

OFFERING MEMORANDUM

# BAY RIDGE COURT

PARAGON  
REAL ESTATE ADVISORS



# PARAGON REAL ESTATE ADVISORS

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# OFFERING

Paragon Real Estate Advisors is pleased to present Bay Ridge Court, a rare high-rise zoned multifamily asset located on a prominent corner lot in Seattle's First Hill neighborhood. Situated on an expansive 28,800-square-foot parcel with HR (M) zoning, the property offers investors a compelling combination of in-place cash flow today and significant redevelopment potential for a future 200+ unit high-density residential project. Few opportunities in the urban core provide this level of scale, zoning flexibility, and transit-oriented positioning with such close proximity to Downtown Seattle.

Bay Ridge Court currently operates as a stabilized 51-unit multifamily property (52 units per King County records, including a manager's office) comprised of three, reinforced concrete buildings. The unit mix is well diversified with 1 studio unit, 21 one-bedroom, and 29 two-bedroom residences, supporting consistent market-rate tenancy and durable demand. Many units have received interior upgrades including updated cabinetry, hardwood or LVP flooring, and a mix of Formica, Granite and Quartz countertops. Other capital improvements include two new 91-gallon water tanks for Central Hot Water installed in 2018 and new Comcast internet cable installed throughout the property in 2024. The building also operates on a Central Boiler System for heat.

The 51 residential units offer an investor/developer the opportunity to purchase a property with a steady income stream while simultaneously having the option to advance entitlement, design, or long-term redevelopment planning, creating a strong land-banking strategy with downside protection. From a development perspective, the property's corner-lot configuration, large lot size, and high-rise zoning designation position it as an exceptional assemblage-free redevelopment opportunity. The HR (M) zoning allows for substantial vertical density and mixed-use flexibility, making the site attractive for developers seeking scale in a supply-constrained, transit-rich submarket.

The location further enhances the asset's appeal. Bay Ridge sits within immediate walking distance to major bus corridors and the Downtown Seattle Light Rail Station, offering direct connectivity throughout the city. Residents benefit from proximity to First Hill's employment centers, hospitals, dining, grocery options, and neighborhood services—factors that continue to drive long-term demand and support future absorption for higher-density development.

***Bay Ridge Court is available to purchase individually. The property is also part of a three-property portfolio sale that may also be acquired together. See listings for the Pacific and Belvedere Apartments for more information.***





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# FINANCIAL SUMMARY

NAME	Bay Ridge Court
ADDRESS	804 James St Seattle, WA 98104
PRICE	Unpriced
TOTAL UNITS	51 Units
BUILT	1948
SQUARE FEET	32,625 Total Net Rentable
LOT SIZE	28,800 Square Feet
ZONING	HR (M)

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# INVESTMENT HIGHLIGHTS

- Diversified unit mix – 1- Studio, 21- 1 Bedroom/1 Bathroom units, 29 – 2 Bedroom/1 Bath units
- Majority of the units feature updated cabinets, hardwoods/LVP flooring, and mixture of formica/granite/quartz countertops
- Situated on 28,800 Square Feet of High-Rise Zoning – Prime for 200 + Unit Redevelopment Project (buyer to verify)
- New internet cable installed throughout in 2024
- Masonry Construction with reinforced concrete
- Central Boiler System for Heat – Gas
- Central Hot Water – two 91 gallon tanks installed in 2018
- Parking – 16 Open Stalls in the back of the property
- Common Laundry – 2 laundry rooms – 2 sets of washer/dryer in each laundry room – leased through CSC
- 30 Storage Lockers- 22 in core of the building and additional storage rooms outside of the units
- Corner Lot – Great visibility
- Located near all major bus lines and within close walking distance to the downtown Seattle light rail station.
- Close to bars, restaurants, grocery stores and all other First Hill amenities



## PRIME EMPLOYMENT LANDSCAPE



**"Seattle back in Top 5 growth among major U.S. cities"**

– Seattle Times, May 15, 2025

Seattle's employment landscape is driven by a diverse mix of industries including technology, healthcare, education, and aerospace--shaped by major employers across its neighborhoods and the greater Seattle area.

**South Lake Union:** A hub for technology and life sciences. It is home to **Amazon**'s campus, as well as offices for **Google**, **Meta**, biotech firms like **Fred Hutchinson** Cancer Center, and the **Gates Foundation**

