

STAR PROPERTY

+/- 6.73 ACRES | SNOHOMISH COUNTY, WA

COMMERCIAL DEVELOPMENT OPPORTUNITY

All property lines shown are approximate.

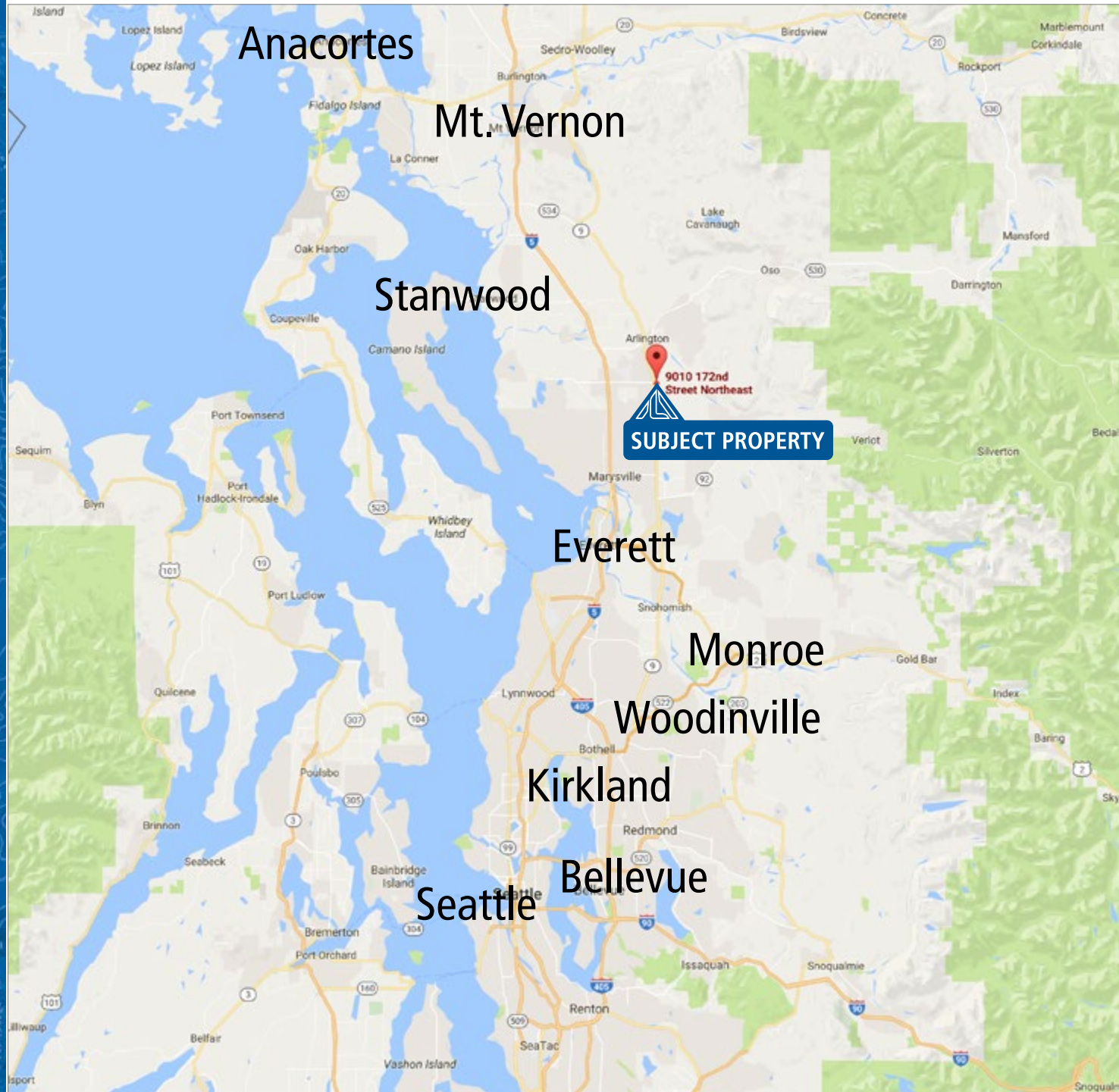
Southeastern Aerial View

Wes Falkenberg | wfalkenberg@landadvisors.com **Mathis Jessen** | mjessen@landadvisors.com

11400 SE 8th Street, Bellevue, WA 98004, ph. 425.526.7555 | landadvisorsnw.com

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Excellent opportunity located on the southeast corner of 172nd Street NE & State Route 9 in Arlington. Property consists of 6.73 level acres, zoned General Commercial (GC) with a horizontal mixed use overlay. Property does contain some onsite wetlands and the net developable area is estimated to be 3.3 acres. Existing zoning has the flexibility to allow numerous commercial, retail and office uses as well as high density residential development opportunities. High traffic counts on State Route 9 as well as new "Gregory Park" 75+ lot single family subdivision to the south. The intersection of 172nd Street NE and State Route 9 features a new round-a-bout and easy access for traffic on State Route 9.

