

# THE WINCHESTER APARTMENTS

OFFERING MEMORANDUM

PARAGON  
REAL ESTATE ADVISORS



# PARAGON

REAL ESTATE ADVISORS

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# OFFERING

Paragon Real Estate Advisors is pleased to exclusively offer for sale the Winchester Apartments; a trophy classic-brick building in a prominent Capitol Hill location. Built in 1927 and designed by architect Louis Svarz, the Winchester Apartments sit proudly at the corner of E Denny Way and Boylston Ave E in a perfect Capitol Hill setting just blocks from Broadway. The magnificent four-story masonry building has been lovingly maintained over the years by current and past owners and showcases the incredible period detail and skilled craftsmanship that cannot be found in newer construction. The Winchester features a total of 30 apartments with a desirable mix of large studios, one-bedroom and two-bedroom floorplans. The apartments have tall ceilings, beautiful original hardwood floors, lots of windows with wonderful natural light, large walk-in closets, charming built-in storage and “breakfast nooks”, and many other characteristics that make early 1900’s construction special. The building features a secure access entry, convenient elevator service, clean and bright common laundry room, large resident storage locker area, secure bike storage room and a shop/storage room for the building custodian.

The Winchester Apartments offer a singular opportunity to own a true trophy asset with a rich history in one of the finest rental locations in the city of Seattle. The property has been lovingly cared for by past owners and is in great condition with a very stable occupancy history. New ownership will benefit from strong future rent growth and appreciation and has several options to realize immediate income upside and ways of adding value.

**Seller financing available for a qualified buyer**





# FINANCIAL SUMMARY

NAME	The Winchester Apartments
ADDRESS	605 E Denny Way Seattle, WA 98122
PRICE	\$6,295,000
TOTAL UNITS	30
BUILT	1927
SQUARE FEET	15,325 Total Net Rentable
PRICE PER UNIT	\$209,833
PRICE PER FOOT	\$411
CURRENT GRM/CAP	12.1/4.7%
MARKET GRM/CAP	10.8/5.5%
LOT SIZE	5,196 Square Feet
ZONING	MR (M)

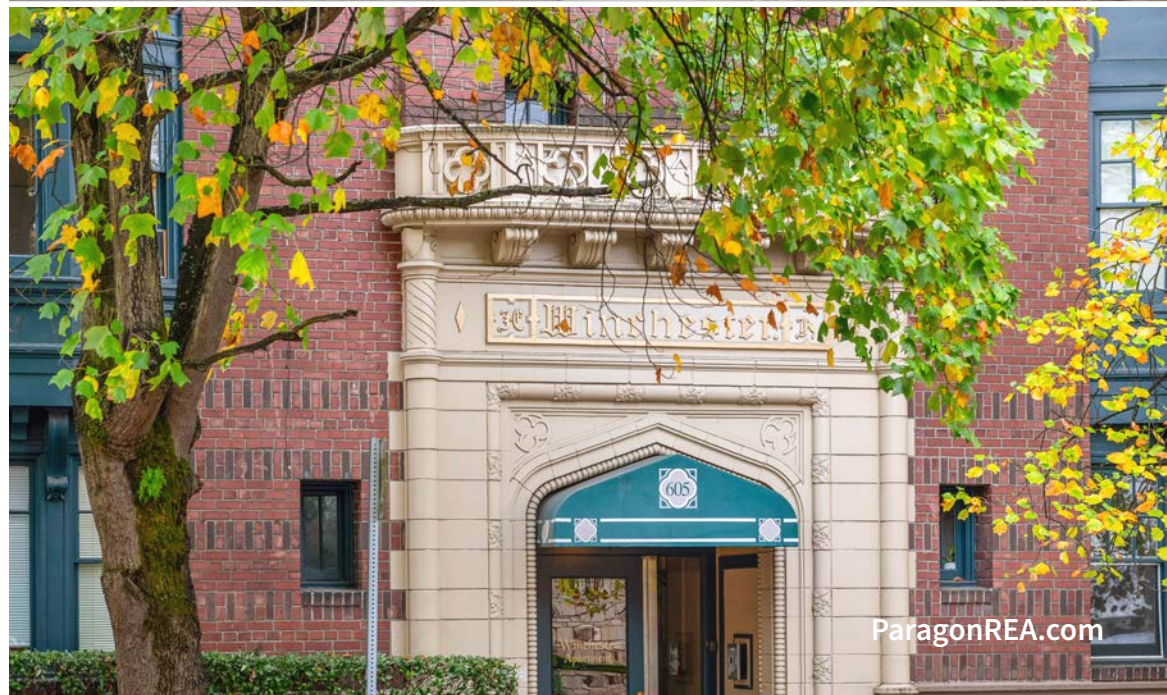
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# INVESTMENT HIGHLIGHTS

