

**Commercial Revalue**

**2013 Assessment roll**

# **AREA**

# **85**

**King County, Department of Assessments  
Seattle, Washington**

**Lloyd Hara, Assessor**



## **King County**

**Department of Assessments**

**Accounting Division**

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***Lloyd Hara***  
***Assessor***

Dear Property Owners:

Property assessments for the 2013 assessment year are being completed by my staff throughout the year and change of value notices are being mailed as neighborhoods are completed. We value property at fee simple, reflecting property at its highest and best use and following the requirement of RCW 84.40.030 to appraise property at true and fair value.

We have worked hard to implement your suggestions to place more information in an e-Environment to meet your needs for timely and accurate information. The following report summarizes the results of the 2013 assessment for this area. (See map within report). It is meant to provide you with helpful background information about the process used and basis for property assessments in your area.

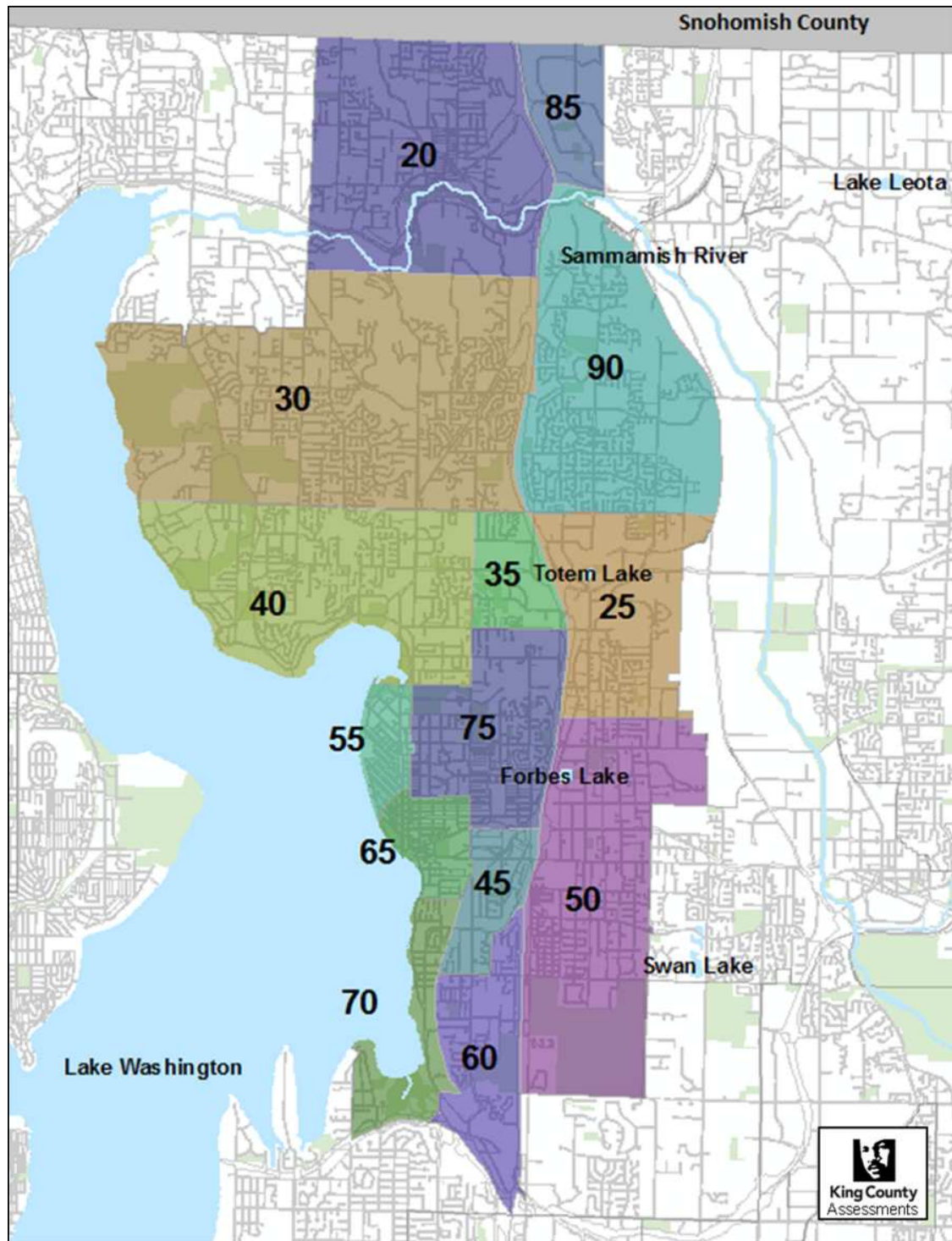
Fair and uniform assessments set the foundation for effective government and I am pleased that we are able to make continuous and ongoing improvements to serve you.

