



PARAGON
REAL ESTATE ADVISORS

THE DUBLIN APARTMENTS

WOOD FRAME CONSTRUCTION - BUILDING SYSTEMS UPDATED

PARAGON

REAL ESTATE ADVISORS

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EXECUTIVE SUMMARY

CLASSIC BRICK-REIVENTED

The Dublin is **NOT** your typical classic brick building.

This Dublin has had extensive building system upgrades that will allow a new owner to reap the benefits in increased cash flow.

Meticulously maintained over the years, the current ownership has made significant investments in upgrading the building's infrastructure. The plumbing has been updated to include individual shut off valves to the units, the removal of the original boiler in favor of dual central hot water tanks. The electrical system has been upgraded with Square D circuit breaker panels throughout. In recent years, a TPO membrane roof was installed, and the original single pane wood-framed windows were replaced with energy efficient double-pane vinyl.

Comparing the Dublin to other classic brick buildings, including recent sales as well as current inventory, is not an accurate assessment of the this charming 1900's era apartment building.

The Dublin offers residents the desirable classic brick experience and old-world charm, without burdening a new owner with the cost of major system updates in the future.



FINANCIAL SUMMARY

| | |
|----------------|-------------------------------------|
| NAME | The Dublin Apartments |
| ADDRESS | 1052 E Thomas St, Seattle, WA 98102 |
| PRICE | \$6,500,000 |
| TOTAL UNITS | 29 |
| BUILT | 1909 |
| SQUARE FEET | 16,744 Total Net Rentable |
| PRICE PER UNIT | \$224,138 |
| PRICE PER FOOT | \$388 |
| CURRENT CAP | 5.6% |
| MARKET CAP | 6.7% |
| LOT SIZE | 8,227 Square Feet |
| ZONING | MR (M1) |

This information has been secured from sources we believe to be reliable, but we make no representations or warranties, expressed or implied, as to the accuracy of the information. References to square footage or age are approximate. Buyer must verify all information and bears all risk for inaccuracies.



PROPERTY DETAILS

PROPERTY DETAILS

| | |
|---------------|---|
| ADDRESS | 1052 E Thomas St, Seattle, WA 98102 |
| PARCEL NUMBER | 600350-2025 |
| EXTERIOR | Brick Veneer |
| CONSTRUCTION | Wood-Framed |
| STORIES | 4 |
| ROOF | Updated TPO Membrane |
| WINDOWS | Updated Double Pane, Vinyl Framed |
| ELECTRICAL | Updated Square-D Breaker Panels |
| PLUMBING | Updated Copper and Isolated PEX plumbing |
| HOT WATER | Dual Central 119 Gallon Hot Water Tanks |
| HEATING | Gas Wall Furnaces |
| LAUNDRY | Common |
| STORAGE | 5 Spaces |
| PARKING | 1 Space |



PROPERTY DETAILS

OFFERING

The Dublin offers a well-balanced mix of studio and one-bedroom units that caters to the distinct rental demand in Capitol Hill. Many of the studio units feature an alcove which is often used as a sleeping area therefore referred to as a “junior one-bedroom.” All units are spacious and inviting, boasting tall ceilings, beautiful original hardwood floors, charming period details, and amazing natural light.

The building features a secure entry and a large, bright, and well-maintained laundry room with designated storage bins for each unit. The common areas are warm and well-lit, preserving the building’s early 1900’s charm.

The Dublin has been meticulously maintained, with significant investments made by current ownership. Upgrades include unit renovations upon turnover, updated electrical and plumbing systems, a recently installed TPO membrane roof, and modern double-pane vinyl windows replacing the original single-pane wood-framed windows.

For investors, The Dublin perfectly balances **historic charm** with **modern reliability**—and an unmatched Capitol Hill location ripe for continued demand and rental growth.

