

23110 30th Ave S, Des Moines, WA 98198

# WOODHAVEN APARTMENTS

OFFERING MEMORANDUM



Colliers



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## PROJECT LEADS

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# 01 EXECUTIVE SUMMARY



# Executive Summary

Colliers & Palmero Partners are pleased to present the exclusive offering of Woodhaven Apartments, a 6-unit multifamily asset located in Des Moines, WA. Woodhaven Apartments offers investors an attractive, low risk, turn key multifamily investment with modern finishes, stable occupancy, and strong transit oriented upside. Fully renovated in 2024/2025, all six 3 bedroom / 1.5 bath units at 1,135 SF feature contemporary upgrades: vinyl plank flooring; new cabinets, counters, appliances, lighting, bath fixtures, LED lighting, in unit laundry, off-street parking, and are currently 100% occupied at near market rents (\$2,481 vs market \$2,550).

<b>Address</b>	23110 30th Ave S	<b>Building Net SF</b>	~7,074 SF	<b>Asking Price</b>	\$1,815,000
<b>City, State</b>	Des Moines, WA 98198	<b>Total Units</b>	6	<b>\$/Bedroom</b>	\$100,833
<b>Parcel #</b>	2500600356	<b>Occupancy</b>	100%	<b>Price Per Unit</b>	\$302,500
<b>County</b>	King	<b>Year Built</b>	1988	<b>\$/SF</b>	\$266.52
<b>Lot Acres / SF</b>	0.41 AC / 17,953 SF	<b>Unit Sizes</b>	1,135 RSF	<b>Cap Rate</b>	6.36%





# Investment Highlights

Woodhaven Apartments is ideally positioned in Des Moines, WA, offering residents and investors the rare combination of a peaceful suburban setting, strong accessibility, and proximity to major regional transit infrastructure. The property benefits from both existing local amenities and the transformational impact of transit expansion.

## Stabilized Asset with Large 3 Bedroom Units

- Fully renovated units with in-unit laundry, off-street parking, and full occupancy make Woodhaven a clean, turnkey, cash-flowing asset with low management needs.
- All units are large 3 bedroom 1.5 bath units which are in low supply and high demand for the area
- Rents are already near market, providing stable income from day one.
- Transit oriented upside driven by opening of Kent Des Moines Station: increased attractiveness to renters seeking commuter convenience, walkability, and transit access, supporting both tenant retention and potential rent growth.
- Small 6-unit property—easy to manage with low operating complexity, ideal for hands-on or low-maintenance investors.
- Long-term value supported by broader regional improvements (light rail, TOD), positioning Woodhaven for steady appreciation.



## Proximity to Kent Des Moines Light Rail Station

The newly opened Kent Des Moines Station, just 0.25 miles from Woodhaven, offers direct light rail access to Downtown Seattle, SeaTac Airport, and major job centers, boosting the property's appeal and supporting long-term rental demand and appreciation.

Station features include:

- 500-stall parking garage
- Integrated bus, bike, and pedestrian connections
- Growing transit-oriented district with planned mixed-use housing, retail, and community amenities

## Nearby Amenities

- Essential retail and services nearby, including Safeway, Red Robin, MOD Pizza, Fred Meyer, and more within a 5–10 minute drive.
- Highline College, a major employer and community hub, less than 0.5 miles away.
- Multiple parks, schools, and public services in the immediate area.
- Suburban tranquility combined with growing connectivity makes Woodhaven a strong long-term location for tenants and investors.



# Development Opportunity (1/2)

In addition to its strong in-place performance, Woodhaven Apartments offers investors the option to capitalize on future development potential, supported by favorable zoning, site size, and recent architectural feasibility analysis.