Property Address

9010 172nd St. NE
Arlington, WA 98223

Parcel Number

31052500200100

Purchase Type

Purchase & Sale Agreement

Seller Information

Gray1 Washington LLC

Price

\$1,050,000

Jurisdictions & Utilities

City: Arlington

County: Snohomish

Power: Snohomish County PUD

Gas: Snohomish County PUD

Sewer: City of Arlington

Water: City of Arlington

Fire: Arlington Fire

School District: Arlington

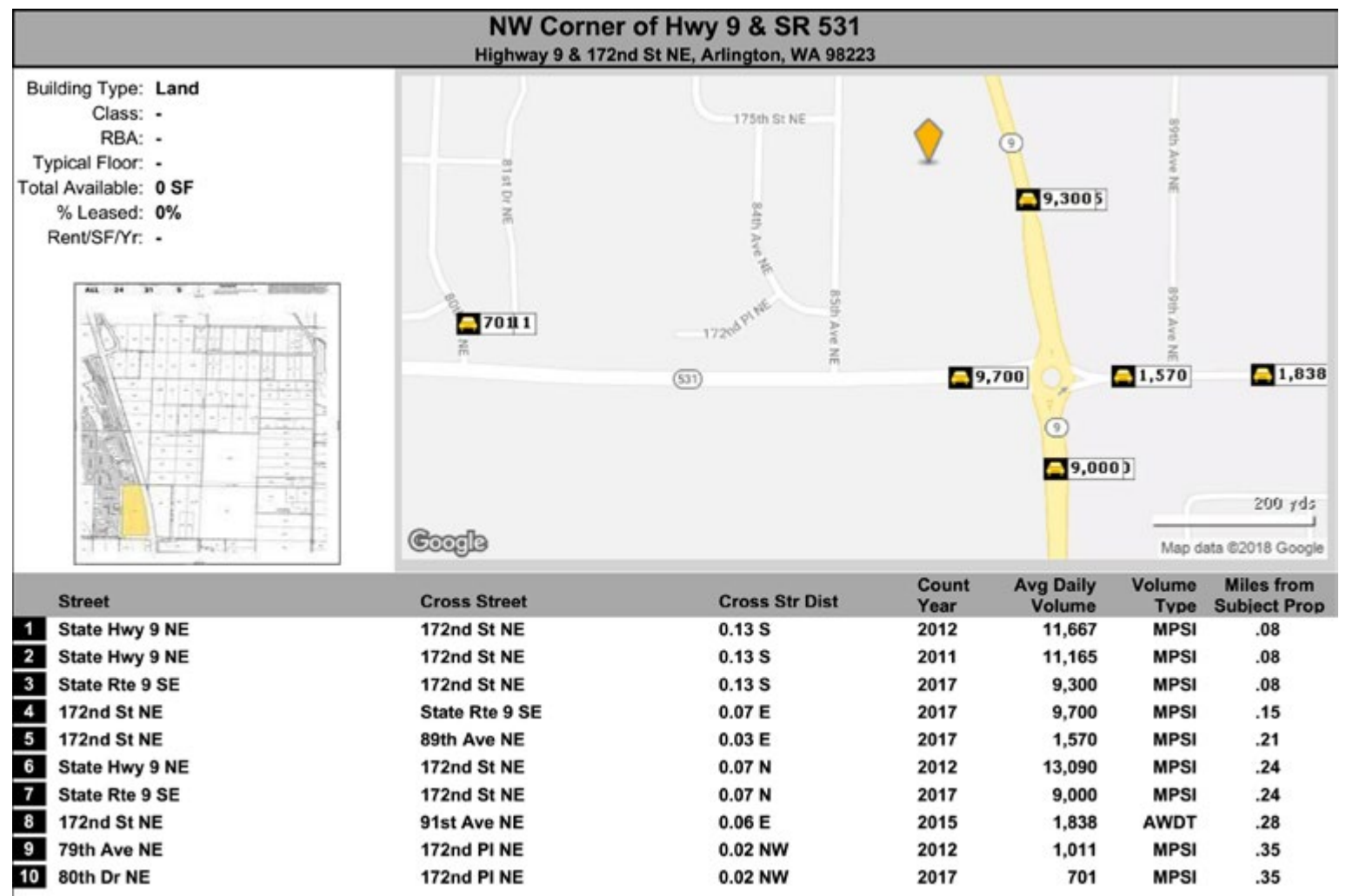
Zoning: General Commercial with Mixed Use overlay