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INVESTMENT HIGHLIGHTS

- **Trophy Asset** – A classic brick, **WOOD-FRAMED** building showcasing timeless craftsmanship and old-world charm.
- **Modernized Building Systems** – Featuring updated electrical and plumbing, a newer TPO membrane roof, and double-pane vinyl windows for energy efficiency.
- **Well-Maintained & Updated** – Thoughtful unit renovations while preserving historic character.
- **Desirable Unit Mix** – A balanced combination of junior one-bedroom and one bedroom apartments, catering to the Capitol Hill rental demographic.
- **Premier A+ Location** – Situated in one of Seattle's most desirable and stable rental markets.
- **Unmatched Walkability** – Boasts a Walk Score of 98/100 – a true Walker's Paradise with exceptional access to dining, shopping, and entertainment.
- **Excellent Transit Access** – Just three blocks from the Capitol Hill Light Rail Station and well-connected to public transportation.



PROPERTY DETAILS

EXTERIORS



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COMMON AREAS



PROPERTY DETAILS

INTERIORS

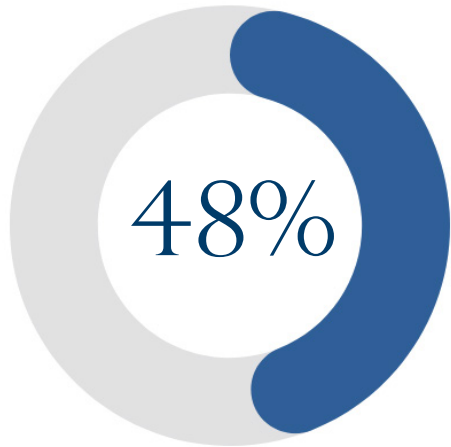


PROPERTY DETAILS

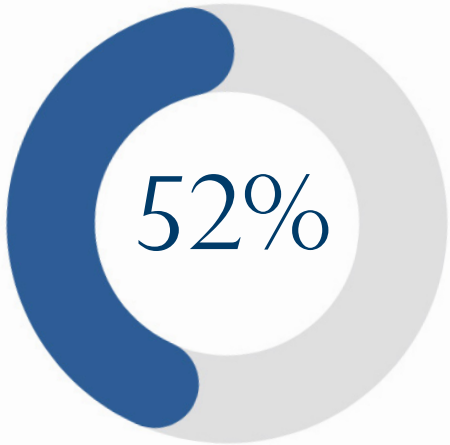
INTERIORS



RENTAL COMPOSITION



STUDIO UNITS



ONE BEDROOM UNITS

| NUMBER OF UNITS | UNIT TYPE | APPROXIMATE UNIT SIZE | CURRENT RENT | RENT WITH SCHEDULED INCREASE | MARKET RENT |
|-----------------|------------|-----------------------|-------------------|------------------------------|-------------|
| 14 | Studio | 550 | \$1,275 - \$1,695 | \$1,400 - \$1,695 | \$1,695 |
| 15 | 1 Bd/1 Bth | 600 | \$1,650 - \$1,795 | \$1,795 - \$1,850 | \$1,850 |
| 29 | Total/Avg | 577 | \$2.73/SF | \$2.83/SF | \$3.08/SF |

