

THE LEGEND MOTEL REDEVELOPMENT OPPORTUNITY

22204 PACIFIC HWY S | DES MOINES, WA 98198

OFFERING MEMORANDUM



OFFERING MEMORANDUM

EXCLUSIVELY LISTED BY

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IN CONJUNCTION WITH

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EXECUTIVE OVERVIEW

INVESTMENT HIGHLIGHTS

STRATEGIC LOCATION & ACCESSIBILITY:

- **Proximity to Key Transportation Hubs:** Just Three (3) miles from the Seattle-Tacoma International Airport, offering significant accessibility for travelers.
- **High Traffic Visibility:** Situated near the densely populated Pacific Highway S and Interstate-5 corridor, which sees an average of over 106,000 VPD (Vehicles Per Day).

ECONOMIC & DEMOGRAPHIC ADVANTAGE:

- **Population Density:** Over 223,180 people within a 5-mile radius, providing a substantial customer base.
- **Economic Developments in Vicinity:** Close to the Green River Valley, the fourth-largest warehouse and distribution center in the United States, forecasting an increase in business and industrial activity in the area.

REDEVELOPMENT OPPORTUNITY:

- A recent land transaction at 23040 Pacific Hwy S, Des Moines, WA 98198, sold for approximately \$2.8 million per acre in April 2023. This transaction provides an indicator of the current land value in the area.
- In the past year, there have been sales of four apartments in the vicinity with an average sale price of around \$243,475 per unit. This data reflects the current market dynamics and demand in the residential sector.





SEA Seattle-Tacoma International Airport

transfire

TYEE HIGH SCHOOL
696 STUDENTS

AT&T



BOW LAKE RESERVOIR

± 30,100 VPD

7 ELEVEN

Starbucks

EXPRESS AIR CARGO

Hampton by HILTON

INTERSTATE 5

Cenveo

TPC
TACOMA PARTS CORPORATION

FlightSafety INTERNATIONAL

Columbia
distributing

WinCo FOODS

amazon

SIMPSON Strong-Tie

PODS

SAFEWAY

VALLEY FLOOR COMMUNITY PARK

STC Logistics

DES MOINES MARINA PIER

BURGER KING

RIVER RIDGE ELEMENTARY SCHOOL
600 STUDENTS

ELKAY
Authorized Distributor

SUBJECT PROPERTY

MOUNT RAINIER HIGH SCHOOL
1,700 STUDENTS

GRANDVIEW PARK

Sysco

amazonlocker

LA PLAZA SHOPPING CENTER

BAY CLUB APARTMENTS

ALEXAN GATEWAY

CashAmerica **T Mobile**
Pizza Hut **SUBWAY**

DOLLAR TREE

FedEx
Freight

MOHAWK INDUSTRIES, INC.

HIGHLINE COLLEGE
± 13,000 STUDENTS

LOWE'S



FINANCIAL OVERVIEW



**22204 PACIFIC HWY S,
DES MOINES, WA 98198**

ADDRESS



\$2,850,000
PRICE



\$89,063
PRICE PER KEY



\$69.55
PRICE PER SF LAND



Independent
FLAG



±15,124 SF
GLA



32
TOTAL KEYS

OFFERING SUMMARY

8

Name	The Legend Motel
Address	22204 Pacific Hwy S
City, ST	Des Moines, WA 98198
Flag	Independent
Class	Economy

PHYSICAL PROPERTY SUMMARY

Total Keys	32
# of Buildings	1
Stories	1
Building Size (SF)	±15,124 SF
Lot Size	±0.94 AC
Year Built/Renovated	1959/1985

PRICING SUMMARY

Price Per SF Land	\$69
Price Per Key	\$89,063
Price Per Acre	\$3,031,915
List Price	\$2,850,000

MARKET OVERVIEW

Market Name	Seattle - WA
Submarket Name	Seattle Airport
Number of Hotels in Market	393
Average Rooms Per Hotel	128
Under Construction Buildings	9
Under Construction Rooms	1,825

SUBMARKET: SEATTLE AIRPORT

Hotels	Economy	All Scales
Existing Buildings	21	102
Avg Rooms Per Building	77	53
12 Mo Delivered Rooms	0	0
12 Mo Delivered Buildings	0	0
Under Construction Rooms	0	0
Under Construction Buildings	0	0
<u>Hotels</u>	<u>Economy</u>	<u>All Scales</u>
12 Mo Transactions	1	3
12 Mo Sales Volume	\$9.5M	\$18.8M
12 Mo Average Price Per Building	\$9.5M	\$6.3M
Market Sale Price/Room	\$103K	\$91.6K
Market Cap Rate	8.80%	9.30%