Total Lot Size: +/-6.73 acres

Est. Developable Area: ~145,005 SF (3.32 acres)

Title/Escrow: Chicago Title

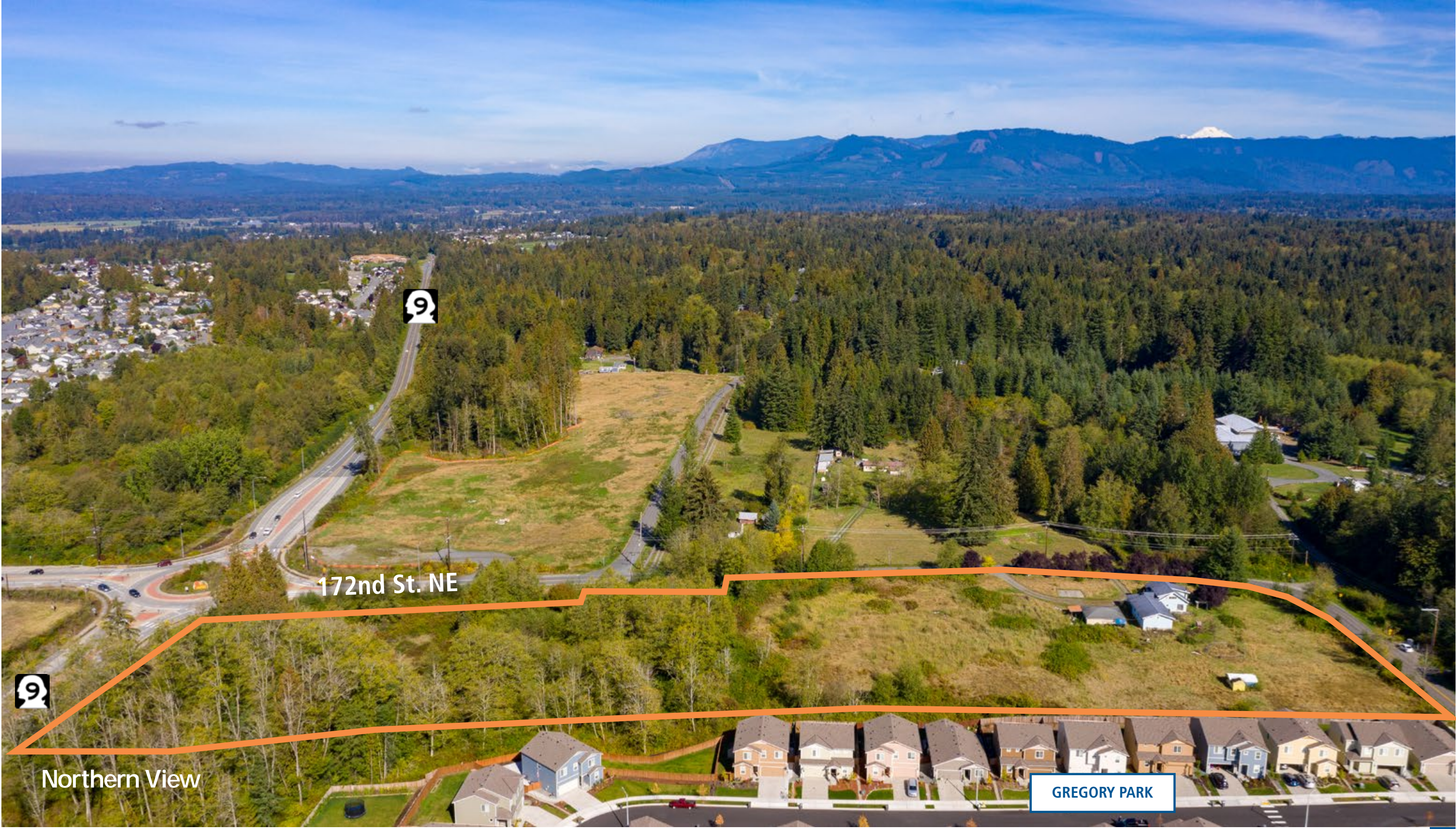
Traffic Counts



Options

- Residential – use Above a Permitted Non-Residential Use (mixed use)
- Homes emphasizing special services, treatment or supervision
- Miscellaneous, rooms for rent situations
- Sales of rental of goods, merchandise and equipment
- Office, clerical, research and services not primarily related to goods or merchandise
- Manufacturing, processing, creating, repairing, renovating, painting, cleaning, assembling of goods, merchandise and equipment
- Educational, cultural, religious, philanthropic, social or fraternal uses
- Libraries, museums, art galleries, art centers and similar uses (including associated educational and instructional activities)
- Recreation, amusement, entertainment activities
- Institutional residence or care or confinement facilities
- Restaurant, bars, night clubs
- Motor vehicle related sales and service operations
- Storage and parking
- Services and enterprises related to animals
- Emergency services
- Miscellaneous public or semi-public facilities
- Dry cleaner, laundromat
- Utility facility
- Towers and related structures
- Open air market and horticultural sales
- Funeral home
- Commercial nursery school; day care centers
- Commercial greenhouse operations
- Marijuana retail