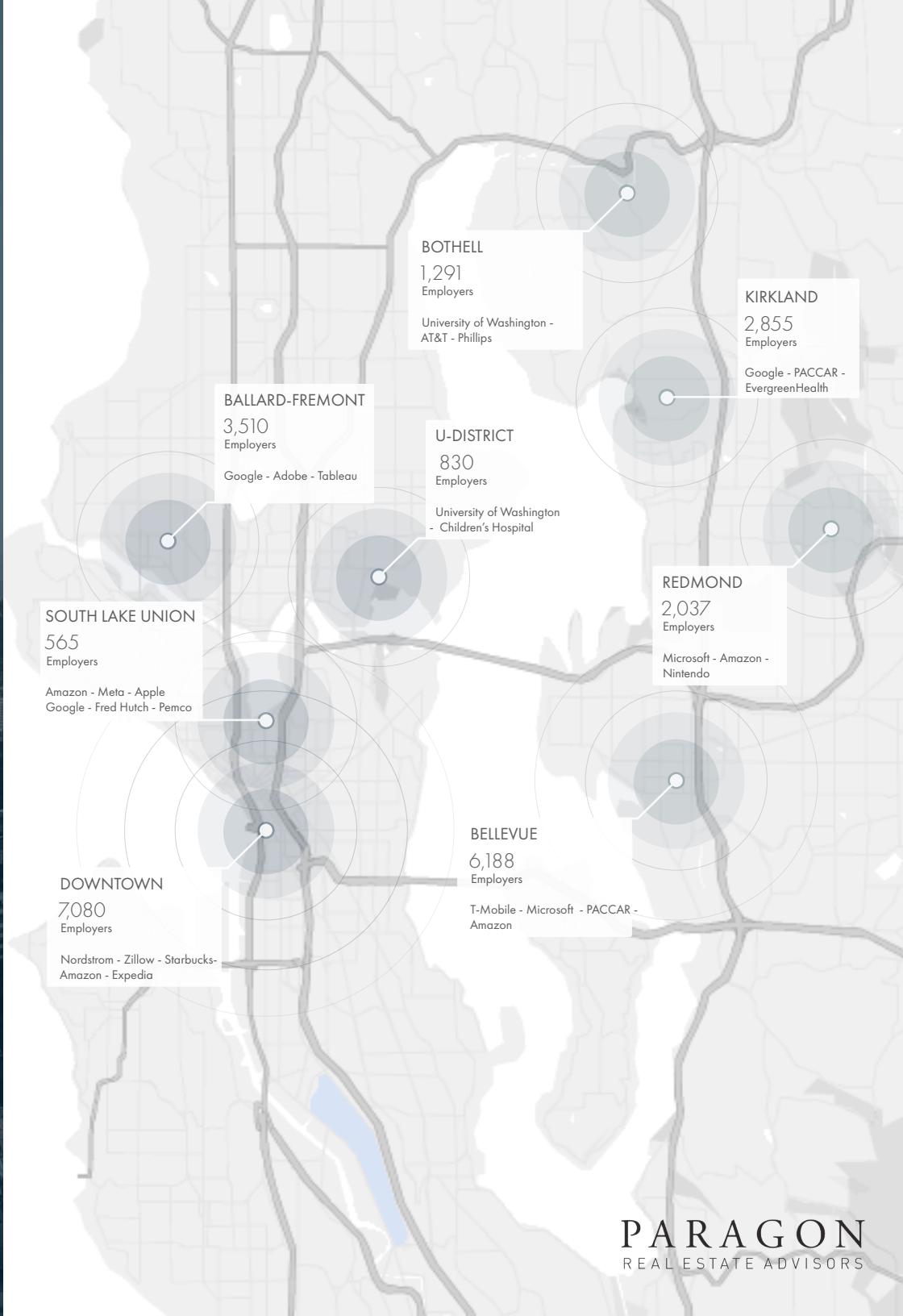
**University District:** Centered around the **University of Washington**, it is a focal point for education and research

**Fremont & Ballard:** These neighborhoods host a mix of tech companies, and creative industries, major employers include **Google**

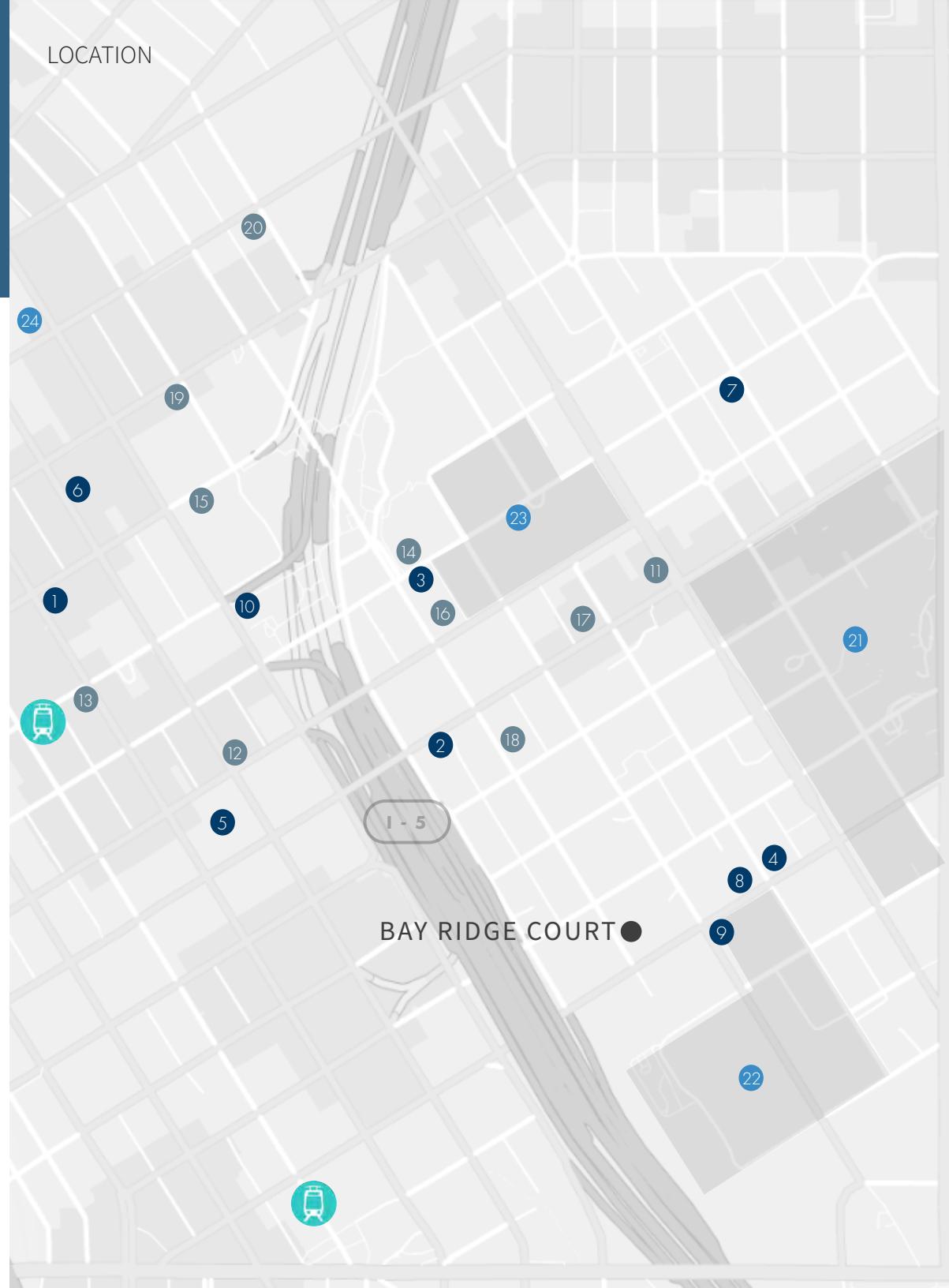
**SODO:** The industrial and manufacturing hub of the city, and home to the global headquarters of **Starbucks**