## Zoning & Site Capacity

- Zoning: Pacific Ridge Residential (PR-R)
- Lot Size: 17,953 SF
- Existing Building: ~7,074 SF
- Zoning allows: Multifamily, mixed-use, and limited commercial
- Maximum Building Height: 75 feet by right; up to 200 feet with approval of a floor area clustering bonus and open space/plaza provisions
- Base FAR: 2.8 (up to 5.0 depending on height and bonus use)
- Remaining FAR (after accounting for existing improvements): ~33,560 SF developable area



## Conceptual Development Scenarios

Two design alternatives are proposed in the feasibility study:

Design Alternatives	Low-Rise (2 Stories, No Elevator)	Mid-Rise (3 Stories with Elevator)
<b>Added Units</b>	5 new units added	8 new units added
<b>Total Units</b>	11 (existing + new)	14 (existing + new)
<b>Common Space</b>	1,438 SF Recreational Space	Roof Deck
<b>Parking</b>	8 stalls (1.60 ratio)	12 stalls (1.5 ratio)
<b>Gross Building Area</b>	±7,499 SF new construction	±10,240 SF new construction
<b>Elevator</b>	Simplified configuration without elevator --> Lower Build Cost	Elevator included, more vertically efficient floorplans

### Both show compliance with:

- Required setbacks, landscape, and parking ratios
- Minimum private and common recreation areas
- Emergency egress and ADA guidelines (elevator optional in Alt 1, included in Alt 2)



# Development Opportunity (2/2)

## TOD-Adjacent Upside

The property sits just 0.25 miles from the new Kent Des Moines Light Rail Station, boosting its TOD appeal. Its zoning, infrastructure, and location support future densification and align with the city's goals for transit-oriented multifamily growth.

## Strategic Options for Investors: Flexible Investment Profile

- Stabilized asset with immediate cash flow.
- Covered land play: operate as-is while planning phased expansion.
- Medium-term repositioning: add density or pursue full redevelopment while keeping income.
- Strong zoning and infrastructure make Woodhaven a high-potential asset for both passive income and future redevelopment.



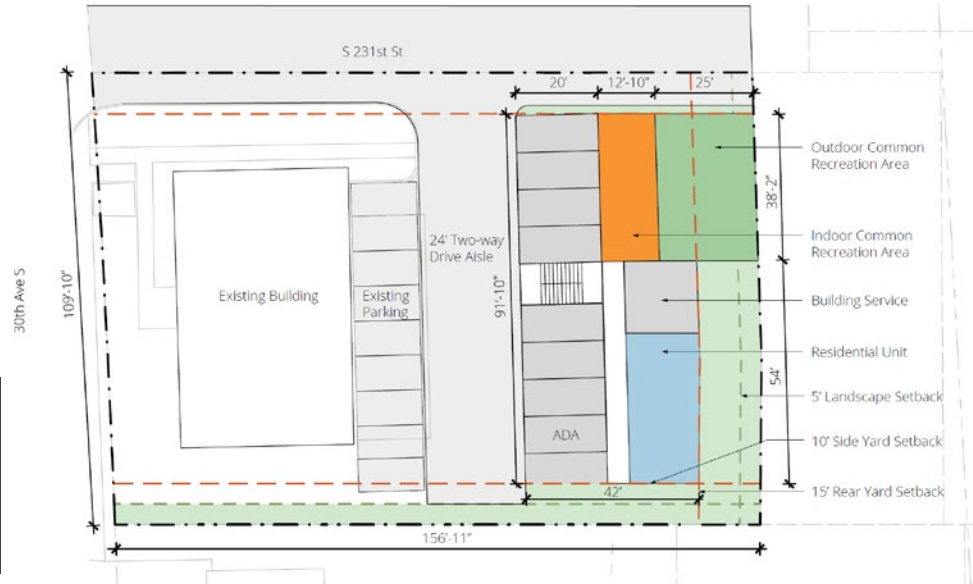


# Development Potential

[Learn More](#)

OPTION 1	Level 1	Level 2	Total
Construction Type	V-A	V-A	
Parking	8		8
Tuck-under Parking Spaces	1,823		1,823
Exterior Amenity	945		945
Indoor Amenity	493		493
Service	270		270
Residential Gross Area (RGA)	1,054	3,859	4,913
Total Rentable	593	3,447	4,040
Total Units	1	4	5
Gross Building Area	3,640	3,859	7,499