172nd St. NE



Northern View

GREGORY PARK



GREGORY PARK

172nd St. NE

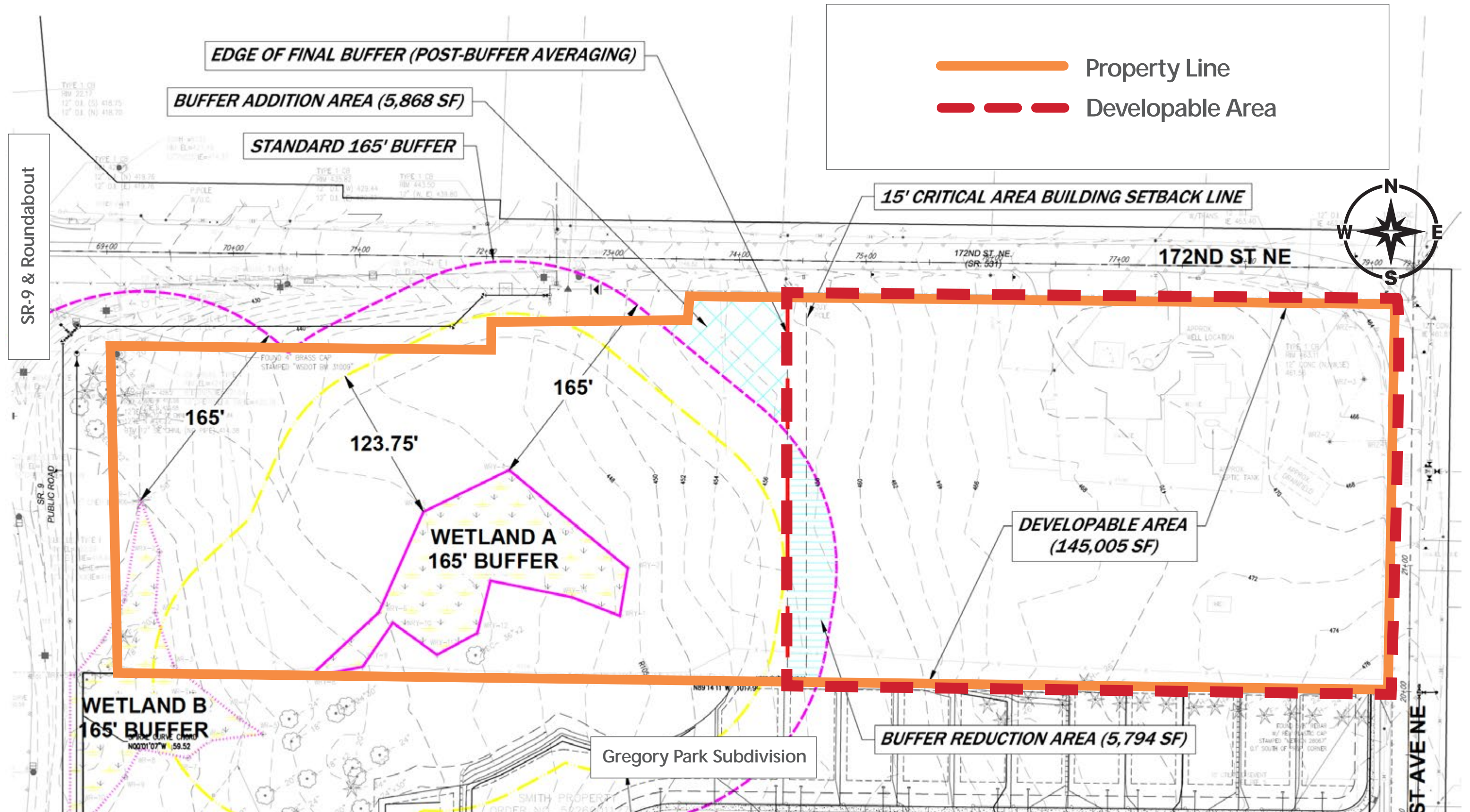
Western View



Northeastern View



Wetland Area, facing south





GREGORY PARK

WETLAND AREA



Current residence, view from southern property line & Hurn Road, facing northwest



Current residence, view facing south



Property to left of 172nd St., facing west



View of property from SR-9, facing east.

The property is being marketed by Land Advisors Organization - WA Division. Seller will respond to offers, at its sole discretion, as they are received. Please contact us to submit offers.

Email offers in PDF form to wfalkenberg@landadvisors.com or mjessen@landadvisors.com.

Property tours are available through the listing brokers.

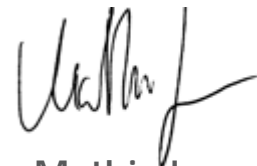
Contact Wes or Mathis to schedule an appointment.

Please do not hesitate to contact us should you need additional information on this opportunity.

Sincerely,



Wes Falkenberg
Broker
Land Advisors Organization
WA Division
425.761.6489
wfalkenberg@landadvisors.com



Mathis Jessen
Broker
Land Advisors Organization
WA Division
425.526.7562
mjessen@landadvisors.com

Located in Bellevue, the Washington Division of Land Advisors Organization covers residential and mixed-use land activity throughout Washington State. We serve a client base inclusive of land developers, homebuilders, investors, trusted advisors, mixed-use land sellers and developers, and private estate owners. Our team of experienced, trusted advisors/brokers provides our clients with specialized land-focused market knowledge, marketing, and transaction management.

Providing an expanded service offering that includes resort and hospitality experience, a capital advisory group, deep market insight and research, and cutting-edge technology, we measure our success by the satisfaction of those we do business with—one transaction at a time.



Scott Cameron

Co-Founding Principal
scameron@landadvisors.com
425.445.0887

As a Co-Founding Principal of Land Advisors Organization-Washington Division, Scott leverages his twenty five years of experience in the real estate industry as a trusted advisor and broker to a wide array of valued clients including publicly traded and private homebuilders, developers, investors, financial institutions, private parties and master planned community & resort developers.