RENT SCHEDULE

| UNIT | UNIT TYPE | APPROX SIZE | CURRENT RENT | CURRENT RENT/SF | SCHEDULED INCREASE | RENT/SF W/ INCREASE | MARKET RENT | MARKET RENT/SF |
|------|-----------|-------------|--------------|-----------------|--------------------|---------------------|-------------|----------------|
| A | 1BD/1BTH | 600 SF | \$1,135 | \$1.89 | \$1,135 | \$1.89 | \$1,850 | \$3.08 |
| 1 | 1BD/1BTH | 600 SF | \$1,690 | \$2.82 | \$1,725 | \$2.88 | \$1,850 | \$3.08 |
| 2 | Studio | 550 SF | \$1,375 | \$2.50 | \$1,425 | \$2.59 | \$1,695 | \$3.08 |
| 3 | Studio | 550 SF | \$1,435 | \$2.61 | \$1,435 | \$2.61 | \$1,695 | \$3.08 |
| 4 | 1BD/1BTH | 600 SF | \$1,745 | \$2.91 | \$1,795 | \$2.99 | \$1,850 | \$3.08 |
| 5 | 1BD/1BTH | 600 SF | \$1,650 | \$2.75 | \$1,795 | \$2.99 | \$1,850 | \$3.08 |
| 6 | Studio | 550 SF | \$1,695 | \$3.08 | \$1,695 | \$3.08 | \$1,695 | \$3.08 |
| 7 | Studio | 550 SF | \$1,525 | \$2.77 | \$1,525 | \$2.77 | \$1,695 | \$3.08 |
| 8 | 1BD/1BTH | 600 SF | \$1,650 | \$2.75 | \$1,795 | \$2.99 | \$1,850 | \$3.08 |
| 9 | 1BD/1BTH | 600 SF | \$1,695 | \$2.83 | \$1,795 | \$2.99 | \$1,850 | \$3.08 |
| 10 | Studio | 550 SF | \$1,425 | \$2.59 | \$1,450 | \$2.64 | \$1,695 | \$3.08 |
| 11 | Studio | 550 SF | \$1,275 | \$2.32 | \$1,400 | \$2.55 | \$1,695 | \$3.08 |
| 12 | 1BD/1BTH | 600 SF | \$1,695 | \$2.83 | \$1,825 | \$3.04 | \$1,850 | \$3.08 |
| 12B | 1BD/1BTH | 600 SF | \$1,695 | \$2.83 | \$1,825 | \$3.04 | \$1,850 | \$3.08 |
| 14 | Studio | 550 SF | \$1,545 | \$2.81 | \$1,545 | \$2.81 | \$1,695 | \$3.08 |
| 15 | Studio | 550 SF | \$1,470 | \$2.67 | \$1,495 | \$2.72 | \$1,695 | \$3.08 |
| 16 | 1BD/1BTH | 600 SF | \$1,650 | \$2.75 | \$1,800 | \$3.00 | \$1,850 | \$3.08 |
| 17 | 1BD/1BTH | 600 SF | \$1,795 | \$2.99 | \$1,795 | \$2.99 | \$1,850 | \$3.08 |
| 18 | Studio | 550 SF | \$1,615 | \$2.72 | \$1,615 | \$2.94 | \$1,695 | \$3.08 |
| 19 | Studio | 550 SF | \$1,325 | \$2.41 | \$1,375 | \$2.50 | \$1,695 | \$3.08 |
| 20 | 1BD/1BTH | 600 SF | \$1,745 | \$2.91 | \$1,825 | \$3.04 | \$1,850 | \$3.08 |
| 21 | 1BD/1BTH | 600 SF | \$1,750 | \$2.92 | \$1,795 | \$2.99 | \$1,850 | \$3.08 |
| 22 | Studio | 550 SF | \$1,495 | \$2.72 | \$1,525 | \$2.77 | \$1,695 | \$3.08 |
| 23 | Studio | 550 SF | \$1,495 | \$2.72 | \$1,525 | \$2.77 | \$1,695 | \$3.08 |
| 24 | 1BD/1BTH | 600 SF | \$1,655 | \$2.76 | \$1,795 | \$2.99 | \$1,850 | \$3.08 |
| 25 | 1BD/1BTH | 600 SF | \$1,750 | \$2.92 | \$1,850 | \$3.08 | \$1,850 | \$3.08 |
| 26 | Studio | 550 SF | \$1,495 | \$2.72 | \$1,525 | \$2.77 | \$1,695 | \$3.08 |
| 27 | Studio | 550 SF | \$1,495 | \$2.72 | \$1,525 | \$2.77 | \$1,695 | \$3.08 |
| 28 | 1BD/1BTH | 600 SF | \$1,725 | \$2.88 | \$1,850 | \$3.08 | \$1,850 | \$3.08 |
| 29 | Avg | 577 SF | \$1,576 | \$2.73 | \$1,637 | \$2.84 | \$1,775 | \$3.07 |