- Excellent Capitol Hill location close to Broadway and Pike/Pine Corridor
- Trophy “classic-brick” property with old-world character and detailing
- Attractive seller financing: \$3MM down-payment, 5% Interest-only for 3 years
- 30 units: Mix of large studios, one-bedroom and two-bedroom floorplans
- Well-maintained and updated building with professional management
- Updated systems: new central boiler, well-maintained roof, upgraded Square D breaker panels, plumbing partially replaced
- Secure access building with elevator service and recently refreshed common areas
- Immediate upside in income and further increase potential with unit renovations
- Value-add space: Lower-level storage, boiler room and laundry space could be repurposed
- Walk Score of 98 and Transit Score of 89





# LOCATION HIGHLIGHTS

- Walk Score of 98 and Transit Score of 89: The Heart of the city with access to everything!
- 3-minute walk to light rail station
- 4-minute walk to Cal Anderson Park: 7.37 acre park serves as a hub for the community and invites walking, sitting, reading, contemplation, informal sports in the meadow, and organized sports on the athletic field.
- Less than a 15-minute walk to Seattle CBD
- Less than a 20-minute walk to Amazon
- Just blocks away from Seattle Central College and less than a mile from Seattle University
- Secure access building with elevator service and recently renovated common areas
- The city's most prominent and exciting dining and entertainment options are all within walking distance.
- Walk to Melrose Market: Taylor Shellfish Oyster Bar, Li'l Woody's, Terra Plata, the Starbucks Reserve Roastery and many other food and shopping destinations.
- Convenient access to healthcare options: Virginia Mason Medical Center, Swedish Hospital and Harborview Medical Center





Capitol Hill is a residential neighborhood with a lively, fast-paced, and vibrant personality. During the day, markets, boutiques, and salons are a big draw. Night-life is hopping with clubs, bars, and music venues, and you'll often find coffee shops that moonlight as cocktail lounges. This desirable location contains some of Seattle's wealthiest neighborhoods, including "Millionaire's Row" along 14th Avenue E, a charming collection of single family residences on tree-lined streets, and the Harvard-Belmont Landmark District. To the north is Capitol Hill's largest and most popular public park. The 48 acre Volunteer Park is home to Seattle's Asian Art museum, tennis courts, a conserva-

tory, and a variety of city-wide events. The demand for Capitol Hill apartments continues to rise as nearby Amazon continues to expand in the area. This location is also home to longstanding health care providers including Swedish Medical Center, Kaiser Permanente and Virginia Medical Center. Nearby Seattle University and Seattle Central College provide a consistent base to the apartment demand in the area.