Scott began his career with East West Partners where he served as a sales consultant and marketing director for master planned community sales. He then became a founding partner in The Lakemont Company, an East West Partners Company. Scott later co-founded Coldwell Banker Bain New Homes and was an executive with Bennett Homes before launching the Cameron Real Estate Group in 2003, which transitioned into the Cameron Land Group in partnership with Wes Falkenberg.

Scott is a licensed Washington real estate broker and earned his Bachelor Degree in Business Administration from the University of Notre Dame. Scott is a member of the Master Builders Association of King and Snohomish Counties and an active supporter of several community non-profits.



Wes Falkenberg

Co-Founding Principal
wfkalkenberg@landadvisors.com
425.761.6489

Wes provides a full range of professional sales and marketing services to landowners, developers, homebuilders, lenders, and investors for new single family residential and multifamily land opportunities in Washington. Drawing on extensive market knowledge, research expertise and negotiating experience to successfully guide his clients through the transaction process.

Prior to joining Land Advisors Organization, Wes was a partner and co-founder of the Cameron Land Group, a regional land brokerage team. Wes is a member of the Urban Land Institute and is actively involved with the Master Builders Association of King and Snohomish Counties.

Wes earned his Bachelor Degree from Washington State University, where he was also a member of the baseball team and two-year captain. A longtime Washington resident, Wes now resides with his family in Issaquah, Washington.



Peter Strelinger

Land Consultant / Broker
pstrelinger@landadvisors.com
406.471.1337

Peter brings 40 years of expertise and experience managing master planned communities, building homes and developing over 50 properties in Wisconsin, Montana and Washington.

Peter has provided land use services to several world-class Pacific Northwest companies including; Weyerhaeuser, Saltchuk Resources, Foss Maritime, and Ilahie Investments in addition to numerous private land owners.