FINANCIALS

INCOME
& EXPENSES

| | | | |
|---------------|-------------|-------------|-------------|
| Units | 29 | Price | \$6,500,000 |
| Year Built | 1909 | Per Unit | \$224,138 |
| Rentable Area | 16,744 | Per Sq. Ft. | \$388.20 |
| Down Pmt | \$2,200,000 | Current GRM | 11.00 |
| Loan Amount | \$4,300,000 | Current CAP | 5.56% |
| Interest Rate | 5.870% | Market GRM | 9.67 |
| Amortization | 30 years | Market CAP | 6.71% |

| UNITS | UNIT TYPE | SIZE | CURRENT RENT | MARKET RENT |
|-------|--------------|------|-------------------|----------------|
| 14 | Studio | 550 | \$1,275 - \$1,695 | \$1,695 |
| 15 | 1 Bd/1 Bth | 600 | \$1,650 - \$1,795 | \$1,850 |
| 29 | Total/Avg | 577 | \$2.73 | \$3.07 |

| MONTHLY INCOME | CURRENT | MARKET |
|------------------------|----------|----------|
| Gross Potential Rent | \$45,690 | \$51,480 |
| Utility Billback | \$2,645 | \$3,135 |
| Laundry Income | \$0 | \$450 |
| Pet Rent | \$175 | \$175 |
| Storage Income | \$500 | \$500 |
| Other Income | \$225 | \$300 |
| Gross Potential Income | \$49,235 | \$56,040 |

| ANNUALIZED OPERATING DATA | | CURRENT | | MARKET |
|---------------------------|---------------|-----------|-------|-----------|
| Scheduled Gross Income | | \$590,820 | | \$672,480 |
| Less Vacancy | 5.0% | \$29,541 | 5.0% | \$33,624 |
| Gross Operating Income | | \$561,279 | | \$638,856 |
| Less Expenses | | \$199,808 | | \$202,911 |
| Net Operating Income | | \$361,471 | | \$435,945 |
| Annual Debt Service | (\$25,422/mo) | \$305,069 | | \$305,069 |
| Cash Flow Before Tax | 2.56% | \$56,402 | 5.95% | \$130,876 |
| Principal Reduction | | \$54,099 | | \$54,099 |
| Total Return Before Tax | 5.02% | \$110,501 | 8.41% | \$184,975 |

| ANNUALIZED OPERATING EXPENSES | | CURRENT | MARKET |
|-------------------------------|-----------------|-----------|-----------|
| Real Estate Taxes | Actual 2025 | \$56,430 | \$56,430 |
| Insurance | Actual 2025 | \$15,836 | \$15,836 |
| Utilities | 2025 Annualized | \$38,929 | \$38,929 |
| Professional Mgmt | 4% | \$22,451 | \$25,554 |
| On-Site Payroll | 2025 Annualized | \$21,127 | \$21,127 |
| Maint & Repairs | 2025 Annualized | \$18,618 | \$18,618 |
| Turnover Maint | Proforma | \$9,500 | \$9,500 |
| Landscaping | 2025 Annualized | \$4,240 | \$4,240 |
| Fire Safety/Pest Control | 2025 Annualized | \$3,927 | \$3,927 |
| Admin / Prof Fees | Proforma | \$1,500 | \$1,500 |
| Capital Reserves | Proforma | \$7,250 | \$7,250 |
| Total Expenses | | \$199,808 | \$202,911 |

| | | | | | |
|-----------------------|----------------|---------|----------------------|----------------|---------|
| CURRENT OPERATIONS | Expense/Unit | \$6,890 | MARKET OPERATIONS | Expense/Unit | \$6,997 |
| | Expense/Foot | \$11.93 | | Expense/Foot | \$12.12 |
| | Percent of EGI | 33.82% | | Percent of EGI | 30.17% |

SALES COMPARABLES



The Dublin Apartments

1052 E Thomas St, Seattle

| | |
|-------------|-------------|
| Year Built | 1909 |
| Units | 29 |
| Sales Price | \$6,500,000 |
| Price/Unit | \$224,138 |
| Price/Foot | \$388 |
| Current CAP | 5.6% |
| Market CAP | 6.7% |