\$2,407

Average One Bedroom Rent as of 2022

61%

Renter Occupied Housing\*

\$117,886

Median Household Income\*

\* based on 2021 Census data

CAPITOL  
HILL

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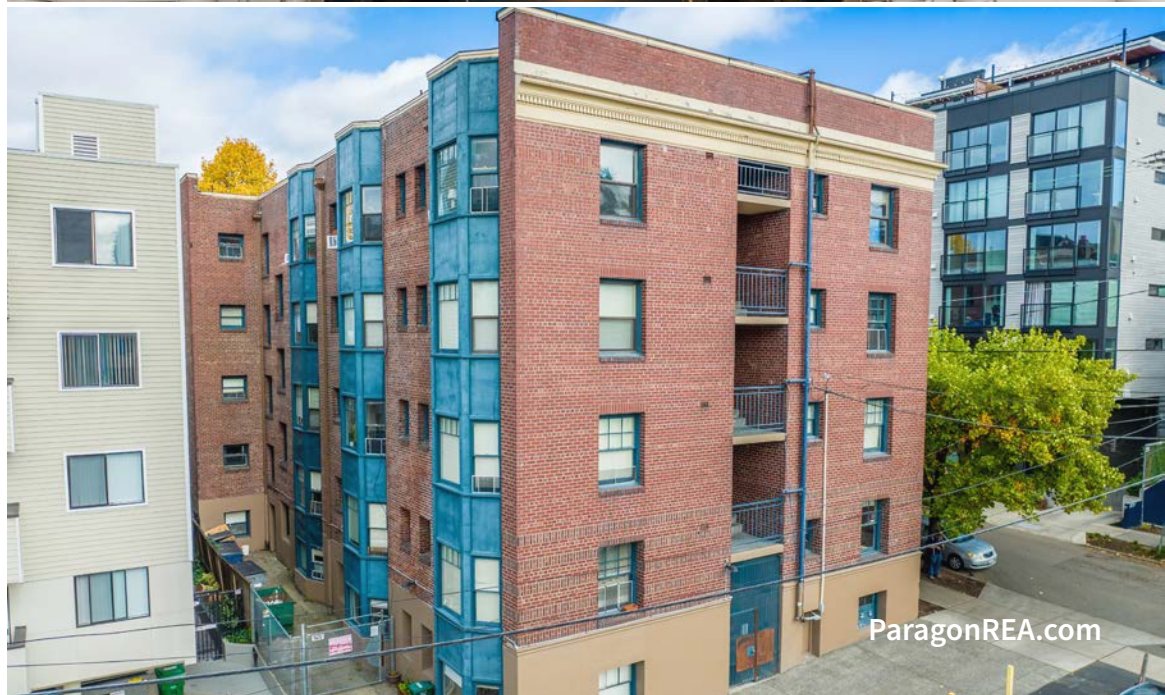






# PROPERTY DETAILS

ADDRESS	605 E Denny Way, Seattle, WA 98122
PARCEL NUMBER	684870-0095
EXTERIOR	Brick
CONSTRUCTION	Masonry (URM)
STORIES	4
ROOF	Torch down
WINDOWS	Wood-frame, single-pane
ELECTRICAL	Square D main distribution panel and breaker panels in units
PLUMBING	Mixed. Many replacements and upgrades have been done over time with some pipes upgraded to copper or PEX.
WATER HEATER	Central gas (2022) w/ recirculation system
HEATING	Gas wall furnace in each unit
LAUNDRY	Common: 3 Washer, 3 Dryers (leased)
STORAGE	Resident storage lockers
PARKING	Street