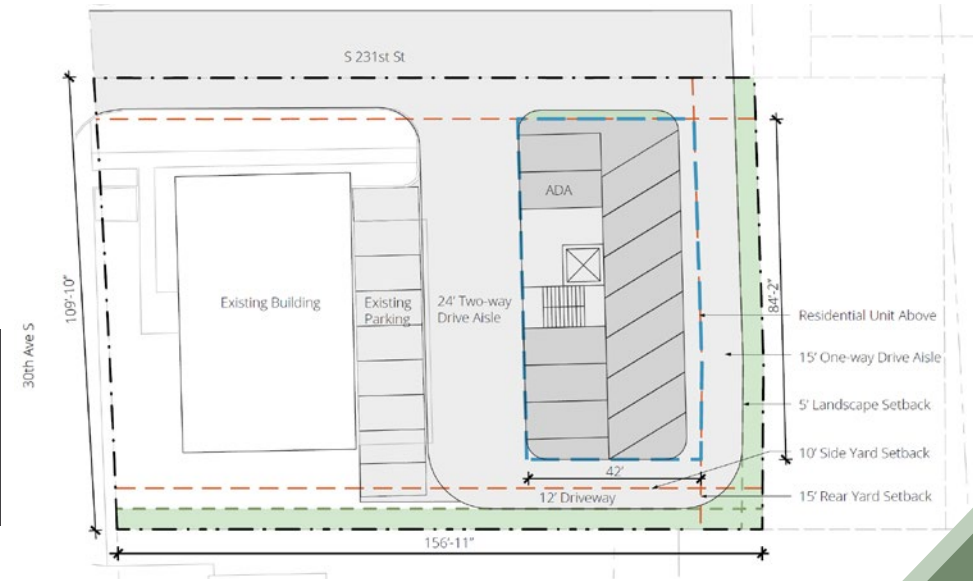
Units	5	FAR (2.8)	50,268
Unit Average	808	Provided FAR w/ Existing Bldg	14,063
Residential Eff.	82%	Remaining FAR	36,205
Total Parking	8	Req'd Common Recreation Area	1,000
Parking Ratio	1.60	Provided Common Recreation Area	1,438



■ RESIDENTIAL  
 ■ AMENITY  
 ■ PARKING / SERVICE  
  CIRCULATION  
 ■ OPEN SPACE

OPTION 2	Level 1	Level 2	Level 3	Roof	Total
Construction Type	V-A	V-A	V-A		
Parking	12				12
Tuck-under Parking Spaces	3,146				3,146
Exterior Amenity				1,789	1,789
Residential Gross Area (RGA)		3,547	3,547	400	7,494
Total Rentable		3,015	3,015		6,030
Total Units		4	4		8
Gross Building Area	3,146	3,547	3,547		10,240

Units	8	FAR (2.8)	50,268
Unit Average	754	Provided FAR w/ Existing Bldg	16,708
Residential Eff.	80%	Remaining FAR	33,560
Total Parking	12	Req'd Common Recreation Area	1,600
Parking Ratio	1.50	Provided Common Recreation Area	1,789





# 02 OFFERING DETAILS



# Offering Details

Analysis Assumptions	
Property Name	Woodhaven Apts
City, State	Des Moines, WA
Current Occupancy	100%
Analysis Start	10/31/26
Analysis Period	7 years
Terminal Cap Year	Year 7
Terminal Cap Rate Growth/Yr	-11 bps
<b>Purchase Price (\$)</b>	<b>\$1,815,000</b>
Purchase Price (\$/Unit)	\$302,500
Purchase Price (\$/RSF)	\$266.52/RSF
Purchase Price (\$/Bedroom)	\$100,833/Bed
Gross Rent Multiplier (GRM)	9.26X
Net Cash Flow (Over Hold)	\$1,002,339

Property Metrics	
Unlevered IRR	10.13%
Unlevered Equity Multiple	1.79x
Avg. Free and Clear Return	7.15%
Levered IRR	16.32%
Levered Equity Multiple	2.61x
<b>Cap Rate</b>	<b>6.36%</b>
Cap Rate (Pro-Forma YR1)	6.69%
Cap Rate (YR3)	7.20%
DSCR (T-12)	1.27x
DSCR (Pro-Forma YR1)	1.34x
Avg. DSCR (NOI)	1.37x

Apartment Units	6 units
Building RSF	6,810 RSF
Year Built	1988
Acquisition Cost	3.00%
All-in-Basis	\$1,882,155
Going-In Cap Rate	6.36%
Price/Unit	\$302,500
Year 1 NOI	\$121,405
Year 3 NOI	\$130,752
Terminal Cap Rate (Yr. 7)	5.62%
Terminal Value	\$2,431,257
Vacancy (Pro-Forma)	5.00%

