

VALLEY REAL ESTATE NEWS

A look at our local Commercial Real Estate Market

Q1-Q2 2015

This Valley Real Estate Newsletter is intended to give local companies and building owners an accurate, concise overview of current market conditions. Within this newsletter you will find information on current trends in rental rates and sale prices, as well as recent sale comps in the market.

About Stelzer Clark, LLC

Stelzer Clark, LLC is a full service commercial real estate company offering leasing, sales, consulting and development of several product types of commercial real estate in Central Washington. We specialize in office buildings, retail properties, warehouse and distribution facilities along with numerous land sites.

Our services include:

- ▶ Sales & Leasing
- ▶ Tenant Representation
- ▶ Landlord Representation
- ▶ Investment Analysis
- ▶ Business Consulting
- ▶ Mergers & Acquisitions
- ▶ Growth Strategy Development

If you need further information on market conditions for both sales and leasing, please feel free to contact us.

Phone: 509.248.4530

Visit us on the web at:
www.stelzerclark.com

MARKET OVERVIEW

Stelzer Clark, LLC is happy to present you with our bi-annual newsletter. Paul Stelzer and Scott Clark, both local to Yakima teamed up 2 years ago to form a Real Estate Brokerage and Consulting Firm. Paul specializes on the Real Estate Brokerage side where Scott is on the Business Sales/Consulting side and Development.

There was a strong start to 2015 after a high from 2014. There continues to be greater activity as we progress into the year on all fronts in the commercial real estate sector.

A few recent notable deals Stelzer Clark has had the privilege of handling are: the 62,000SF expansion of Peninsula Packaging to accommodate their growing business, and a 42,000SF lease to new Tenant SunRype Products U.S.A., Inc. at MS Riverpark (the former Ace Hardware Distribution Center). We facilitated the disposition of a local Franchisee in his ownership of several locations in the automotive field. We also completed a long-term lease renewal with Cummins; keeping them in their long-standing location visible off Interstate 82. Lastly, we are pleased with the sale of The Park Building in downtown Yakima. Community Resource Group purchased the ±10,000SF building for their growing office needs. This area has notoriously been difficult to sell any office product over the last several years, so this transaction is a good sign on all levels.

Thank you to all of our clients who support Stelzer Clark, we look forward to continued growth & success moving through 2015. It is shaping up to be a banner year in the commercial real estate market for the Yakima Valley.

We look forward to updating you further as the year progresses and we would be happy to discuss more in-depth market information with you at your convenience. We are aware of some off-market opportunities along with a database of helpful lease comps, and other relevant real estate data. Please let us know how we can be of assistance.

Quick Market Stats



Sale prices are up



Number of sale transactions are up



Lease rates are up



Vacancy rates are down

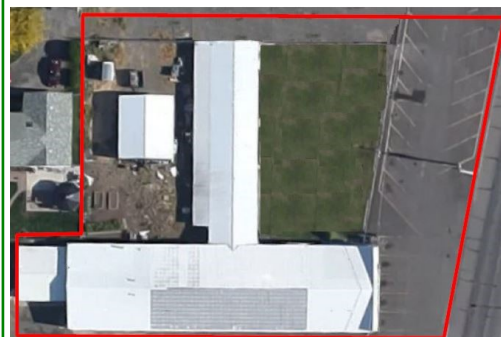
RECENT NOTABLE TRANSACTION



MS Riverpark - 2801 River Road, Yakima, WA

Stelzer Clark, LLC is happy to announce their involvement in assisting with several recent transactions at MS Riverpark. First was the expansion of Peninsula Packaging, taking an additional +/- 62,000 square feet in the building. Additionally, SunRype Products U.S.A., Inc. moved part of their operation to MS Riverpark taking +/- 42,000 square feet.

FEATURED LISTING (FORMER CLOVERLEAF)



4110 Main Street | Union Gap, WA

Property Type: Flex Warehouse/Retail

Square Feet: 7,700 SF

Lease Rate: Negotiable

Sale Price: Negotiable

Established commercial location; Highly visible with pole & building signage; Clear span; Abundant parking; TI's available; 2 GL doors; Good storage area & shop space.



Paul Stelzer

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Paul specializes in industrial and office property sales and leasing. Focusing on the Yakima Valley and Central Washington Markets, he has recently completed a large number of transactions in both sales and leasing.

