOCIATES, INC. IS PLEASED TO PRESENT THE LAWTON APARTMENTS EXCLUSIVELY FOR SALE.

The property is a 33 Unit Value Add Opportunity located in Shelton, Washington. The apartments are priced well below replacement cost in a market that is running above 98% occupancy. In place 6.24% cap rate, with attractive debt options starting in the low/mid 3% range.

### INVESTMENT HIGHLIGHTS

Name	Lawton Apartments
Address	711 W Pine Street, Shelton, WA 98584
Price	\$2,595,000
Year Built	1935
# of Units	33
Net Rentable SF	14,295 SF
\$ per Unit	\$78,636
\$ per NRSF	\$181.53
Market Cap Rate	7.29%

### PROPERTY HIGHLIGHTS

- Downtown Shelton Location
- Charming Apartment Community
- Value Add Opportunity
- Long Term Stable Tenant Base
- Ability to remodel units and push rents on turnover
- Exterior Paint and Landscape provide for Value Add Opportunity

# Property Details

## PROPERTY DETAILS

County	Mason
Market	Shelton
Land Use	Apartments
Style	Low Rise
APN#	32019-52-09001



## BUILDING INFORMATION

Name	Lawton Apartments
Year Built	1935
# of Units	33
# of Buildings	4
# of Floors	2
Lot Size	18,295 SF
Net Rentable SF	14,295 SF
Construction	Frame
Heat	Electric Baseboard
Roof	Composition



# Financial Offering

## PRICE ANALYSIS

<b>PRICE</b>	<b>\$2,595,000</b>
Price per Unit	\$78,636
Price per NRSF	\$181.53
Price per Land SF	\$141.84
Current Cap	6.24%
Current GRM	8.83
Market Cap	7.29%
Market GRM	7.75

## PROPOSED FINANCING

Loan Amount	\$1,946,250
Down Payment	\$648,750
Rate	3.500%
% Down	25.0%
Amortization	30 Years
Term	5 Years
Monthly Payment	\$8,739
Annual Payment	\$104,874

# OF UNITS	UNIT TYPE	AVG SIZE	CURRENT	PSF	PRO FORMA	PSF
16	Studio	308 SF	\$605	\$1.96	\$665	\$2.16
17	1 BD   1 BA	551 SF	\$809	\$1.47	\$895	\$1.62
<b>33</b>		<b>14,295 SF</b>	<b>\$23,625</b>	<b>\$1.65</b>	<b>\$25,855</b>	<b>\$1.81</b>

## INCOME

	CURRENT		PRO FORMA	
Scheduled Rent Income	\$283,500		\$310,260	
+ Other Income	\$4,620		\$4,620	
+ Utility Income	\$3,660		\$17,820	
+ Laundry	\$2,220		\$2,220	
Scheduled Gross Income	\$294,000		\$334,920	
- Vacancy & Credit Losses	(\$14,700)	5.00%	(\$16,746)	5.00%
<b>Gross Income</b>	<b>\$279,300</b>		<b>\$318,174</b>	

## EXPENSES

	CURRENT		PRO FORMA	
RE Taxes	\$14,188		\$14,500	
Insurance	\$7,650		\$7,650	
Utilities W/S/G/E	\$36,160		\$36,160	
Management	\$13,965		\$15,909	
Payroll & Administration	\$10,000		\$10,000	
Maintenance & Repairs	\$24,750		\$24,750	
Grounds	\$2,400		\$2,400	
Reserves	\$8,250		\$8,250	
<b>Total Expenses</b>	<b>\$117,363</b>		<b>\$129,119</b>	

## OPERATING DATA

	CURRENT		PRO FORMA	
<b>Net Operating Income</b>	<b>\$161,937</b>		<b>\$189,055</b>	
Less Loan Payments	(\$104,874)		(\$104,874)	
Pre-Tax Cash Flow	\$57,063	8.80%	\$84,181	12.98%
Plus Principal Reduction	\$37,351		\$37,351	
Total Return Before Taxes	\$94,414	14.55%	\$121,532	18.73%