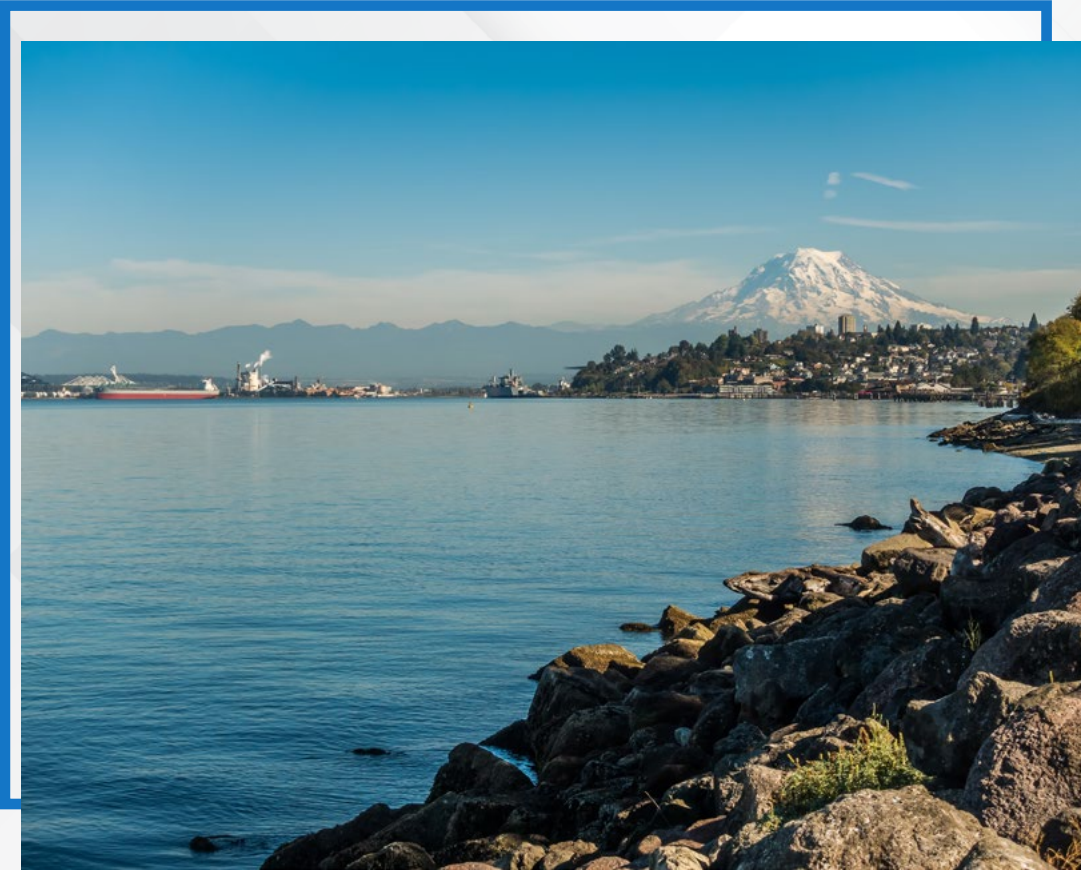


AREA OVERVIEW

DES MOINES, WA

Just south of SeaTac Airport between I-5 and Puget Sound, Des Moines is a large suburban community just minutes from both Seattle and Tacoma. Des Moines is a great option for commuters who work in either of the neighboring cities, as well as for students, faculty, and staff at Highline College, due to the affordable cost of living.

This section of the Puget Sound shoreline allows easy access for boaters, and several recreational marinas operate in the area. The landscape slopes sharply toward the water in many places, providing unbeatable scenic views from as far inland as the Interstate.