# EXTERIORS





# EXTERIORS



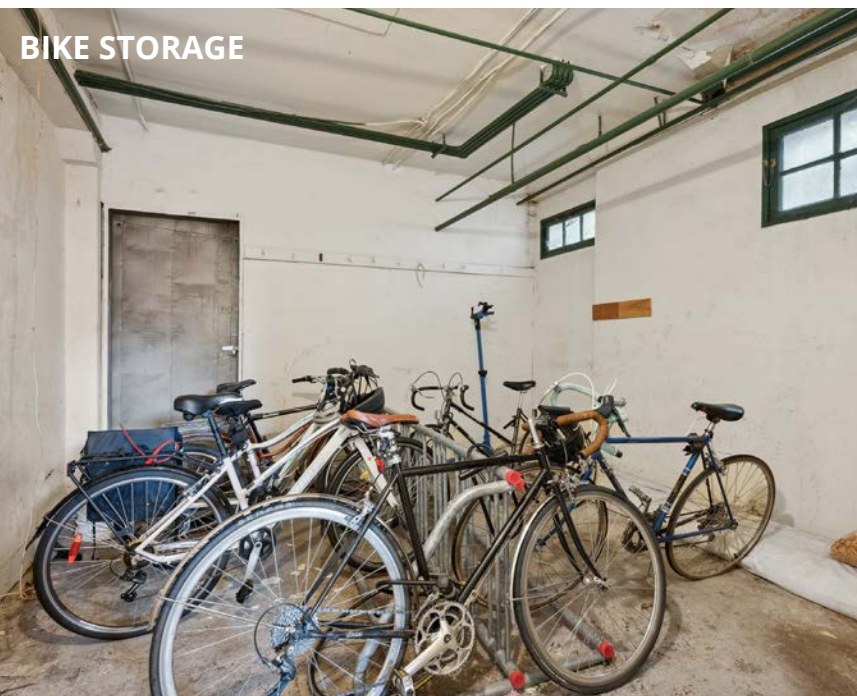


# INTERIORS





# INTERIORS



BIKE STORAGE



COMMON LAUNDRY



RESIDENT STORAGE ROOM



ELECTRIC METERS



# INTERIORS





# INTERIORS





# FLOOR PLANS



TYPICAL FLOOR PLAN FOR FLOORS 2-4





# RENT ROLL

UNIT	UNIT TYPE	CURRENT RENT	UTILITIES
101	studio	\$ 1,295	\$ 75
103	2bd	\$ 2,050	\$ 150
104	studio	\$ 1,275	\$ 60
105	studio	\$ 1,275	\$ 75
106	1bd	\$ 1,575	\$ 75
107	studio	\$ 1,295	\$ 75
201	studio	\$ 1,295	\$ 75
202	studio	\$ 1,350	\$ 75
203	studio	\$ 1,295	\$ 75
204	studio	\$ 952	\$ 75
205*	studio	\$ 1,295	\$ 75
206	1bd	\$ 1,445	\$ 75
207	studio	\$ 1,295	\$ 75
301*	studio	\$ 1,295	\$ 75
302	studio	\$ 1,350	\$ 75
303	studio	\$ 1,395	\$ 75
304**	studio	\$ 1,070	\$ 75
305	studio	\$ 1,350	\$ 75
306	1bd	\$ 1,575	\$ 75
307	studio	\$ 1,275	\$ 75
401	studio	\$ 1,325	\$ 75
402	studio	\$ 1,325	\$ 75
403	studio	\$ 1,295	\$ 75
404	studio	\$ 1,325	\$ 75
405	studio	\$ 1,300	\$ 75
406	1bd	\$ 1,650	\$ 75
407	studio	\$ 1,325	\$ 75
B-1	studio	\$ 1,250	\$ 75
B-2	studio	\$ 1,295	\$ 75
B-3	1bd	\$ 1,415	\$ 75
<b>30</b>	<b>Totals</b>	<b>\$ 40,507</b>	<b>\$ 2,310</b>

\* Vacant

\*\* Rent increases from \$975 to \$1,070 in January 2024

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04 FINANCIALS

INCOME  
& EXPENSES

Units	30	Price	\$6,295,000
Year Built	1927	Per Unit	\$209,833
Rentable Area	15,325	Per Sq. Ft.	\$410.77
Down Pmt	\$3,000,000	Current GRM	12.08
Loan Amount	\$3,295,000	Current CAP	4.68%
Interest Rate	5.000% IO	Market GRM	10.79
Seller Financing	3 Years	Market CAP	5.49%

UNITS	UNIT TYPE	SIZE	CURRENT RENT	MARKET RENT
24	Studio	475	\$952 - \$1,395	\$1,395
5	1 Bd/1 Bth	650	\$1,415 - \$1,650	\$1,795
1	2 Bd/1 Bth	850	\$2,050	\$2,250
30	Total/Avg	511	\$2.64	\$2.92