### Greater Seattle Area:

- **Microsoft:** Headquartered in Redmond
- **T-Mobile:** Headquartered in Bellevue
- **Costco:** Headquartered in Issaquah
- **Boeing:** Major facilities in Everett, Auburn, and Frederickson



## LOCATION



## SHOPS & SERVICES

1. PCC Market
2. Metropolitan Grocery & Deli
3. Han's Deli & Grocery
4. Leon Coffee House
5. Seattle Public Library
6. Olympia Coffee Roasting
7. Piedmont Café
8. 76 - First Hill
9. Stockbox First Hill Grocery
10. Voxx Coffee

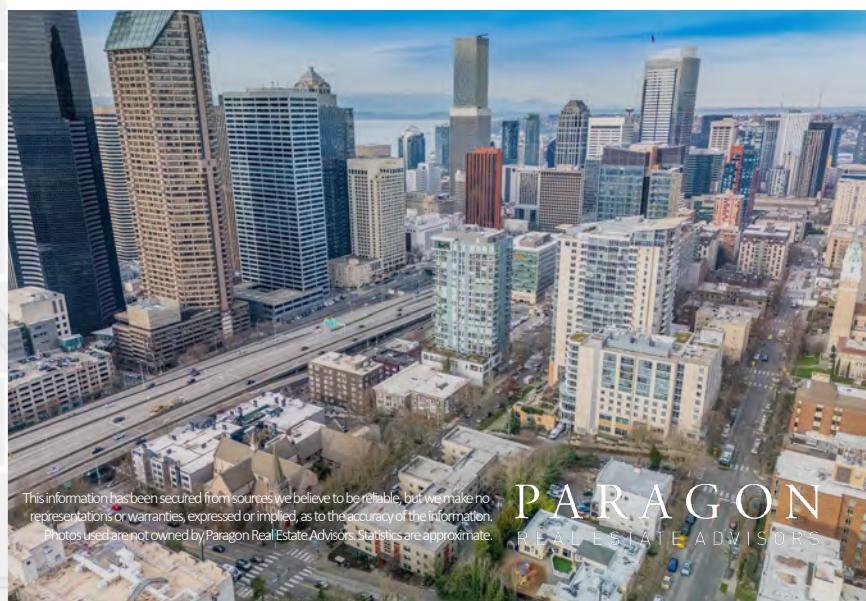
## RESTAURANTS & BARS

11. The Hideout
12. Tulio
13. Purple Café and Wine Bar
14. A Pizza Mart
15. Cortina Café
16. Ananas Pizzeria
17. The Fireside Room
18. Sushi Kanpai
19. Alder & Ash
20. Dough Zone

## MAJOR EMPLOYERS

21. Swedish Hospital
22. Harborview Medical Center
23. Virginia Mason Medical Center
24. Nordstrom
25. Seattle University