DEMOGRAPHICS

POPULATION	1-MILE	3-MILE	5-MILE
2023 Population	18,631	90,525	223,180
2028 Population Projection	18,985	92,169	226,545
Annual Growth 2023-2028	0.4%	0.4%	0.3%
HOUSEHOLDS	1-MILE	3-MILE	5-MILE
2023 Households	6,723	36,258	87,891
2028 Household Projection	6,865	37,038	89,546
Annual Growth 2023-2028	0.4%	0.4%	0.4%
INCOME	1-MILE	3-MILE	5-MILE
2023 Average Household Income	\$85,636	\$95,598	\$95,941



SEATTLE

±17 MILES

DES MOINES

±18 MILES



TACOMA



ATTRACTIONS

Des Moines, WA is the perfect combination of natural beauty and recreational activities that appeal to a variety of interests. Take a stroll on the beach at the picturesque des Moines beach park, overlooking Puget Sound, or have a picnic on the tranquil waters of the Des Moines Marina. Boaters can take advantage of the marina's boating and fishing facilities, as well as its waterfront dining options, while nature lovers can explore the forested trails at the saltwater state park, or take a stroll along the shoreline at the highline seaTac botanical garden. If you're looking to explore the city's rich heritage, you'll want to check out the Des Moines historical museum. Whether you're a nature lover or a cultural enthusiast, Des Moines has something for everyone.

ECONOMY

Des Moines, WA is home to a variety of industries that contribute to the local economy. The city is well-positioned to be close to major transportation hubs such as Sea-Tac Airport and Port of Seattle, which helps to create a strong logistics and transportation industry in the area. Warehousing, distribution and related services are also a major part of the local economy. Additionally, the city has a growing retail scene, with a variety of shopping malls and local businesses serving the needs of residents and visitors. The city has been working to diversify its economy and attract new businesses in tech and green industries, with the goal of increasing employment and economic stability. The city continues to focus on utilizing its advantages, strategic positioning, and community assets to promote economic development and growth.



CONFIDENTIALITY AGREEMENT & DISCLAIMER

This Offering Memorandum contains select information pertaining to the business and affairs of **Legend Motel** located at **22204 Pacific Hwy S** (“Property”). The Offering Memorandum may not be all-inclusive or contain all of the information a prospective purchaser may desire. The information contained in this Offering Memorandum is confidential and furnished solely for the purpose of a review by a prospective purchaser of the Property. It is not to be used for any other purpose or made available to any other person without the written consent of Seller or Matthews Real Estate Investment Services. The material and information in the Offering Memorandum is unverified. Matthews Real Estate Investment Services has not made any investigation, and makes no warranty or representation, with respect to square footage, income and expenses, the future financial performance of the property, future rent, and real estate value market conditions, the condition or financial prospects of any tenant, or the tenants’ plans or intentions to continue to occupy space at the property. All prospective purchasers should conduct their own thorough due diligence investigation of each of these areas with the assistance of their accounting, construction, and legal professionals, and seek expert opinions regarding volatile market conditions given the unpredictable changes resulting from the continuing COVID-19 pandemic. The information is based in part upon information supplied by the Owner and in part upon financial information obtained from sources the Owner deems reliable. Owner, nor their officers, employees, or real estate agents make any representation or warranty, express or implied, as to the accuracy or completeness of this Offering Memorandum, or any of its content, and no legal liability is assumed or shall be implied with respect thereto. Prospective purchasers should make their own projections and form their own conclusions without reliance upon the material contained herein.

By acknowledging your receipt of this Offering Memorandum for the Property, you agree:

1. The Offering Memorandum and its contents are confidential;
2. You will hold it and treat it in the strictest of confidence; and
3. You will not, directly or indirectly, disclose or permit anyone else to disclose this Offering Memorandum or its contents in any fashion or manner detrimental to the interest of the Seller.

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Owner and Matthews Real Estate Investment Services expressly reserve the right, at their sole discretion, to reject any and all expressions of interest or offers to purchase the Property and to terminate discussions with any person or entity reviewing this Offering Memorandum or making an offer to purchase the Property unless and until a written agreement for the purchase and sale of the Property has been fully executed and delivered.

If you wish not to pursue negotiations leading to the acquisition of the Property or in the future you discontinue such negotiations, then you agree to purge all materials relating to this Property including this Offering Memorandum.

A prospective purchaser’s sole and exclusive rights with respect to this prospective transaction, the Property, or information provided herein or in connection with the sale of the Property shall be limited to those expressly provided in an executed Purchase Agreement and shall be subject to the terms thereof. In no event shall a prospective purchaser have any other claims against Seller or Matthews Real Estate Investment Services or any of their affiliates or any of their respective officers, Directors, shareholders, owners, employees, or agents for any damages, liability, or causes of action relating to this solicitation process or the marketing or sale of the Property.

This Offering Memorandum shall not be deemed to represent the state of affairs of the Property or constitute an indication that there has been no change in the state of affairs of the Property since the date this Offering Memorandum.

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