Financing Assumptions	
Loan Amount	\$1,270,500
LTV	70.00%
Lender Fees (\$)	\$12,705
Initial Equity Required	\$611,655
Total Equity Required	\$611,655
Interest Rate	5.95%
Years I/O	0.00 years
Amo. Period	30.0 years
Term	10.00 years
Lender Fees (%)	1.00%
Min. Debt Yield (NOI)	9.77%

PRO-FORMA YEAR 1	%	Amount
Base Rent		\$181,515
Other Income		\$16,536
Concession		\$0
Vacancy		(\$9,903)
<b>Effective Gross Revenue</b>		<b>\$188,149</b>
Operating Expenses	35.5%	(\$66,744)
<b>Net Operating Income</b>	<b>64.5%</b>	<b>\$121,405</b>

Inflation	
Rent (YR2)	3.00%
Rent (YR3+)	3.00%
Other Income	3.00%
Operating Expenses	3.00%
Capital Expenditures	3.00%
Releasing Costs	0.00%



# 03 FINANCIAL DETAILS



# Unit Mix & Rental Rate

Unit Name	# of Units	Beds	Baths	Rentable SF	In-Place Rent/Mo	Market Rent/Mo
101	1 units	3.00	1.50	1,135 RSF	\$2,550	\$2,550
102	1 units	3.00	1.50	1,135 RSF	\$2,444	\$2,550
201	1 units	3.00	1.50	1,135 RSF	\$2,550	\$2,550
202	1 units	3.00	1.50	1,135 RSF	\$2,500	\$2,550
301	1 units	3.00	1.50	1,135 RSF	\$2,395	\$2,550
302	1 units	3.00	1.50	1,135 RSF	\$2,444	\$2,550
<b>TOTAL</b>				<b>6,810 RSF</b>	<b>\$14,883</b>	<b>\$15,300</b>