MONTHLY INCOME	CURRENT	MARKET
Monthly Scheduled Rent	\$40,507	\$44,705
Utility Billback	\$2,310	\$3,000
Laundry Income	\$302	\$450
Other Income	\$320	\$450
Total Monthly Income	\$43,439	\$48,605

ANNUALIZED OPERATING DATA			CURRENT		MARKET
Scheduled Gross Income			\$521,268		\$583,260
Less Vacancy	3.00%		\$15,638	4.00%	\$23,330
Gross Operating Income			\$505,630		\$559,930
Less Expenses			\$210,742		\$214,156
Net Operating Income			\$294,887		\$345,773
Annual Debt Service	(\$13,729.17)		\$164,750		\$164,750
Cash Flow Before Tax	4.34%		\$130,137	6.03%	\$181,023
Principal Reduction			\$0		\$0
Total Return Before Tax	4.34%		\$130,137	6.03%	\$181,023
ANNUALIZED OPERATING EXPENSES			CURRENT		MARKET
Real Estate Taxes	2023		\$66,801		\$60,000
Insurance	Proforma		\$18,000		\$18,000
Utilities	2022		\$33,871		\$33,871
Professional Mgmt.	PF 5%		\$25,281		\$27,996
On-Site Payroll	Proforma		\$16,200		\$16,200
Maintenance & Repairs	2023 Budget		\$36,250		\$36,250
Elevator	Proforma		\$6,000		\$6,000
Landscaping	2023 Budget		\$3,804		\$3,804
Administration	2022		\$4,535		\$4,535
Replacements/Reserves	Proforma		\$0		\$7,500
Total Expenses			\$210,742		\$214,156
CURRENT OPERATIONS	Expense/Unit	\$7,025	MARKET OPERATIONS	Expense/Unit	\$7,139
	Expense/Foot	\$13.75		Expense/Foot	\$13.97
	Percent of EGI	40.43%		Percent of EGI	36.72%



# SALES COMPARABLES



**The Winchester Apartments**  
605 E Denny Way, Seattle, WA

Year Built	1927
Units	30
Price	\$6,295,000
Price/Unit	\$209,833
Price/Foot	\$411
GRM/CAP	12.1/4.7%



**Aldora Apartments**  
2037 Boylston Ave E, Seattle, WA

Year Built	1929
Units	15
Sales Price	\$4,047,000
Price/Unit	\$269,800
Price/Foot	\$420
GRM/CAP	14.5/4.2%
Sale Date	08.17.2023



**Roosevelt Apartments**  
1729 12th Ave, Seattle, WA

Year Built	1925
Units	50
Sales Price	\$11,600,000
Price/Unit	\$232,000
Price/Foot	\$446
GRM/CAP	12.7/4.3%
Sale Date	02.17.2023



**Belcourt Apartments**  
2021 NW 58th St, Seattle, WA

Year Built	1909
Units	25
Sales Price	\$5,900,000
Price/Unit	\$236,000
Price/Foot	\$482
GRM/CAP	12.2/4.9%
Sale Date	01.30.2023



**Casa Nita Apartments**  
430 12th Ave, Seattle, WA

Year Built	1925
Units	26
Sales Price	\$5,892,900
Price/Unit	\$226,650
Price/Foot	\$329
GRM/CAP	17.5/2.4%
Sale Date	12.01.2023



**The Muse Apartments**  
1515 Bellevue Ave, Seattle, WA

Year Built	1925
Units	24
Sales Price	\$5,088,000
Price/Unit	\$212,000
Price/Foot	\$521
GRM/CAP	13.3/3.5%
Sale Date	10.18.2022