Please feel welcome to call my staff if you have questions about the property assessment process and how it relates to your property.

Sincerely,

Lloyd Hara  
Assessor

## Area 85



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# Executive Summary Report

**Appraisal Date 1/1/13**

## **Geographic Appraisal Area:**

- Area 85: Bothell/Kirkland - NE Lake Washington Corridor
- Previous Physical Inspection: 01/2012

## **Sales – Improved Summary**

- Number of Sales: 48
- Range of Sales Dates: 01/20/2010 – 12/28/2012

## **Sales – Ratio Study Summary**

<b>Sales--Improved Valuation Change Summary</b>				
	Mean Assessed Value	Mean Sale Price	Ratio	COD*
2012 Value	\$2,541,300	\$2,881,500	88.20%	12.97%
2013 Value	\$2,608,100	\$2,881,500	90.50%	10.91%
Abs. Change	\$66,800		2.30%	-2.06%
% Change	2.63%		2.61%	-15.88%

\*COD is a measure of uniformity, the lower the number the better the uniformity

The 2013 sales ratio of 90.5% was partly influenced by the significant number of owner/user sales that have occurred in the area. With interest rates near record lows, some small businesses that were able to ride out and recover from the recent recession have found that owning instead of leasing their locations has become feasible, oftentimes paying a premium over what an investment buyer would be willing to pay.

Sales used in analysis: All improved sales that were verified as good that did not have characteristic changes between the date of sale and the date of appraisal were included in the analysis. Examples of sales that are not included in the analysis are: sales that are leased back to the seller; sold as a portion of a bulk portfolio sale; sales that had major renovation after sale, or have been segregated or merged since being purchased.

<b>Total Population - Parcel Summary Data</b>			
	Land	Improvements	Total
2012 Value	\$1,765,210,800	\$1,789,917,525	\$3,555,128,325
2013 Value	\$1,774,843,772	\$1,833,335,034	\$3,608,178,806
% Change	0.55%	2.43%	1.49%

- Number of Parcels in the Ratio Study Population: **1,416**, excluding specialties.

## **Conclusion and Recommendation:**

Total assessed values for the 2013 revalue have increased 1.49%.

The values recommended in this report improve uniformity and equity; therefore it is recommended they should be posted for the 2013 Assessment Year.

## **Analysis Process**

**Effective Date of Appraisal:** January 1<sup>st</sup>, 2013

**Date of Appraisal Report:** April 17<sup>th</sup>, 2013

### **Highest and Best Use Analysis**

**As if vacant:** Market analysis of this area, together with current zoning and current anticipated use patterns, indicate the highest and best use of the majority of the appraised parcels as commercial use. Any opinion not consistent with this is specifically noted in our records and considered in the valuation of the specific parcel.

**As if improved:** Based on neighborhood trends, both demographic and current development patterns, the existing buildings represent the highest and best use of most sites. The existing use will continue until land value, in its highest and best use, exceeds the sum of value of the entire property in its existing use and the cost to remove the improvements. We find that the current improvements do add value to the property, in most cases, and are therefore the highest and best use of the property as improved. In those properties where the property is not at its highest and best use, a nominal value of \$1,000.00 is assigned to the improvements.

**Interim Use:** In many instances a property's highest and best use may change in the foreseeable future. A tract of land at the edge of a city might not be ready for immediate development, but current growth trends may suggest that the land should be developed in a few years. Similarly, there may not be enough demand for office space to justify the construction of a multistory office building at the present time, but increased demand may be expected within five years. In such situations, the immediate development of the site or conversion of the improved property to its future highest and best use is usually not financially feasible.