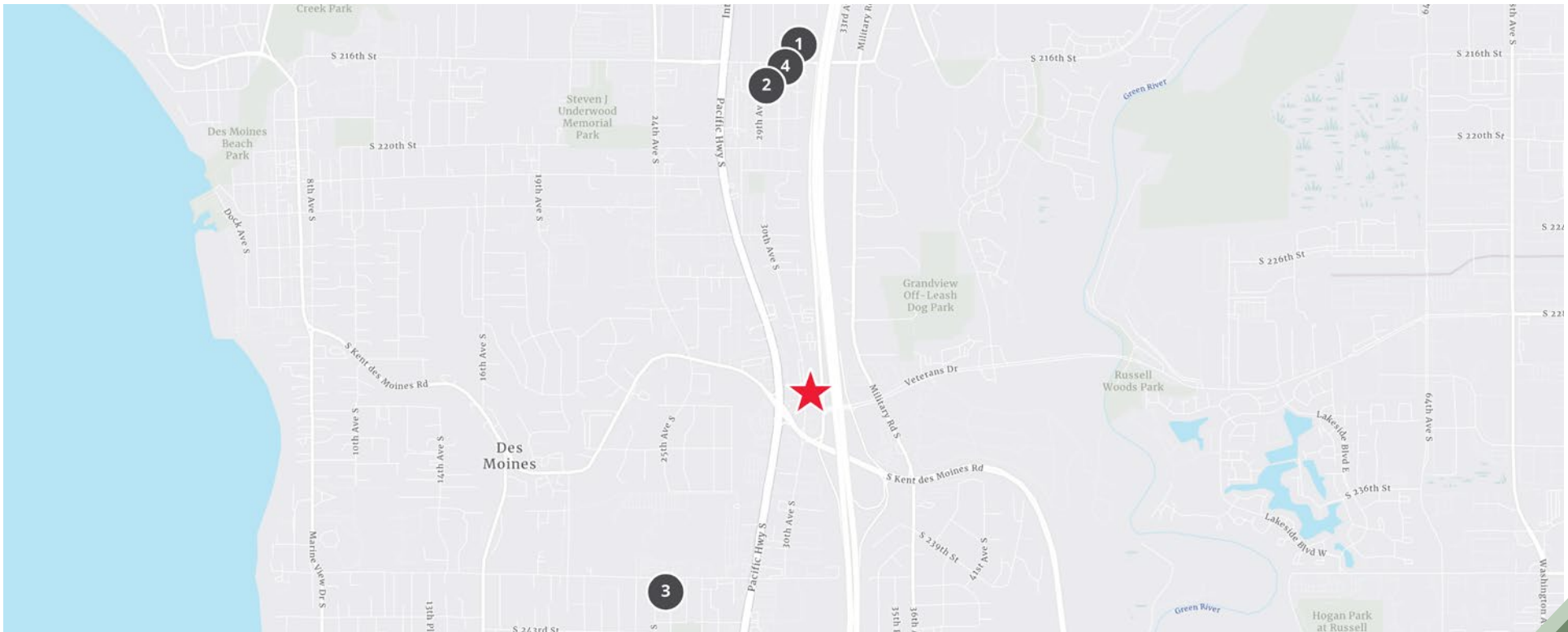
# Revenue & Expense Comparison

	Actual T-12	\$/Unit	% of Gross Rev.	Pro-Forma	\$/Unit	% of Gross Rev.
<b>Revenue</b>						
Gross Potential/Tenant Rent	\$178,596	\$29,766	91.1%	\$181,515	\$30,253	92.6%
Other Rental Revenue	\$0	\$0	0.0%	\$0	\$0	0.0%
<b>Total Rental Revenue</b>	<b>\$178,596</b>	<b>\$29,766</b>	<b>91.1%</b>	<b>\$181,515</b>	<b>\$30,253</b>	<b>92.6%</b>
Application Fees	\$0			\$0		
RUBS	\$14,160			\$14,585		
Other Non-Rental Revenue	\$3,301			\$1,951		
<b>Total Non-Rental Revenue</b>	<b>\$17,461</b>	<b>\$2,910</b>	<b>8.9%</b>	<b>\$16,536</b>	<b>\$2,756</b>	<b>8.4%</b>
<b>Total Gross Revenue</b>	<b>\$196,057</b>	<b>\$32,676</b>	<b>100.0%</b>	<b>\$198,051</b>	<b>\$33,009</b>	<b>101.0%</b>
Total Vacancy/Collection Loss	(\$9,803)	-\$1,634	-5.0%	(\$9,903)	-\$1,650	-5.1%
<b>Effective Gross Revenue</b>	<b>\$186,254</b>	<b>\$31,042</b>	<b>95.0%</b>	<b>\$188,149</b>	<b>\$31,358</b>	<b>96.0%</b>
<b>Operating Expenses</b>						
Real Estate Taxes	(\$16,608)	-\$2,768	-8.5%	(\$17,106)	-\$2,851	-8.7%
Insurance	(\$11,624)	-\$1,937	-5.9%	(\$11,973)	-\$1,995	-6.1%
Utilities	(\$14,975)	-\$2,496	-7.6%	(\$11,382)	-\$1,897	-5.8%
Management Fee	(\$13,038)	-\$2,173	-6.7%	(\$13,170)	-\$2,195	-6.7%
Landscaping	(\$2,000)	-\$333	-1.0%	(\$2,060)	-\$343	-1.1%
General & Administrative	(\$868)	-\$145	-0.4%	(\$894)	-\$149	-0.5%
Marketing & Advertising	(\$80)	-\$13	-0.0%	(\$82)	-\$14	-0.0%
Contract Services	(\$2,073)	-\$346	-1.1%	(\$382)	-\$64	-0.2%
Repairs & Maintenance	(\$4,500)	-\$750	-2.3%	(\$4,635)	-\$773	-2.4%
Turnover Cost	(\$1,500)	-\$250	-0.8%	(\$1,500)	-\$250	-0.8%
Payroll	(\$2,000)	-\$333	-1.0%	(\$2,060)	-\$343	-1.1%
Reserve for Replacement	(\$1,500)	-\$250	-0.8%	(\$1,500)	-\$250	-0.8%
<b>Total Operating Expenses</b>	<b>(\$70,765)</b>	<b>-\$11,794</b>	<b>-36.1%</b>	<b>(\$66,744)</b>	<b>-\$11,124</b>	<b>-34.0%</b>
<b>Net Operating Income</b>	<b>\$115,489</b>	<b>\$19,248</b>	<b>58.9%</b>	<b>\$121,405</b>	<b>\$20,234</b>	<b>61.9%</b>
Capital Expenditures	\$0	\$0	0.0%	\$0	\$0	0.0%
<b>Cash Flow Before Debt</b>	<b>\$115,489</b>	<b>\$19,248</b>	<b>58.9%</b>	<b>\$121,405</b>	<b>\$20,234</b>	<b>61.9%</b>