# SALES COMPARABLES

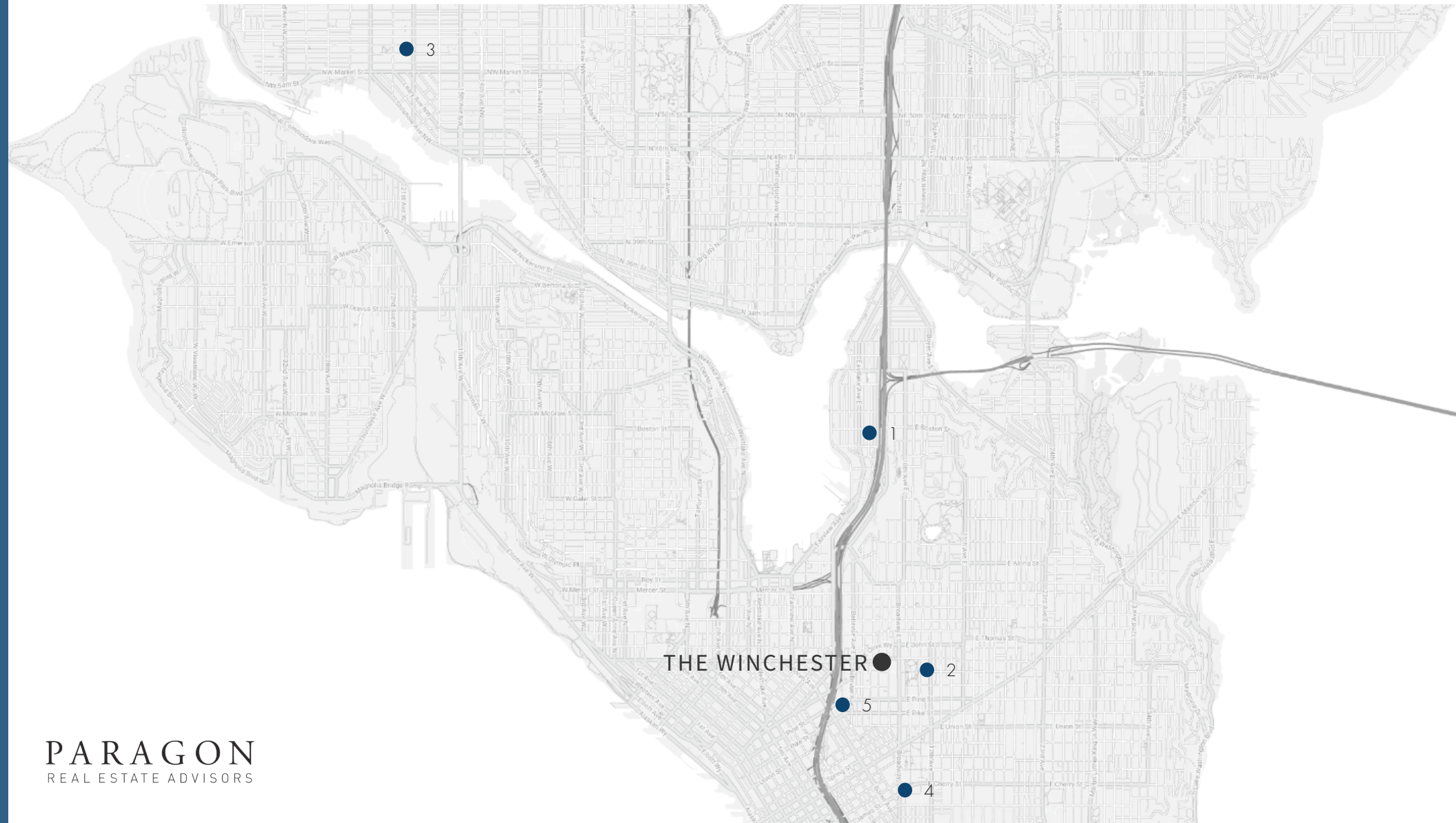
**1. ALDORA APARTMENTS** - Seattle, WA 98102