 - Link Light Rail Station

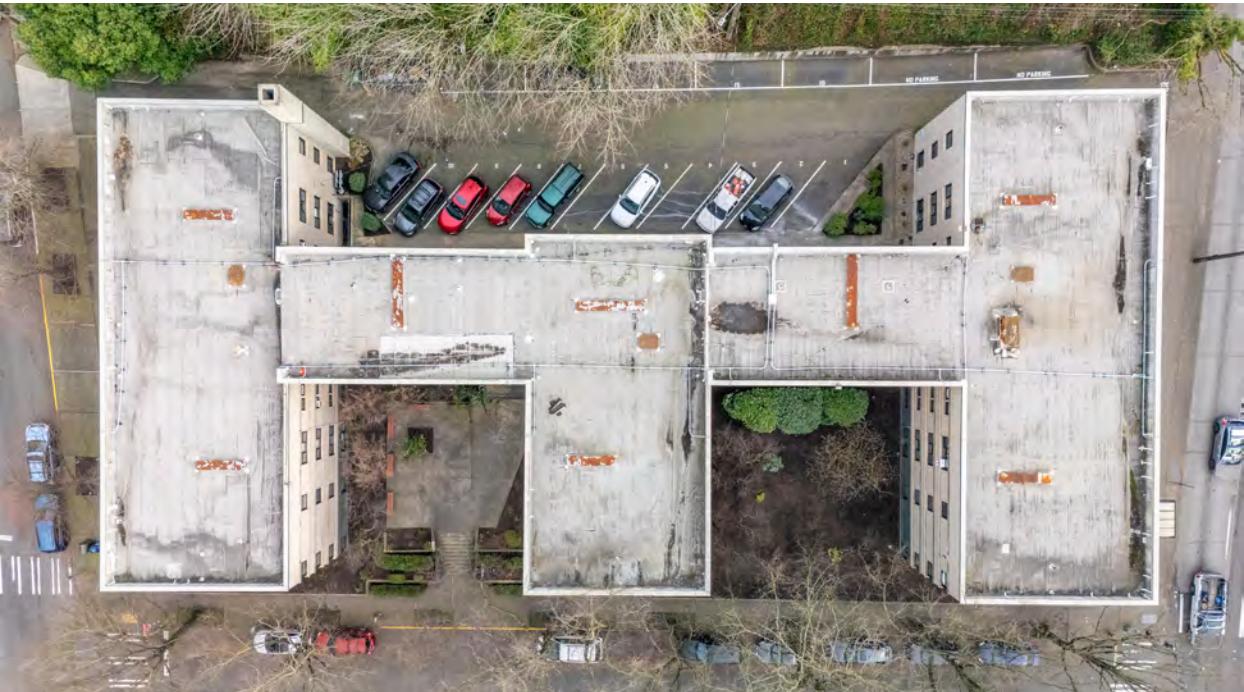
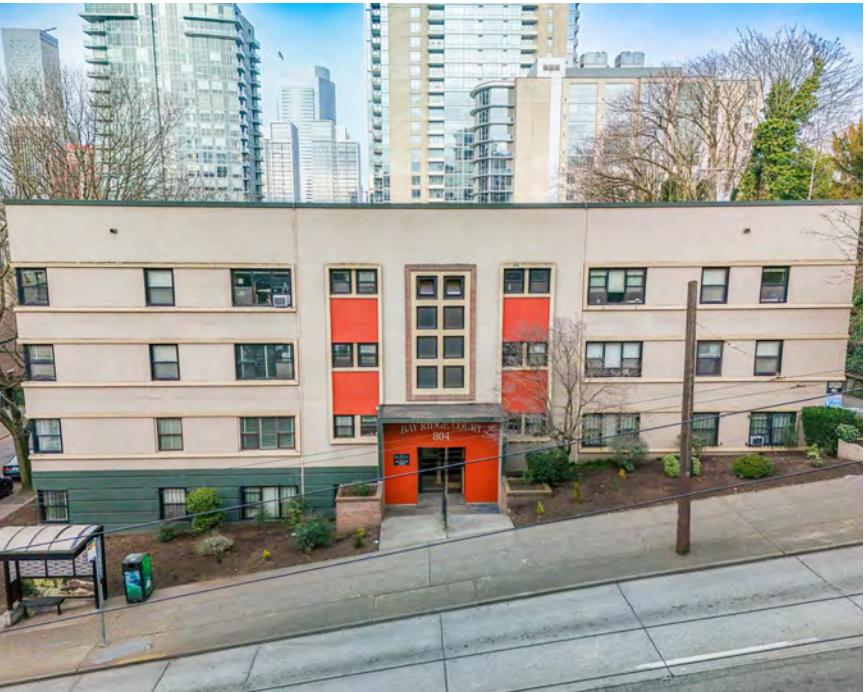