Much of the last 20 years has been focused on timberlands, a natural evolution of Peter's employment with Port Blakely Tree Farms, Plum Creek and as a consultant and project manager with Weyerhaeuser. The result is a unique knowledge and expertise of rural timberland real estate in the Pacific Northwest.

Peter enjoys fly fishing and boating and is a member Whidbey Camano Land Trust and the Skagit Land Trust.



Mathis Jessen

Broker
mjessen@landadvisors.com
206.963.6896

Mathis joined Land Advisors Organization in 2016 as the teams Sales & Operations Coordinator. Mathis earned his real estate brokers license in 2017 and brings a fresh perspective to the business as a team player and positive problem solver.

A German native, Mathis earned his Bachelor Degree in Communications and Geography from the University of Washington. While studying at UW Mathis won national championship titles and served as co-captain in his senior year on the varsity rowing team. Following graduation he helped build a rowing club on the east coast before joining the coaching staff at Boston University where he leveraged his international background for talent recruiting to elevate the program to its best performance in school history.

Mathis and his wife reside in Ballard and enjoy the PNW outdoors, cooking and quality time with family in Germany and/or Seattle.



Lisa Nilsson

Team Coordinator
lnilsson@landadvisors.com
425.526.7555

Lisa brings an extensive background in sales negotiation and executive support to Land Advisors Organization from her 30 years of experience in the building industry, real estate, development and land entitlement with Toll Brothers, CamWest Development and Wallace & Wheeler Real Estate. As the Team Coordinator, Lisa brings extensive insight to field research, land sourcing and outreach programs and is adept at the finite details of land development.

Lisa's strength is being precise to ensure that all of the elements are considered while managing all of the details involved in the big picture. With a comprehensive and detail-oriented style, Lisa acts as both an advocate and a consultant to understand the needs and goals of all stakeholders. Lisa's forward-looking and transparent approach ensures that complications are anticipated and managed before they become problems.

Lisa and her husband have lived on the Eastside for 30 years and are both passionate about the outdoors and traveling. Lisa is a member of the Master Builders Association of King & Snohomish Counties, and along with Land Advisors Organization, is an active supporter of HomeAid Puget Sound and Augie's Quest.

Land Advisors Organization Company Overview

Who We Are

The Land Advisors Organization is the nation's largest brokerage company focused exclusively on land. Founded in 1987, the company has long employed the philosophy of having deeply experienced land brokers as team members, acquiring the most comprehensive data, and utilizing cutting-edge technology to display and interpret this ever-changing collection of information.

Our experience in every market stage allows us to share a unique perspective in regards to identifying opportunities—in all kinds of economic conditions. And, with our collaborative network of national offices, we are able to broaden the array of opportunities available to our clients.

We are committed to maintaining the highest standards of performance for our clients and in developing and maintaining long-term relationships. This business model has been clearly embraced, as the top homebuilders, financial institutions and lenders, master planned community developers, and investors have chosen the Land Advisors Organization to help them achieve their land-related financial and strategic objectives.

We provide comprehensive, individualized service to each of our clients, designing a thorough marketing strategy and efficiently executing the detailed steps necessary for a successful transaction. This relationship-based business model ensures accurate, complete, and objective counsel for our clients.

Our Network

Measured and systematic growth has been the hallmark of our expansion. Recognizing markets poised for growth and identifying highly experienced professionals has allowed us to create a collaborative network of regional offices, continually broadening the opportunities available to our clients.

How We Are Different

Organizational Culture

While most brokerage houses are a disparate collection of generalist Agents who ultimately are competitors of one another, our offices are staffed with individuals who specialize in a specific geographic or functional areas and are economically-incented to collaborate with their colleagues. The result is the best possible team on each project with a unified focus on the goals of their clients.

Experience

Land is an unusual product, and requires unique skills to properly understand and manage complex and lengthy transactions. Rather than selling houses, leasing office space or listing buildings, our Agents are specialists in land brokerage, making them ideally qualified to fulfill our clients land-related needs.

Brand Identity

With over 25 years in land brokerage, a proven track record in executing complex transactions across the country, deep relationships with the top developers and homebuilders, and a visible and active presence in national real estate organizations such as ULI, ICSC, NAIOP and others, the Land Advisors Organization has become the most recognized and respected brand in land brokerage.