1811 & Hillcrest Apts

1811 17th & 1616 E Howell St, Seattle

| | |
|-------------|--------------|
| Year Built | 2014/1905 |
| Units | 35 |
| Sales Price | \$11,857,000 |
| Price/Unit | \$338,771 |
| Price/Foot | \$383 |
| CAP Rate | 5.8% |
| Sale Date | 02.07.2025 |



Carlyle Apts

320 Summit Ave E, Seattle

| | |
|-------------|-------------|
| Year Built | 1908 |
| Units | 19 |
| Sales Price | \$5,000,000 |
| Price/Unit | \$263,158 |
| Price/Foot | \$361 |
| CAP Rate | 3.2% |
| Sale Date | 02.07.2025 |



Kenwood Court

5507 Kenwood Pl N, Seattle

| | |
|-------------|-------------|
| Year Built | 1910 |
| Units | 16 |
| Sales Price | \$3,575,000 |
| Price/Unit | \$223,438 |
| Price/Foot | \$402 |
| CAP Rate | 4.5% |
| Sale Date | 12.17.2024 |



Marwood

521 Bellevue Ave E, Seattle

| | |
|-------------|-------------|
| Year Built | 1927 |
| Units | 29 |
| Sales Price | \$5,750,000 |
| Price/Unit | \$198,276 |
| Price/Foot | \$320 |
| CAP Rate | 2.8% |
| Sale Date | 11.22.224 |



De Luxe Apts

1732 18th Ave, Seattle

| | |
|-------------|-------------|
| Year Built | 1911 |
| Units | 15 |
| Sales Price | \$3,300,000 |
| Price/Unit | \$220,000 |
| Price/Foot | \$318 |
| CAP Rate | 4.5% |
| Sale Date | 08.26.2024 |



Auditorium Apts

605 5th Ave N, Seattle

| | |
|-------------|--------------|
| Year Built | 1926 |
| Units | 51 |
| Sales Price | \$12,612,500 |
| Price/Unit | \$247,304 |
| Price/Foot | \$436 |
| CAP Rate | 5.6% |
| Sale Date | 04.22.2024 |