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PROPERTY DETAILS

# EXTERIORS



PROPERTY DETAILS

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PROPERTY DETAILS

# INTERIORS - UNIT A208



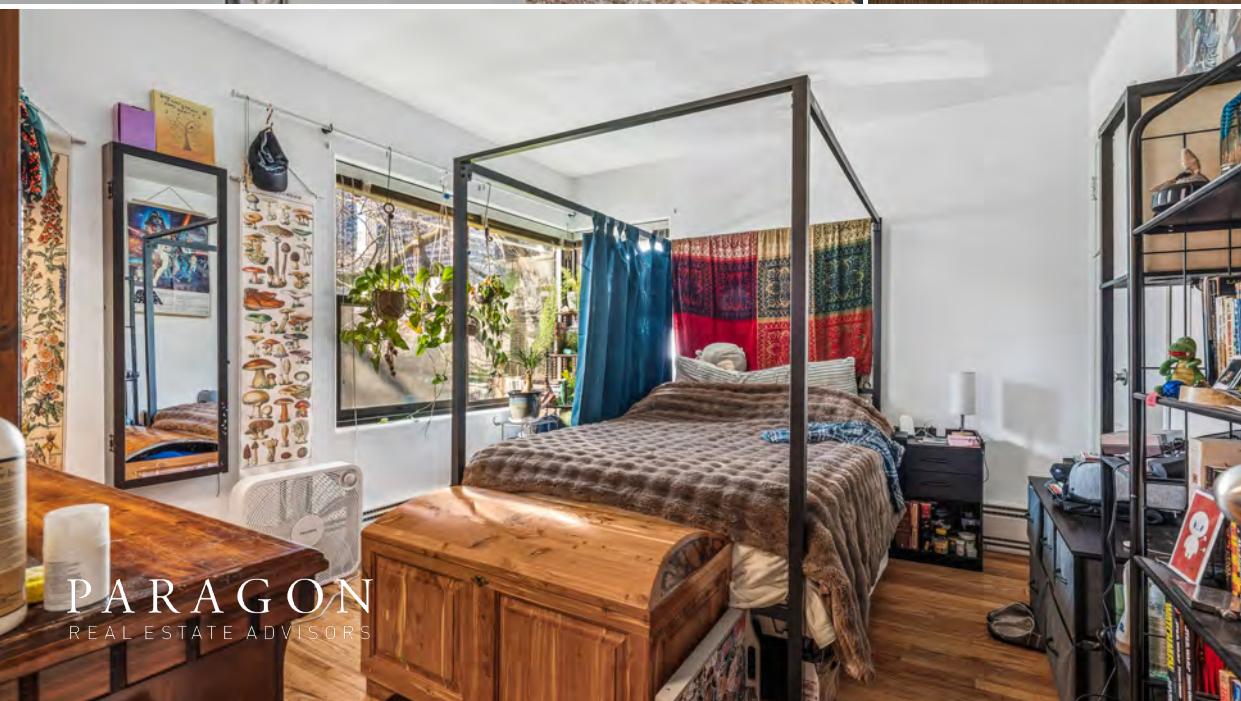
PROPERTY DETAILS

# INTERIORS - UNIT B308



PROPERTY DETAILS

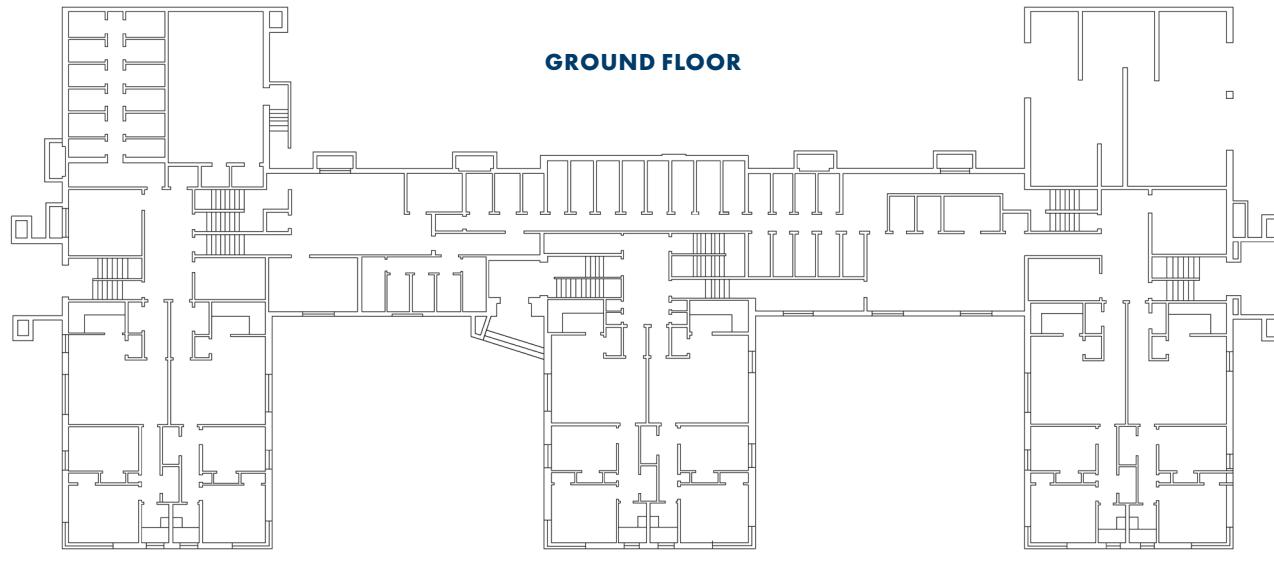
# INTERIORS - UNIT C202



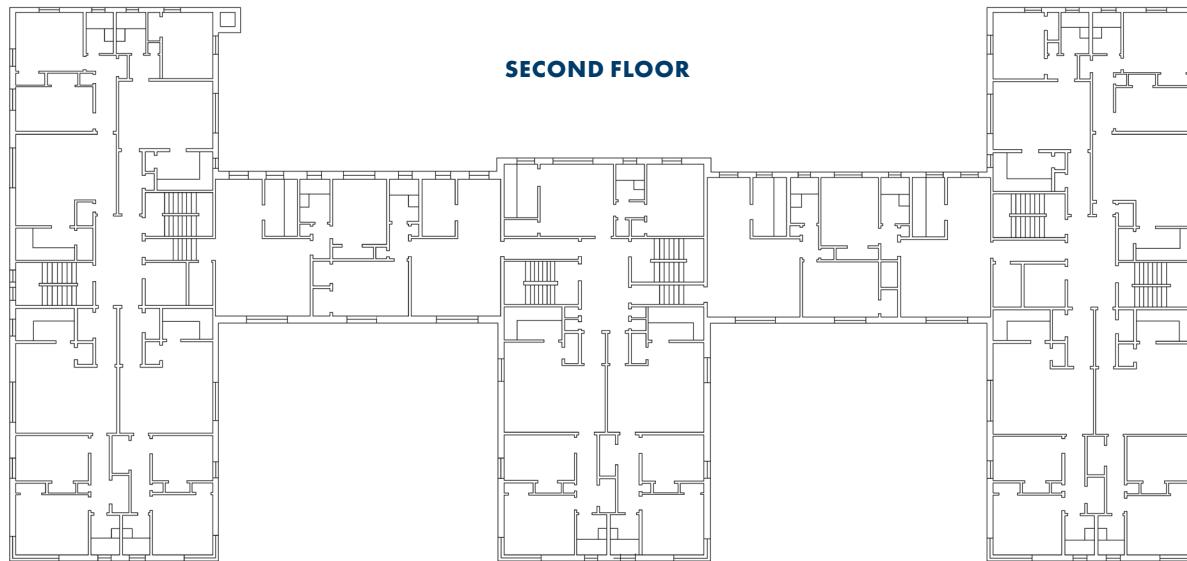
# INTERIORS - COMMON AREAS



# FLOOR PLANS

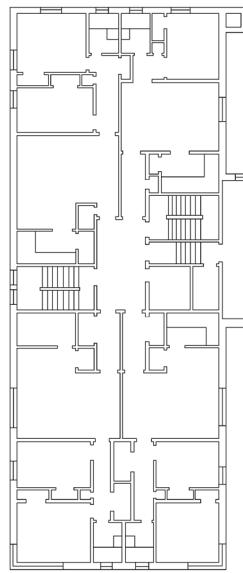


GROUND FLOOR

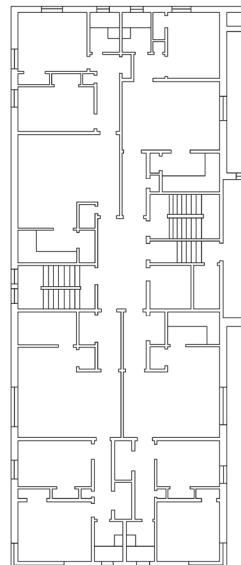
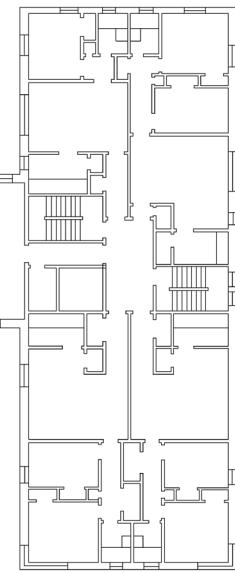


SECOND FLOOR

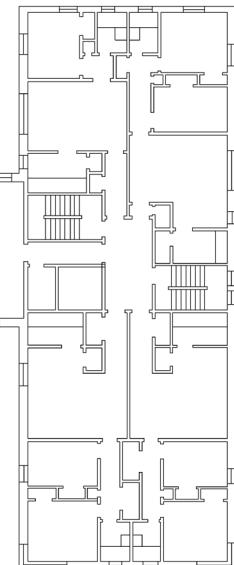
# FLOOR PLANS



THIRD FLOOR



FOURTH FLOOR



# INCOME & EXPENSES

UNITS	UNIT TYPE	SIZE	CURRENT RENT	MARKET RENT	RENO RENT
1	Studio	275	\$695	\$900	\$1,150
21	1BD/1BTH	601	\$1,391	\$1,525	\$1,775
29	2BD/1BTH	680	\$1,703	\$1,795	\$1,975
<b>51</b>	<b>Total/Avg</b>	<b>640</b>	<b>\$2.43</b>	<b>\$2.60</b>	<b>\$2.93</b>

MONTHLY INCOME	CURRENT	MARKET	RENO
<b>Monthly Scheduled Rent</b>	<b>\$79,303*</b>	<b>\$84,980</b>	<b>\$95,700</b>
Utility Income	\$4,189	\$7,273	\$7,273
Parking Income	\$1,200	\$1,600	\$1,600
Pet Rent	\$0	\$420	\$420
Storage Income	\$260	\$950	\$950
Laundry Income	\$683	\$683	\$683
Other Income	\$135	\$510	\$510
<b>Total Monthly Income</b>	<b>\$85,770</b>	<b>\$96,416</b>	<b>\$107,136</b>

\*Rents use a rent increase schedule that goes into place June 2026.

\*\*Property is highly over assessed. Taxes used assume buyer appeals the assessed value to \$13,200,000.

ANNUALIZED OPERATING DATA	CURRENT	MARKET	RENO