While owning and managing his own real estate company, he is given an edge when working with his clients as he understands both aspects of running a business and a client's real estate needs. With 15 years of experience and knowledge in real estate, he is able to provide outstanding representation. His knowledge of potential availabilities both on and off the market, along with his market awareness, helps him in providing his clients many opportunities.

Partial Client List:

Del Monte Foods, Inc.
The Dolsen Companies
Silagi Development & Management, Inc.
Roy Farms, Inc.
Peninsula Packaging Co.
Oxarc, Inc.
Cummins, Inc.
Jeld-Wen, Inc.
Prestige Care, Inc.



STELZER CLARK, LLC

REAL ESTATE | CONSULTING
DEVELOPMENT

Exclusive Industrial Listings

MS RIVERPARK

2801 River Rd. | Yakima, WA

- 52,460 SF Available (11,220 SF Office)
- \$ 0.35/SF Shell, \$.65/SF Office, NNN

FORMER PACKAGING PLUS FACILITY

2407 Longfibre Ave. | Yakima, WA

- ± 89,200 SF Available (±2,000 SF Office)
- \$0.35/SF, NNN or for sale \$3,500,000

FORMER CLOVERLEAF

4110 Main St. | Union Gap, WA

- 7,700 SF Available
- Lease Rate...Negotiable
- Sale Price...Negotiable

KEYS ROAD INDUSTRIAL PARK

521 Keys Rd. | Yakima, WA

- 50,000 SF Available (Demisable)
- \$0.35/SF, NNN

CASCADE PARKWAY

1015 E Lincoln Ave. | Yakima, WA

- 66,305 SF Available (4,500 Office)
- Lease Rate and TI Package Negotiable

3107 W WASHINGTON AVENUE

Yakima, WA

- 10,470 SF Available
- \$0.45/SF

Exclusive Office/Retail Listings

CASCADE PARKWAY

1015 E Lincoln Ave. | Yakima, WA

- 66,305 SF Available (4,500 Office)
- Lease Rate...Negotiable

FORMER CLOVERLEAF

4110 Main St. | Union Gap, WA

- 7,700 SF Available
- Lease Rate...Negotiable
- Sale Price...Negotiable

FORMER PRESTIGE CARE, INC.

912 Hillcrest Road | Grandview, WA

- 17,280 SF Available
- Sublease Rate...Negotiable
- Also Available for Purchase

ZILLAH PROFESSIONAL BUILDING

1002 VINTAGE VALLEY PKWY | Zillah, WA

- 4,290 SF Available
- \$12.00/SF/YR, NNN

40TH AVE PROFESSIONAL CENTER

1015 S 40th Ave., Suite 10/17 | Yakima, WA

- 2,136 SF Available
- \$12.50/SF/YR or for sale \$265,000

DEL MONTE OFFICE BUILDING

2506 Terrace Heights Dr. | Yakima, WA

- 4,156 SF Available
- \$8.00/SF/YR, NNN
- Also Available for Purchase

PENDING

MS RIVERPARK

2801 River Rd. | Yakima, WA

- 11,220 SF Available
- \$7.00/SF/YR, NNN

Exclusive Land Listings

AHTANUM RD/ S 5TH AVE

Union Gap, WA

- 19.59 Acres
- Sale price \$250,000

PENDING

E R STREET DEVELOPMENT

505, 509 & 511 E R St. | Yakima, WA

- 0.45 Acres
- Sale price \$105,000

RACQUET LANE LAND

2400 & 2506 Racquet Ln. | Yakima, WA

- 0.72 Acres & 0.95 Acres
- Sale price \$282,268 & \$413,820

TERRACE HEIGHTS BUSINESS PARK

Keys Rd/Terrace Heights Dr. | Yakima, WA

- Lot 10; 7.44 Acres & Lot 11; 241,631 SF
- For sale @ \$3.00/SF & \$6.00/SF

R & R LAND

8970 Postma Rd. | Moxee, WA

- 22.62 Acres of Commercial/Industrial land
- \$2.50-3.50/SF

LONGFIBRE LAND

Longfibre/Whitman St. | Yakima, WA

- 6.99 Acres
- Sale price \$1,142,000