SALES COMPARABLES

1. 1811 & HILLCREST APTS - 1818 17th & 1616 E Howell St, Seattle

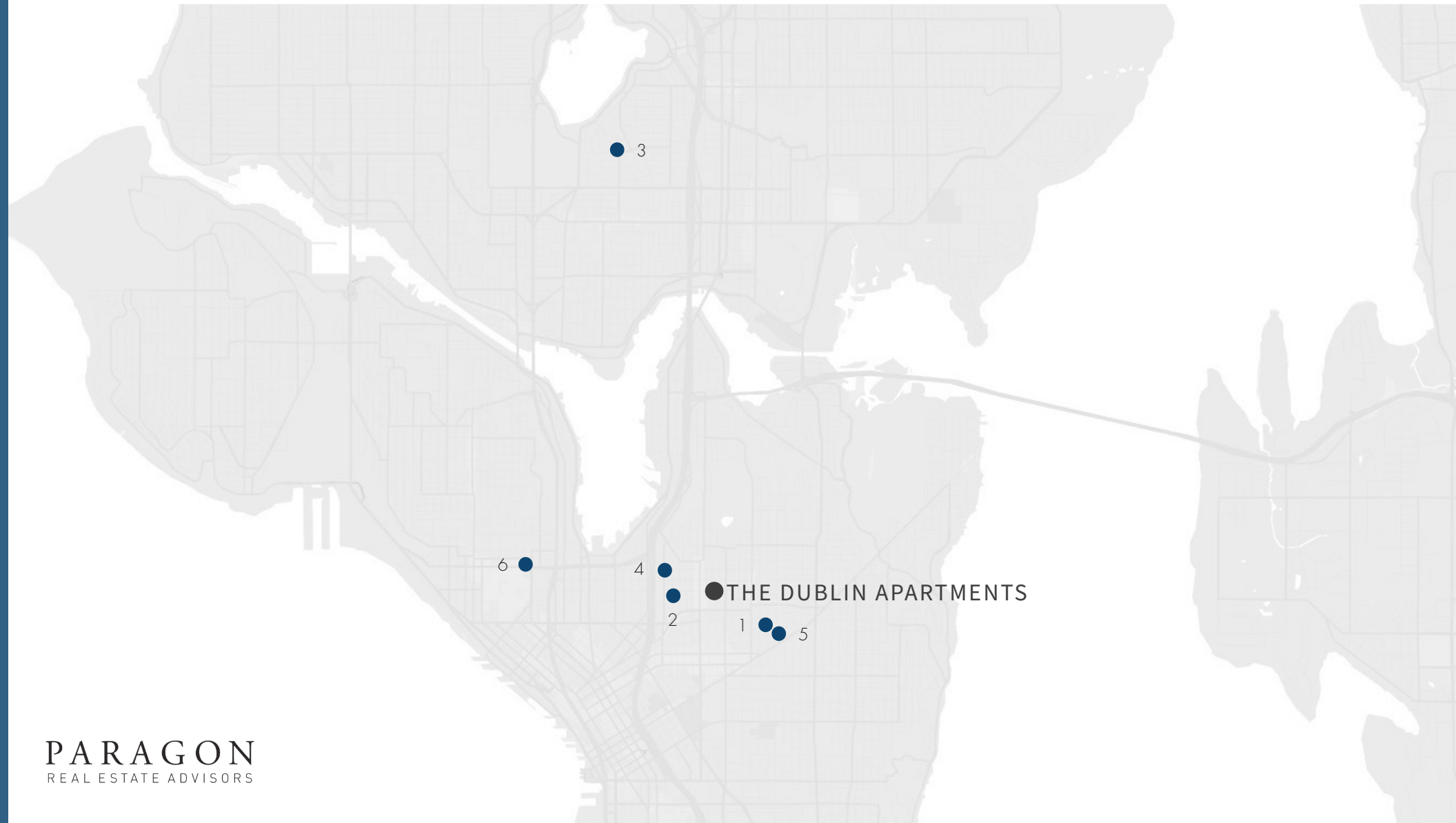
2. CARLYLE APTS - 320 Summit Ave E, Seattle

3. KENWOOD COURT - 5507 Kenwood Pl N, Seattle




4. MARWOOD - 521 Bellevue Ave E, Seattle

5. DE LUXE APTS - 1732 18th Ave, Seattle







6. AUDITORIUM APTS - 605 5th Ave N, Seattle



RENT COMPARABLES - STUDIO

| | ADDRESS | BUILT | UNITS | UNIT SIZE | RENT | RENT/SF |
|--|--|-------|-------|-----------|-------------------|-----------------|
|  | The Dublin Apartments 1052 E Thomas St, Seattle, WA | 1909 | 29 | 550 | \$1,275 - \$1,695 | \$2.41 - \$3.20 |
|  | The Belroy Apartments 703 Bellevue Ave E, Seattle, WA | 1930 | 52 | 360 - 390 | \$1,595 - \$1,695 | \$4.04 - \$4.71 |
|  | The Viceroy Apartments 505 Boylston Ave E, Seattle, WA | 1930 | 49 | 475 | \$1,550 | \$3.26 |
|  | Austin Apartments 409 10th Ave E, Seattle, WA | 1928 | 22 | 439 | \$1,625 | \$3.70 |
|  | Bancroft Apartments 1615 15th Ave, Seattle, WA | 1907 | 27 | 425 | \$1,595 | \$3.75 |
|  | Prince of Whales Apartments 1818 20th Ave, Seattle, WA | 1927 | 38 | 400 | \$1,760 | \$4.40 |
|  | De Selm Apartments 403 14th Ave E, Seattle, WA | 1926 | 26 | 495 | \$1,750 | \$3.54 |