<b>Scheduled Gross Income</b>	<b>\$1,029,236</b>	<b>\$1,156,988</b>	<b>\$1,285,628</b>
Less Vacancy (5%)	\$30,877	\$57,849	\$64,281
Gross Operating Income	\$998,359	\$1,099,138	\$1,221,346
Less Expenses	\$472,323	\$461,471	\$466,359
<b>Net Operating Income</b>	<b>\$526,036</b>	<b>\$637,667</b>	<b>\$754,987</b>
ANNUALIZED OPERATING EXPENSES	CURRENT	MARKET	RENO
RE Taxes	Mileage Rate at \$13.2 Million	\$121,363**	\$121,363
Insurance	2025 / Proforma	\$37,715	\$47,175
Utilities	2025 Actual	\$102,675	\$102,675
Maint/Repairs	Proforma	\$48,450	\$48,450
Payroll	2025 / Proforma	\$54,023	\$36,720
Professional Management	4% Fee	\$39,934	\$43,966
Admin/Marketing	2025 Actual	\$9,458	\$9,458
Accounting	Proforma	\$2,500	\$2,500
Landscaping	Proforma	\$15,000	\$15,000
Fire/Safety & Pest Control	2025 Actual	\$2,289	\$2,289
Turnover	2025 / Proforma	\$24,891	\$17,850
Reserves	Proforma	\$14,025	\$14,025
<b>Total Expenses</b>	<b>\$472,323</b>	<b>\$461,471</b>	<b>\$466,359</b>

# SALES COMPARABLES



## Bay Ridge Court

804 James St, Seattle, WA

Year Built 51  
Units 1948  
Price Unpriced



## Park Manor

535 13th Ave E, Seattle, WA 98102

Year Built 1953  
Units 59  
Sales Price \$13,000,000  
Price/Unit \$220,339  
Price/Foot \$308  
CAP Rate 5.2%  
Sale Date 11/04/2025



## Denny Apartments

2424 E Denny Way, Seattle, WA 98122

Year Built 1950  
Units 18  
Sales Price \$3,250,000  
Price/Unit \$180,556  
Price/Foot \$296  
CAP Rate 5.5%  
Sale Date 09/26/2025



## Honeysuckle Apartments

202 19th Ave E, Seattle, WA 98112

Year Built 1978  
Units 30  
Sales Price \$5,930,000  
Price/Unit \$197,667  
Price/Foot \$336  
CAP Rate 5.7%  
Sale Date 08/11/2025