# Sales Comparables

#	Address	Sale Date	# Units	Sale Price	\$/Unit	\$/Bedroom	\$/SF	SF	Built
	Woodhaven Apartments	-	6	\$1,815,000	\$302,500	\$100,833.33	\$266.52	6810	1988
1	3030 S 216 St #E, SeaTac	03/03/2026	4	\$1,050,000	\$262,500	\$131,250	\$284.55	3,690	1979
2	21636 29th Ave S, Des Moines	02/19/2026	4	\$1,095,000	\$273,750	\$136,875	\$293.57	3,730	1976
3	24021 25th Ave S, Des Moines	02/13/2026	4	\$1,030,000	\$257,500	\$128,750	\$254.32	4,050	1967
5	21608 30th Ave S, Des Moines	11/04/2025	4	\$1,525,000	\$381,250	\$127,083	\$342.54	4,452	1988
<b>AVERAGES</b>			<b>4</b>	<b>\$1,175,000</b>	<b>\$293,750</b>	<b>\$130,990</b>	<b>\$293.75</b>	<b>3,981</b>	



The background is a dark, textured wood grain. On the left side, there is a stylized tree logo. The top part of the logo is a light green semi-transparent shape, while the bottom part is a solid black silhouette of a tree with a thick trunk and several branches.

# 04 PROPERTY PHOTOS



# Property Photos

Proximity to Light Rail





# Property Photos



17 miles to Seattle





# Property Photos





# Property Photos





# Property Photos





# Property Photos





# Property Photos





# Property Photos





# 05 LOCATION OVERVIEW



# Des Moines Market Overview

Des Moines is a charming waterfront city nestled along the eastern shores of Puget Sound, just south of Seattle and near Sea-Tac International Airport. Its picturesque marina and parklands, including Mount Rainier Beach Park and Marine View Drive, make it a favorite spot for families, boaters, and outdoor enthusiasts. The city's economy benefits from its strategic location — supporting logistics, retail, hospitality, and light industrial businesses that take advantage of nearby transport hubs. The downtown area has seen redevelopment efforts focused on pedestrian-friendly streetscapes, new housing, and expanded dining and entertainment options. Community events, such as the annual Clamboree Festival, foster civic pride and draw visitors from around the region. With a diverse population and a growing arts scene, the city balances urban amenities and small-town charm. Infrastructure investments and mixed-use developments aim to support sustainable growth and improve residents' quality of life. Overall, Des Moines combines scenic waterfront living with steady economic momentum and a strong sense of community.