RENT COMPARABLES - 1 BED

| | ADDRESS | BUILT | UNITS | UNIT SIZE | RENT | RENT/SF |
|--|---|-------|-------|-----------|-------------------|-----------------|
|  | The Dublin Apartments 1052 E Thomas St, Seattle, WA | 1909 | 29 | 600 | \$1,135 - \$1,750 | \$1.89 - \$2.92 |
|  | The Belroy Apartments 703 Bellevue Ave E, Seattle, WA | 1930 | 52 | 655 | \$2,195 | \$3.35 |
|  | Harrison Apartments 316 E Harrison St, Seattle, WA | 1928 | 19 | 729 | \$2,095 | \$2.87 |
|  | The Van Landingham 309 16th Ave E, Seattle, WA | 1926 | 12 | 600 - 669 | \$2,105 - \$2,325 | \$3.48 - \$3.51 |
|  | The Harrison 322 10th Ave E, Seattle, WA | 1900 | 32 | 742 | \$2,075 | \$2.80 |
|  | Swansonia 1017 E Harrison St, Seattle, WA | 1925 | 32 | 460 | \$1,775 | \$3.86 |

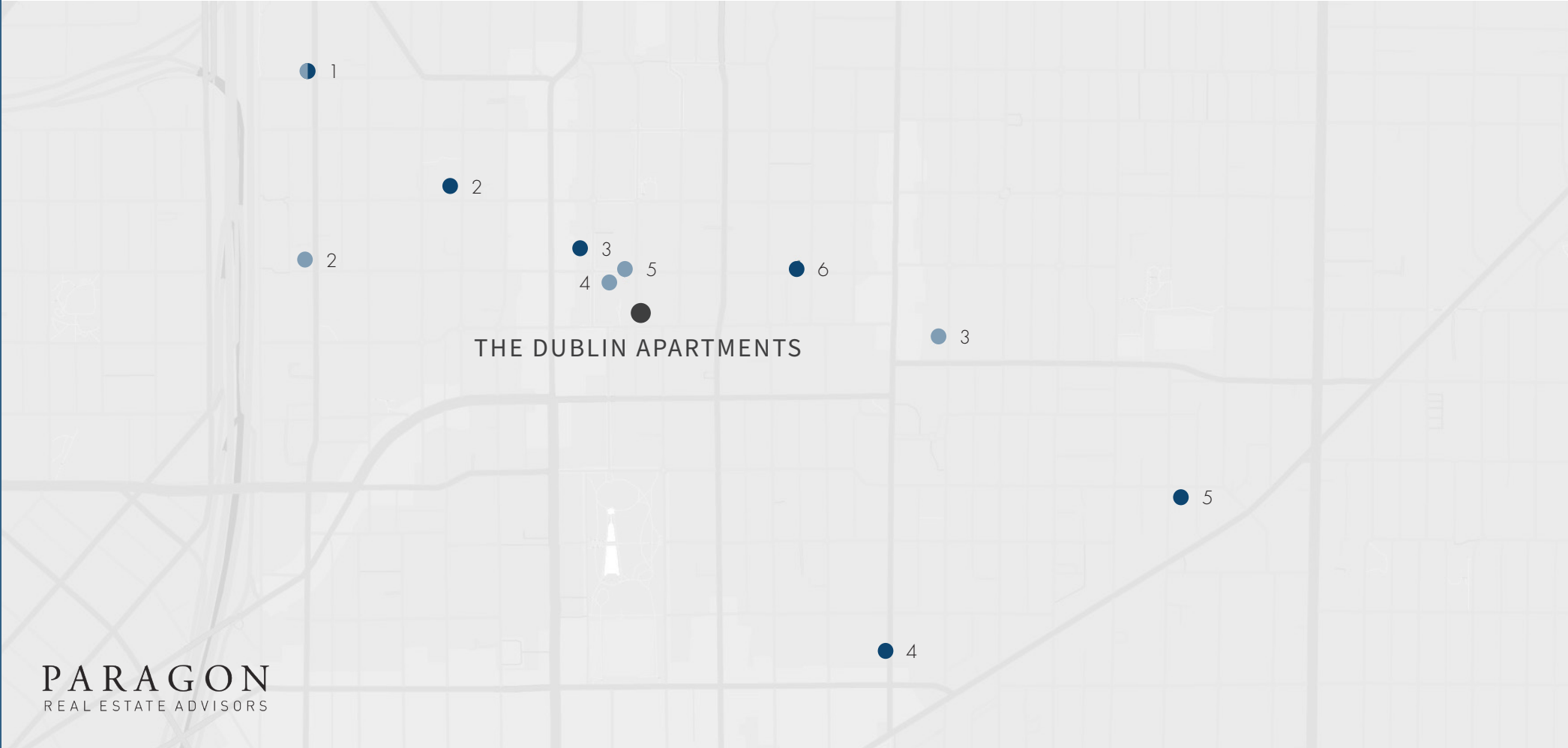
RENT COMPARABLES

STUDIO

- 1. **BELROY** - 703 Bellevue Ave E, Seattle
- 2. **VICEROY** - 505 Boylston Ave E, Seattle
- 3. **AUSTIN** - 409 10th Ave E, Seattle
- 4. **BANCROFT** - 1615 15th Ave, Seattle
- 5. **PRINCE OF WHALES** - 1818 20th Ave, Seattle
- 6. **DE SELM** - 403 14th Ave E, Seattle

1 BEDROOM

- 1. **BELROY** - 703 Bellevue Ave E, Seattle
- 2. **HARRISON APTS** - 316 E Harrison St, Seattle
- 3. **THE VAN LANDINGHAM** - 309 16th Ave E, Seattle
- 4. **THE HARRISON** - 322 10th Ave E, Seattle
- 5. **SWANSONIA** - 1017 E Harrison St, Seattle



CAPITOL HILL- VIBRANCY AT YOUR DOORSTEP

Living at **The Dublin** means stepping into the heart of **Capitol Hill**, Seattle's most dynamic and eclectic neighborhood. Known for its vibrant mix of culture, art, and history, Capitol Hill offers something for everyone—whether you're a foodie, a nature lover, or a nightlife enthusiast.

Cultural Hub - Capitol Hill is Seattle's cultural epicenter, filled with art galleries, theaters, and performance spaces. It's home to the Seattle Central Library, a stone's throw away from The Dublin, as well as the famous Elliott Bay Book Company, a must-visit for bibliophiles. Residents are also minutes from the Harvard-Belmont Historic District, where vintage architecture and community history shine.