## Regan Lee Apartments

603 3rd Ave W, Seattle, WA 98119

Year Built 1929  
Units 24  
Sales Price \$5,140,000  
Price/Unit \$214,167  
Price/Foot \$411  
CAP Rate 4.3%  
Sale Date 05/20/2025



## Chateau Apartments

119 19th Ave, Seattle, WA 98122

Year Built 1963  
Units 21  
Sales Price \$5,750,000  
Price/Unit \$273,810  
Price/Foot \$306  
CAP Rate 5.3%  
Sale Date 02/21/2025



## Corona Apartments

433 Belmont Ave E, Seattle, WA 98102

Year Built 1960  
Units 41  
Sales Price \$8,995,900  
Price/Unit \$219,412  
Price/Foot \$360  
CAP Rate 5.2%  
Sale Date 12/12/2024

# SALES COMPARABLES

**1. PARK MANOR** - Seattle, WA 98102

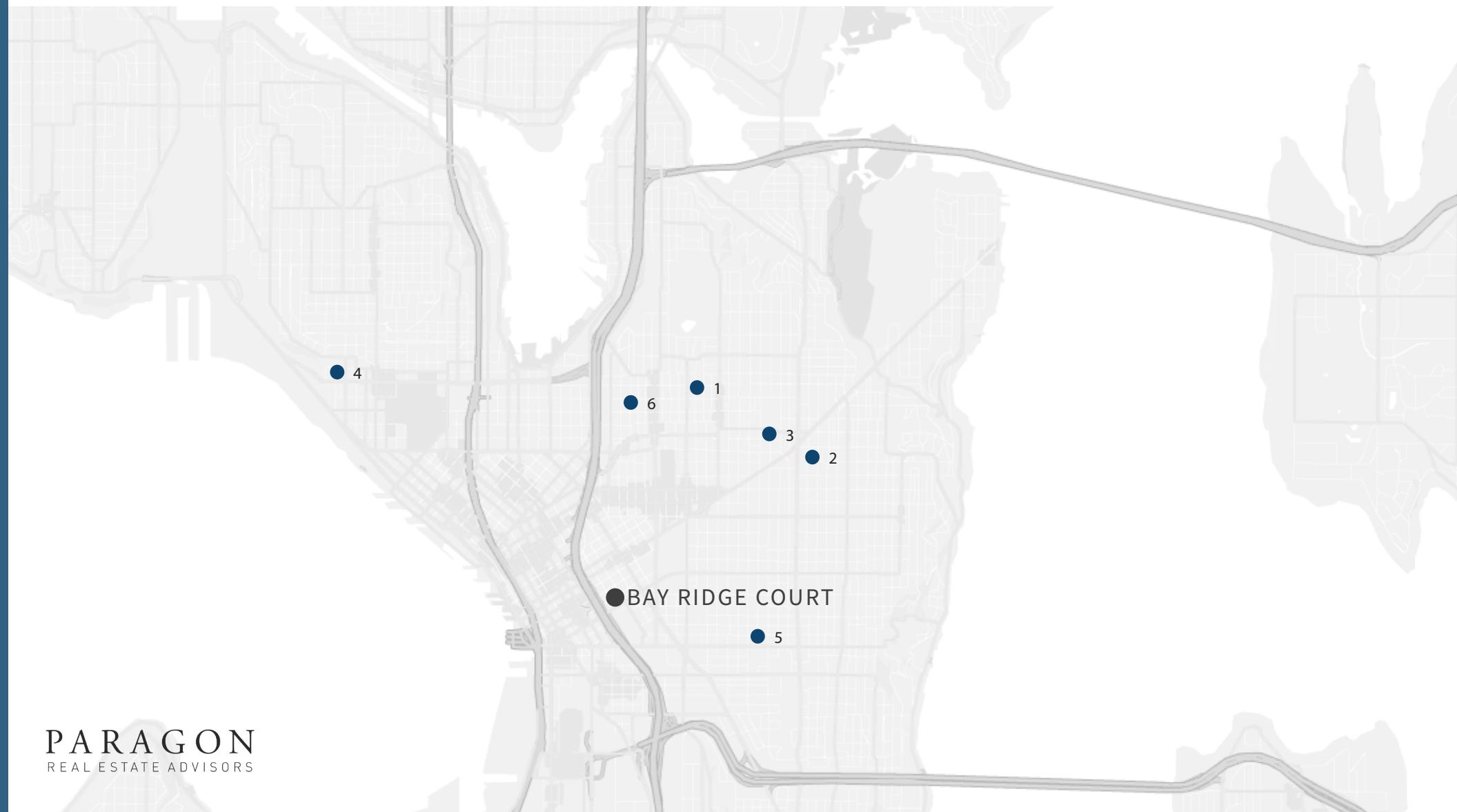
**2. DENNY APARTMENTS** - Seattle, WA 98122