Network of Offices

Our experience has clearly shown us that our clients care about the quality of an opportunity, not simply where it is located. Whether a client is interested in opportunities on a national scale, or just within their local market, our nationwide network of collaborative offices can accommodate both. Further, many prospective clients are national in their scope, and prefer a partner to be regional or national in their operations as well.

Established Client Base

Land transactions are typically complex, with many 'moving parts.' Having an established buyer with a proven track record can be the difference in closing a transaction and wasting both time and opportunity. Further, a proven buyer at a minimum, can make a difficult transaction move much more smoothly. With our database of both land records and Preferred Buyers, we are able to quickly and efficiently market properties to the most stable and qualified candidates.

Our Services

Land Advisors Capital

Land Advisors Capital is a capital advisory firm launched in 2008, with offices in Phoenix, Arizona and Irvine, California, specializing in establishing strategic relationships between real estate investors, developers and capital providers throughout the Sun Belt region of the United States. Our executives, whose collective experience spans several real estate cycles, possess the expertise to assist in optimizing your capital structure in the residential, retail, office and industrial categories.



Land Advisors Resort Solutions

Land Advisors Resort Solutions is a division of Land Advisors Organization offering specialty brokerage services for resort, golf, hospitality and recreational community developers. Our client portfolio includes offerings that contain custom homesites, luxury residential, shared ownership, club assets, golf course and destination properties. As specialists in the resort industry, the Land Advisors Resort Solutions team includes seasoned professionals who have been involved with some of the most successful resort and master-planned communities across North America. We leverage our experience with offering innovative, urgency-based sales programs combined with a unique understanding of club operations and membership sales to deliver the industry's most highly-regarded resort brokerage services.



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Integral Property Tax Services

In an effort to assist developers, builders and large landowners in minimizing their property tax burden, Integral Property Tax Service (IPTS) offers comprehensive property tax solutions with industry-leading consulting services and unrivaled technology that can be tailored to suit each of their client's specific needs. Through unparalleled expertise and proven methodologies in understanding the complexities of real and personal property tax management, IPTS has developed keen insight into the systematic problems landowners face that often result in excessive tax liabilities.



Specialized areas of expertise involve all real estate asset classes including office, industrial, retail, hospitality, residential land and raw land. IPTS also offers a range of services relating to personal property tax reduction such as: appeals services, pre-acquisition analysis, incentive, exemption, abatement analysis, implementation, and valuation analysis of intangibles, proposed construction and obsolescence. IPTS leverages the Land Advisors Organizations' proprietary mapping technology; robust infrastructure and deep market insight to assist landowners in having their properties' assessed valuations reflect current market conditions.

Nationwide Coverage

Land Advisors Organization currently has more than 55 agents operating in 22 offices throughout the country. The ability to leverage this kind of focused land advisors network simply does not exist in any other firm during the last few years. It has resulted in more than 20 interstate transactions where leveraging the power of our network has financially benefited our clients.

California

Irvine — California Division HQ
8105 Irvine Center Drive, Ste. 1460
Irvine, CA 92618
949.852.8288

Coachella Valley
74130 Country Club Drive, Ste. 201
Palm Desert, CA 92260
760.219.7277

Roseville
3741 Douglas Blvd., Ste. 180
Roseville, CA 95661
916.784.3329

Santa Barbara
735 State Street, Ste. 416A
Santa Barbara, CA
805.845.2660

Bay Area
2671 Crow Canyon Road
San Ramon, CA 94583
925.368.3128

Pasadena
1265 South Lake Ave., Ste. 500
Pasadena, CA 91101
626.376.9840

San Diego
1265 Carlsbad Village Drive
Carlsbad, CA 92008
858.568.7428

Valencia
28494 Westinghouse Place, Suite 101
Valencia, CA 91355
661.702.9080

Arizona

Scottsdale — Company HQ
4900 North Scottsdale Road, Suite 3000
Scottsdale, AZ 85251
480.483.8100

Prescott
4900 North Scottsdale Road, Suite 3000
Scottsdale, AZ 85251
928.445.4457

Casa Grande
211 North Florence Street, Ste. 101
Casa Grande, AZ 85122
520.836.8801

Tucson
3561 East Sunrise Drive, Ste. 207
Tucson, AZ 85718
520.514.7454

Florida

Orlando
280 West Canton Ave., Suite 210
Winter Park, FL 32789
407.425.5988

Idaho

Boise
950 West Bannock Street, Ste. 1100
Boise, ID 83702
208.366.8700

Nevada

Las Vegas
410 South Rampart, Suite 390
Las Vegas, NV 89145
702.262.9199

New Mexico

Albuquerque
6565 Americas Parkway NE, Ste. 200
Albuquerque, NM 87110
505.563.5627