**2. ROOSEVELT APARTMENTS** - Seattle, WA 98122

**3. BELCOURT APARTMENTS** - Seattle, WA 98107

**4. CASA NITA APARTMENTS** - Seattle, WA 98122

**5. THE MUSE APARTMENTS** - Seattle, WA 98122





# RENT COMPARABLES

	ADDRESS	BUILT	UNITS	UNIT TYPE	UNIT SIZE	RENT	RENT/SF
	<b>The Winchester</b> 605 E Denny Way, Seattle, WA	1927	30	Studio 1BD/1BTH 2BD/1BTH	475 650 850	\$952-\$1,395 \$1,415-\$1,650 \$2,050	\$2.64
	<b>The White House Apartments</b> 523 E Denny Way, Seattle, WA	1963	14	Studio	380	\$1,450	\$3.81
	<b>810 Denny</b> 810 E Denny Way, Seattle, WA	1918	16	2BD/1BTH	995	\$2,395	\$2.41
	<b>The Porter Apartments</b> 1630 Boylston Ave , Seattle, WA	1917	35	Studio	500	\$1,395	\$2.79
	<b>The Blackstone Apartments</b> 222 Summit Ave E, Seattle, WA	1927	26	Studio	500	\$1,450	\$2.90
	<b>The Homborress</b> 321 Boylston Ave E, Seattle, WA	1925	31	1BD/1BTH	620	\$1,900	\$3.06
	<b>The Biltmore Apartments</b> 418 E Loretta Pl, Seattle, WA	1924	126	Studio	400	\$1,300-\$1,450	\$3.25- \$3.63
	<b>The Harvard</b> 219 Harvard Ave E, Seattle, WA	1962	28	1BD/1BTH	615	\$1,795	\$2.91



# RENT COMPARABLES

**1. THE WHITE HOUSE APARTMENTS** - Seattle, WA 98122

**2. 810 DENNY** - Seattle, WA 98102

**3. THE PORTER APARTMENTS** - Seattle, WA 98122

**4. THE BLACKSTONE APARTMENTS** - Seattle, WA 98102

**5. THE HOMBORNESS** - Seattle, WA 98102

**6. THE BILTMORE APARTMENTS** - Seattle, WA 98102

**7. THE HARVARD** - Seattle, WA 98102





# PARAGON REAL ESTATE

\$4.1 B  
Sales Volume

27  
Years in  
Business

20+  
Brokers

48 k  
Units Sold

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## — ABOUT US

### Leading investment firm for multi-family property

Paragon Real Estate Advisors is a leading Seattle real estate investment firm for multi-family property sales in Washington State. We are locally owned, client-focused, and highly experienced. When it comes to apartments and investment real estate in the Puget Sound region, we are the smart choice to partner with.



Visit our new website! **ParagonREA.com**

## The Top Local Multi-Family Brokerage in 2021

in the Seattle market according to  CoStar™

## PARAGON REAL ESTATE ADVISORS

In 1995 our founders saw an opportunity to form a new kind of brokerage, one that focused on sharing information between brokers and truly partnering with its clients. Paragon Real Estate Advisors quickly established itself as a leading Seattle real estate investment firm.

Paragon Real Estate Advisors is the leading Seattle real estate investment firm for multi-family property sales in Washington State. We have accrued over \$4.1 billion in sales and have closed over 1,800 successful real estate transactions. We are locally owned, client-focused, and highly experienced.

At Paragon, we build long-term partnerships that help our clients reach their long- and short-term real estate investment goals while maintaining maximum profitability for them. Our brokers have an in-depth knowledge of the Washington state real estate market, particularly in the greater Seattle area and the I-5 corridor, that comes from more than 20 years' experience in the industry. Paragon's unique focus on sharing knowledge, teamwork and collaboration within the brokerage industry leverages our collective intellect for all our clients. Our brokers provide superior customer representation through our innovative and effective marketing campaigns, co-brokerage, skilled negotiations, and ongoing partnerships.



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