## Des Moines Top Employers



Average Annual Income

**\$243,062**

*(increase to \$277,803 in 5 years)*



Current Population

**14,560**

*(increase to 14,869 in 5 years)*



Average Home Value

**\$1,108,044**

*(increase to \$1,342,593 in 5 years)*

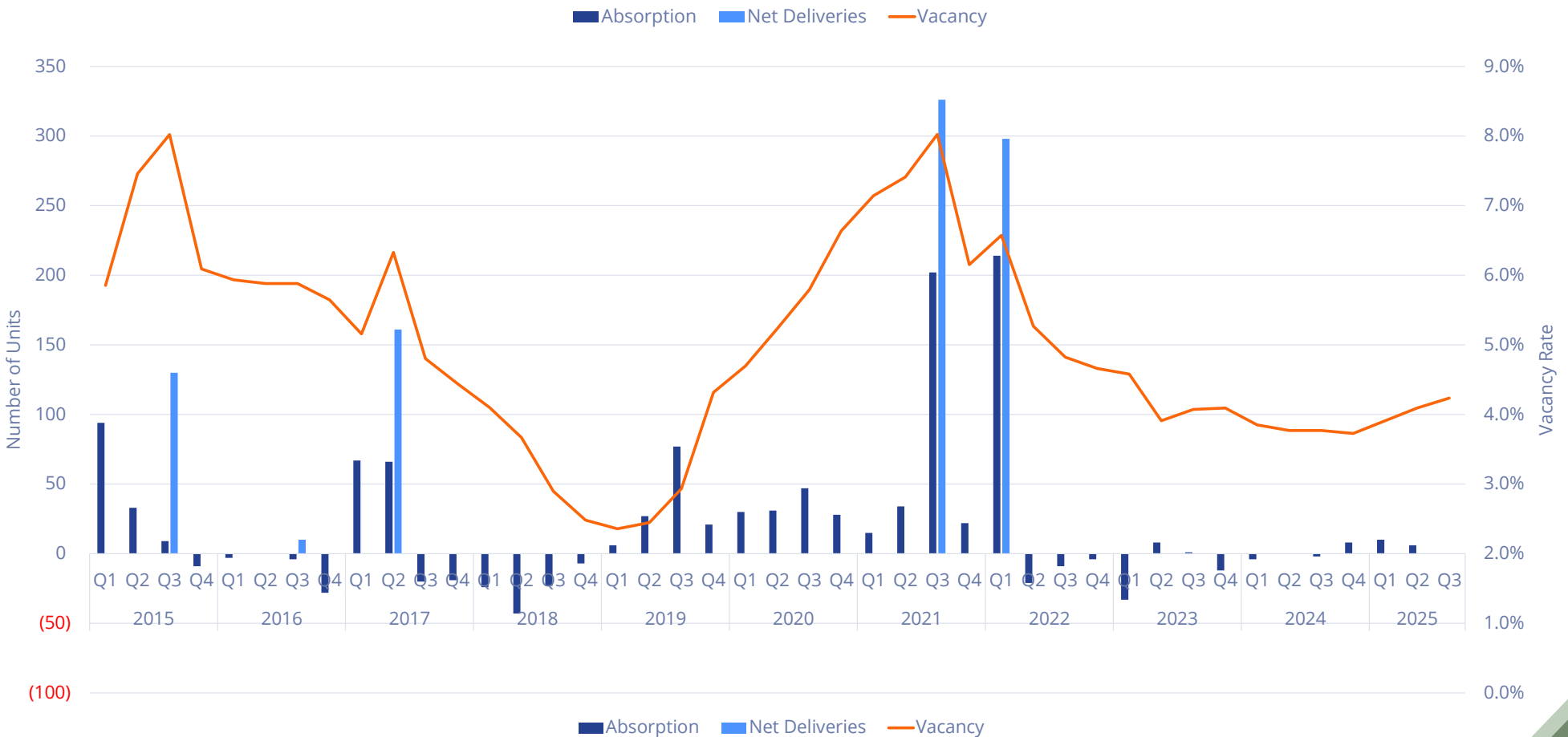




# Des Moines Multifamily Market Data

The Des Moines/Burien multifamily market has almost 300 buildings and more than 10,000 units. A significant amount of construction delivered almost 500 units between 2023 Q4 and 2025 Q1, resulting in an elevated vacancy rate of 6.8%. Between 2015 Q1 and 2019 Q4 (pre-COVID-19), the average quarterly vacancy rate was only 4.8%. In the first four years of the 2020s, average vacancy was even lower at 4.0% but with significant new supply, vacancy is temporarily higher than usual. From the latest period with significant construction activity, average absorption skyrocketed to 55 units per quarter, up 5x from the prior five-year average.

### DES MOINES ABSORPTION, NET DELIVERIES, AND VACANCY TRENDS





# Proximity To Employers

## Strategically Located Near Multiple Employment Areas

Snoqualmie's economy has evolved from its historical roots in logging and milling to a more diversified and service-based structure. Key sectors now include professional and technical services, retail, healthcare, and tourism. The Snoqualmie Ridge Business Park serves as an economic hub, supporting local employment. Tourism also contributes significantly, with attractions like Snoqualmie Falls and the Salish Lodge drawing visitors. The Snoqualmie Casino, operated by the Snoqualmie Tribe, is a major local employer and revenue source. Overall, the city has a high median household income and low unemployment, reflecting strong economic health.