**3. HONEYSUCKLE APARTMENTS** - Seattle, WA 98112

**4. REGAN LEE APARTMENTS** - Seattle, WA 98119

**5. CHATEAU APARTMENTS** - Seattle, WA 98122

**6. CORONA APARTMENTS** - Seattle, WA 98102



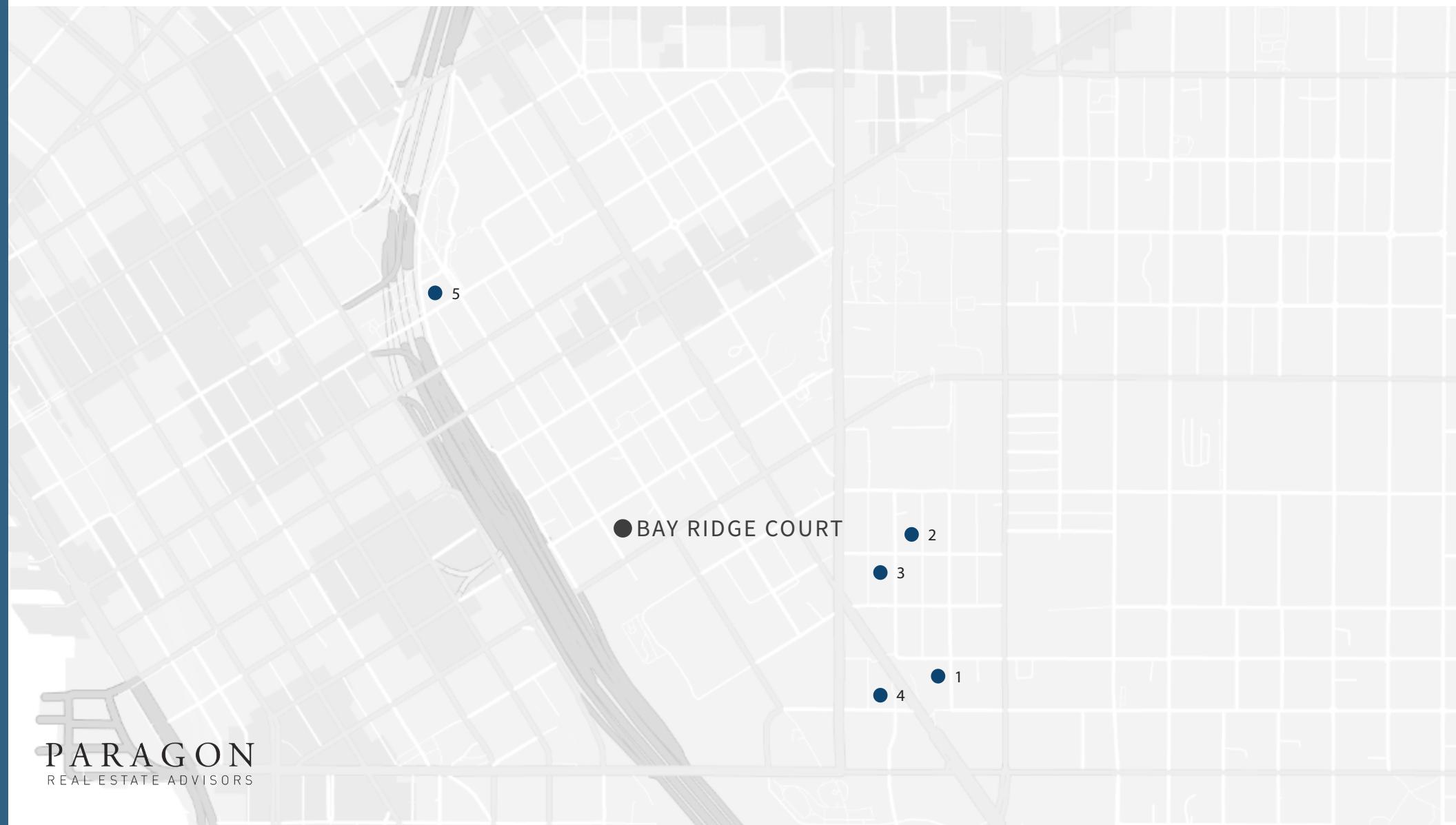
# RENT COMPARABLES

	ADDRESS	BUILT	UNITS	UNIT TYPE	UNIT SIZE	RENT	RENT/SF
	<b>Bay Ridge Court</b> 804 James St, Seattle, WA	1948	51	Studio 1BD/1BTH 2BD/1BTH	275 601 680	\$695 \$1,391 \$1,703	\$2.43
	<b>Star Apartments</b> 167 & 170 11th Ave, Seattle, WA	1901	30	1BD/1BTH 1BD/1BTH	772 775	\$1,770 \$2,095	\$2.29 \$2.70
	<b>First Hill Apartments</b> 400 10th Ave, Seattle, WA	1985	47	1BD/1BTH	510	\$1,450	\$2.84
	<b>Hill House Apartments</b> 321 10th Ave, Seattle, WA	1989	27	2BD/1BTH	720	\$1,895	\$2.63
	<b>First Hill Fourplex</b> 914 1/2 E Fir St, Seattle, WA	1927	4	2BD/1BTH	877	\$1,895	\$2.16
	<b>Exeter Seattle</b> 720 Seneca St, Seattle, WA	1927/ 2016	115	Studio 1BD/1BTH	511 739	\$1,409 \$1,815	\$2.76 \$2.46

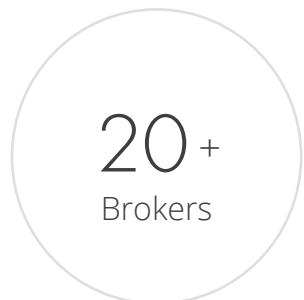
# RENT COMPARABLES

- 1. STAR APARTMENTS** - Seattle, WA 98122
- 2. FIRST HILL APARTMENTS** - Seattle, WA 98122
- 3. HILL HOUSE APARTMENTS** - Seattle, WA 98122

- 4. FIRST HILL FOURPLEX** - Seattle, WA 98122
- 5. EXETER SEATTLE** - Seattle, WA 98122



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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.



Check out our website! **ParagonREA.com**

Puget Sound's Premiere  
Commercial Real Estate Brokerage

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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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