# Rent Roll

UNIT	UNIT TYPE	SF	CURRENT	RENT / SF	MARKET	RENT / SF
1	Studio	425	\$695	\$1.63	\$725	\$1.70
2	1BD 1BA	425	\$695	\$1.63	\$725	\$1.70
3	1BD 1BA	540	\$795	\$1.47	\$825	\$1.52
4	1BD 1BA	540	\$795	\$1.47	\$825	\$1.52
5	1BD 1BA	540	\$795	\$1.47	\$825	\$1.52
6	1BD 1BA	540	\$725	\$1.34	\$825	\$1.52
7	1BD 1BA	540	\$830	\$1.53	\$850	\$1.57
8	1BD 1BA	540	\$795	\$1.47	\$825	\$1.52
9	Studio	180	\$565	\$3.13	\$565	\$3.13
10	1BD 1BA	540	\$795	\$1.47	\$825	\$1.52
11	1BD 1BA	600	\$895	\$1.49	\$895	\$1.49
12	1BD 1BA	600	\$850	\$1.41	\$895	\$1.49
14	1BD 1BA	540	\$795	\$1.47	\$850	\$1.57
15	1BD 1BA	540	\$795	\$1.47	\$825	\$1.52
16	1BD 1BA	600	\$850	\$1.41	\$895	\$1.49
17	1BD 1BA	600	\$850	\$1.41	\$895	\$1.49
18	1BD 1BA	600	\$895	\$1.49	\$895	\$1.49
19	1BD 1BA	540	\$795	\$1.47	\$825	\$1.52
20	Studio	300	\$595	\$1.98	\$625	\$2.08
21	Studio	300	\$595	\$1.98	\$625	\$2.08
22	Studio	300	\$595	\$1.98	\$625	\$2.08
23	1BD 1BA	540	\$795	\$1.47	\$825	\$1.52
24	Studio	300	\$595	\$1.98	\$625	\$2.08
25	Studio	300	\$595	\$1.98	\$625	\$2.08
26	Studio	300	\$595	\$1.98	\$625	\$2.08
27	Studio	300	\$625	\$2.08	\$625	\$2.08
28	Studio	300	\$625	\$2.08	\$625	\$2.08
29	Studio	300	\$595	\$1.98	\$625	\$2.08
30	Studio	300	\$595	\$1.98	\$625	\$2.08
31	Studio	300	\$595	\$1.98	\$625	\$2.08
32	Studio	300	\$595	\$1.98	\$625	\$2.08
33	Studio	300	\$595	\$1.98	\$625	\$2.08
34	Studio	425	\$625	\$1.47	\$725	\$1.70
<b>TOTAL</b>		<b>14,295 SF</b>	<b>\$23,625</b>	<b>\$1.65</b>	<b>\$25,855</b>	<b>\$1.81</b>

# Sales Comparables



## SUBJECT PROPERTY

711 W Pine St | Shelton 98584

Listed Price	\$2,595,000
Sale Date	-
# of Units	33
Price / Unit	\$78,636
Price / SF	\$181
Year Built	1935
Cap Rate	6.24%



## PRAIRIE VILLAGE DUPLEXES

6601198th Ave SW | Rochester 98579

Sale Price	\$1,950,000
Sale Date	03/01/2019
# of Units	22
Price / Unit	\$88,626
Price / SF	\$106
Year Built	1975
Cap Rate	6.00%



## THE FIRS

948 Neil St NE | Olympia 98516

Sale Price	\$4,265,000
Sale Date	07/31/2018
# of Units	49
Price / Unit	\$87,040
Price / SF	\$170
Year Built	1967
Cap Rate	6.00%



## 510 LILLY ROAD

510 Lilly Rd SE | Olympia 98501

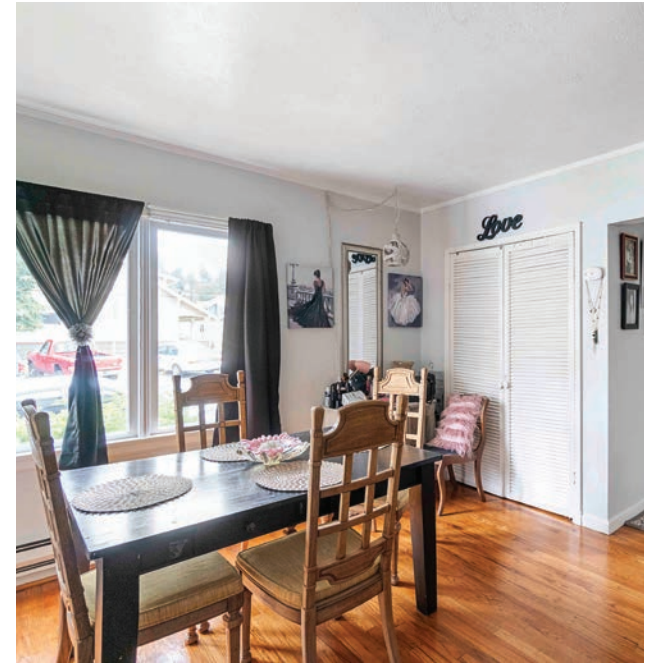
Sale Price	\$1,550,000
Sale Date	12/21/2017
# of Units	20
Price / Unit	\$77,500
Price / SF	\$163
Year Built	1969
Cap Rate	7.50%