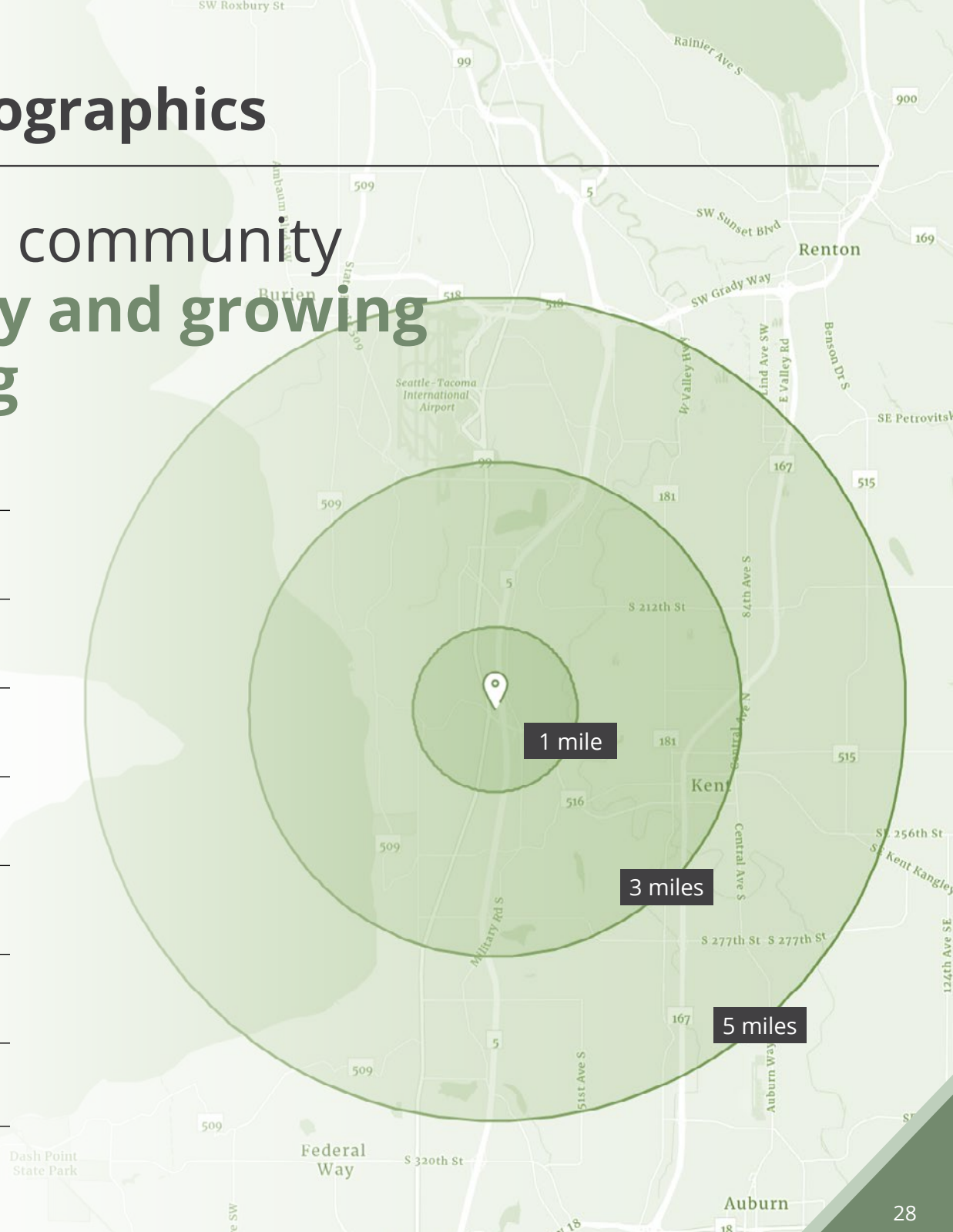
### Top Employers in the Puget Sound



# Neighboring Demographics

A stable middle-class community with a **solid economy and growing demand for housing**

	1 mile	3 miles	5 miles
<b>Current Total Population</b>	17,531	90,910	221,535
<b>5 Year Projected Population</b>	18,287	93,017	227,191
<b>Current Total Households</b>	5,916	33,369	79,730
<b>5 Year Projected Households</b>	6,080	33,750	80,942
<b>Median Household Income</b>	\$73,639	\$85,303	\$90,014
<b>Median Home Value</b>	\$576,923	\$637,999	\$641,666
<b>Total Businesses</b>	296	2,802	8,147
<b>Total Employees</b>	3,228	35,975	113,755





# Amenity Map





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