Green Spaces & Outdoor Fun - Despite its urban energy, Capitol Hill offers ample green spaces, perfect for residents who enjoy being outdoors. Cal Anderson Park, a short stroll from The Dublin, offers expansive lawns, a community garden, and a skate park. The Volunteer Park Conservatory and Seattle Asian Art Museum offer a peaceful, green retreat just a few blocks away.

Dining & Coffee Culture - Whether you're in the mood for an upscale dinner, casual eats, or a cozy cafe, Capitol Hill has it all. Popular spots like Spinasse (for an exceptional Italian meal), Tilikum Place Café (with its famous Dutch babies), and Victrola Coffee are all a short walk away. Capitol Hill is also home to some of Seattle's most beloved eateries, food trucks, and local gems, offering a global palate without leaving the neighborhood.

Nightlife & Entertainment - As the center of Seattle's nightlife scene, Capitol Hill is where the city comes alive after dark. Trendy bars, eclectic clubs, and LGBTQ+ friendly venues line the streets, with hotspots like Unicorn/Narwhal (a quirky arcade bar) and The Pink Door (a renowned Italian restaurant with burlesque performances). Whether you're looking for a laid-back evening or a high-energy night out, Capitol Hill has the nightlife to match your style.

Transit & Connectivity - With its central location, The Dublin offers unmatched transit accessibility. The Capitol Hill Light Rail Station is just one block away, providing easy access to downtown Seattle and beyond. Walk Score rates the area as one of the most walkable in the city, and with bike lanes everywhere, getting around is a breeze.



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.

\$2,142

Average One Bedroom
Rent as of Nov 2024

\$133,615

Median Household
Income

61%

Renter Occupied
Housing

CAPITOL HILL

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PARAGON REAL ESTATE

\$4.5 B
Sales Volume

30
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 website! **ParagonREA.com**

Puget Sound's Premiere Commercial Real Estate Brokerage

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 \$4.5 billion in sales and have closed over 2,000 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 30 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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