SALE COMPS	PRICE	# OF UNITS	BLDG SF	\$/UNIT	\$/SF	CAP	SALE DATE
<b>THE FIRS</b> 948 Neil St NE Olympia, WA 98516	\$4,265,000	49	25,040 SF	\$87,040	\$170	6.0%	07/31/2018
<b>PRAIRIE VILLAGE</b> 6601198th Ave SW Rochester, WA 98579	\$1,950,000	22	18,360 SF	\$88,636	\$106	6.0%	03/01/2019
<b>510 LILLY</b> 510 Lilly Rd SE Olympia, WA 98501	\$1,550,000	20	9,498 SF	\$77,500	\$163	7.5%	07/31/2018
<b>AVERAGES</b>	<b>\$2,588,333</b>		<b>17,633 SF</b>	<b>\$84,392</b>	<b>\$146</b>	<b>6.5%</b>	
<b>SUBJECT PROPERTY</b>	<b>\$2,595,000</b>	<b>33</b>	<b>14,295 SF</b>	<b>\$78,636</b>	<b>\$181</b>	<b>6.24%</b>	





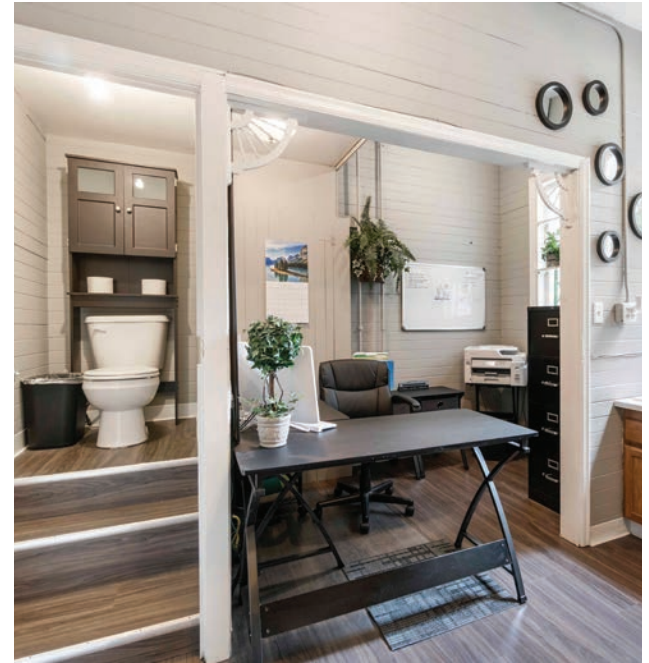
# Interior Photos



# Interior Photos



# Interior Photos



# Exterior Photos



# Shelton & Site Demographics

SHELTON'S LANDSCAPE is dominated by impressive views of the water, mountains and colossal cedar, spruce, and fir trees. This historic forestry town built its economy on logging, farming, dairying and ranching, as well as oyster cultivation. Unofficially known as the Christmas Tree Capital, Shelton is mostly a logging town from the early days to present with Simpson Lumber (now known as the Green Diamond Resources Company).

Shelton was once served by steamboats that followed the strong currents of Hammersley Inlet delivering supplies and mail to the town. Tugboats still ride these tides daily; and resident and transient orcas and humpback whales find their way to these waters several times each year to the delight of onlookers.

Today the major employers in the area are the Green Diamond Resources Company who have their Northwest Timberlands Division in Shelton, and Taylor Shellfish Farms which have been in the area for over one hundred years, known widely for their great Olympia oysters.

There are quaint shops that line Railroad Avenue in the center of town that hosts plenty of shopping, lodging, and dining choices. Outdoorsy types will also be thrilled with all the hiking and water recreation that is available in the area.



<b>POPULATION</b>	<b>1-MILE</b>	<b>3-MILE</b>	<b>5-MILE</b>
Total Population	7,288	17,170	25,548
Total Daytime Population	8,845	18,942	24,891
Median Age	35.1	37.1	38.7
Renter Occupied Housing	49.3%	39.3%	34.4%
<b>HOUSEHOLDS &amp; INCOME</b>	<b>1-MILE</b>	<b>3-MILE</b>	<b>5-MILE</b>
Total Households	2,580	6,277	8,844
Average HH Income	\$57,258	\$63,152	\$66,191



# About Westlake



## EXCLUSIVELY LISTED BY:



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