Texas

Austin
901 South MoPac Expressway
Barton Oaks Plaza II, Ste. 525
Austin, TX 78746
512.327.3010

Dallas-Fort Worth
500 Main Street, Suite 600
Fort Worth, TX 76102
214.550.1550

Houston
10497 Town & Country Way, Ste. 930
Houston, TX 77024
713.647.7800

San Antonio
700 North Saint Mary's Street, Suite 401
San Antonio, TX 78205
210.299.0449

Utah

Salt Lake City
6443 N. Business Park Loop Road, Ste.12
Park City, UT 84098
435.333.3311

Washington

Seattle
11400 SE 8th Street, Ste. 205
Bellevue, WA 98004
425.526.7557

Future Office Locations

Atlanta, GA
Raleigh/Durham, NC
Portland, OR

Transactional Experience

Below is a partial list of LAO's prestigious clientele:

Public Homebuilders

Beazer Homes USA, Inc.
Brookfield Homes Corp.
D.R. Horton, Inc.
Hovnanian Enterprises, Inc.

KB Home
Lennar
M.D.C. Holdings, Inc.
Meritage Homes Corp.

PulteGroup, Inc.
Standard Pacific Corp.
Taylor Morrison
The New Home Company

The Ryland Group, Inc.
Toll Brothers, Inc.
TriPointe Homes
William Lyon Homes

Private Homebuilders

Alexander Homes
American Premier Communities
Ashbrook Communities
Barratt American
Blackmon Homes
Brandywine Development
Cambridge Homes
Capital Pacific Holdings, Inc.
Centennial Homes
CV Communities
Delco Homes
DeNova Homes
Empire Homes
Family Development

Fieldstone Homes
Far West Industries
First Pacifica Development
Florsheim Homes
Frontier Homes
Griffin Communities
Griffin Industries
Heritage Pacific Homes
Homes by Towne
Howard Roberts Development
Inland Pacific Builders
Jeffrey Homes
John Laing Homes
La Paloma Homes

Lafferty Communities
Lakemont Communities
Matthews Homes
MBK Homes
McMillin Communities
McRoy-Wilbur Communities
New West Home
The Olson Company
Pacer Communities
Pacific Communities
Pacific Scene Homes
Pinnacle Communities
Rilington Communities
RSI Communities

Sea Country Homes
Shea Homes
Sheffield Homes
Transwest Housing
Trumark Companies
Urban Housing Communities
Van Daele Communities
Warmington Residential
Watt Communities
Williams Homes
Woodside Homes
Young Homes

Land Developers

Bluestone Communities
City Ventures
DMB Pacific Ventures
FivePoint Communities
Foremost Communities

Global Investment & Development
Harridge Development Group
Lewis Group of Companies
Newland Communities
Pacific Cascade Group

RainTree Investment Corp.
Richland
Rockne Construction
RWR Homes
Signature Development Group

SunCal Companies
Terra Verde Group
West Coast Housing Partners
Woodridge Capital

Financial Institutions

AEW Capital Management
AmTrust Bank
AW Properties
Bank First
Bank Midwest
Bank of America
Branch Banking & Trust (BB&T)
Broadreach Capital Partners
California Bank & Trust
Capstone Advisors
Cathay Bank
Central Pacific Bank
Cerberus Real Estate Capital
Citizens Business Bank
Colony Capital

Comerica Bank
East West Bank
Emigrant Realty Finance
Encore Housing Opportunity Fund
Farmers & Merchants Bank
FDIC
First Bank
Freehold Capital Management
GMAC Rescap
GTIS Partners
Guaranty Bank (BBVA Compass)
Housing Capital Company
Institutional Housing Partners
ING
iStar Financial

JP Morgan Chase
Kaufman Capital
KeyBank
Legacy Asset Management Co.
Morgan Stanley
Oaktree Capital Management
Oak Valley Community Bank
OneWest Bank
Palm Desert National Bank
PCCP
Preferred Bank
PremierWest Bank
QVT Mt. Auburn
Rabobank
Regions Bank

Rialto Capital Management
Santa Barbara Bank & Trust
Stearns Bank
Sterlings Savings Bank
Tricon
United Security Bank
U.S. Bank
Wachovia (Wells Fargo)
Wells Fargo
Westamerica Bank
Weyerhaeuser Real Estate Capital
Wheelock Street Capital