The use to which the site is put until it is ready for its future highest and best use is called an interim use. Thus, interim uses are current highest and best uses that are likely to change in a relatively short time.

**Standards and Measurement of Data Accuracy:** Each sale was verified with the buyer, seller, real estate agent or tenant when possible. Current data was verified and corrected when necessary via field inspection.

### **Special Assumptions and Limiting Conditions**

All three approaches to value were considered in this appraisal.

- Sales from 01/01/2010 to 12/31/2012 (at minimum) were considered in all analyses.
- This report intends to meet the requirements of the Uniform Standards of Professional Appraisal Practice, Standard 6.

## Identification of the Area

### Name or Designation:

- **Area 85 (Bothell/Kirkland - NE Lake Washington Corridor)**

### Boundaries:

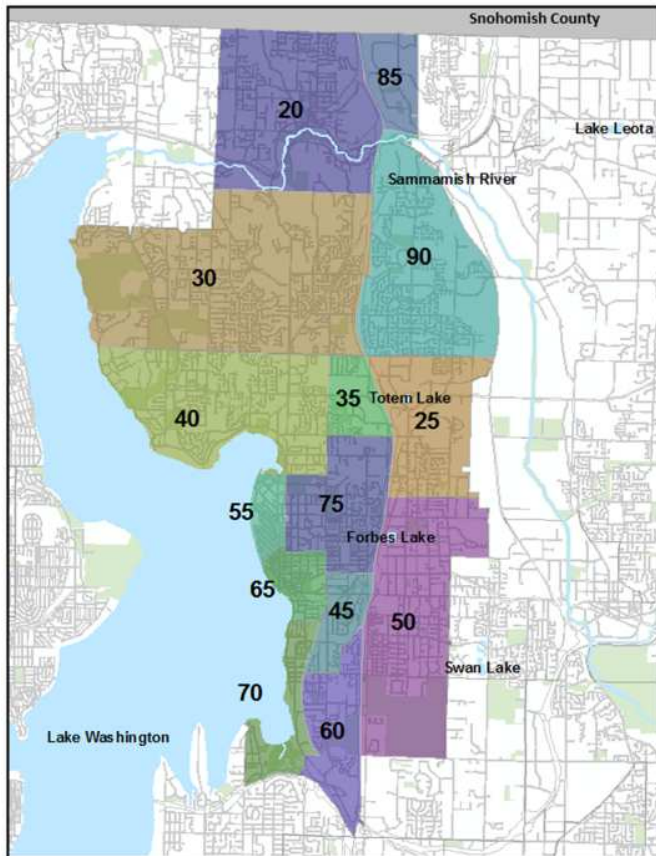
- West – Lake Washington and the western-most Bothell city limits
- North – Snohomish County
- East – Kirkland city limits
- South – Highway 520

### Maps:

A general map of the area is included at the beginning of this report, in addition to a smaller version displayed below. More detailed Assessor's maps are located on the 7th floor of the King County Administration Building.

### Area Description:

Geographic Area 85 consists of cities and neighborhoods located northeast of Lake Washington, which boundaries are generally defined as the King/Snohomish County line to the north, State Route 520 to the south, the Kirkland city limits to the east, and Lake Washington/western-most Bothell city limits to the west.



Within the Geographic Area 85, there are fourteen distinct neighborhoods that have been established for valuation purposes, totaling 1,416 parcels.

The City of Bothell is located in the northern sector of Area 85, while the City of Kirkland encompasses Area 85's southern end. In addition, the northwest portion of Area 85 also includes a small area that is within the City of Kenmore.

Located between the City of Bothell to the north and the City of Kirkland to the south are three neighborhoods known as North Juanita, Finn Hill, and Kingsgate.

Located furthest south in Area 85 is a small cluster of commercial properties that are within the City of Bellevue. These parcels are located just north of SR-520 and west of I-405.



### **City of Bothell: Area 85-20**

**Boundaries:** The City of Bothell is located at the north end of Lake Washington at the crossroads of State Highways 522 and 527, and Interstate 405.

- North – Snohomish County
- South – NE 155<sup>th</sup> Street
- East – Interstate 405
- West – City of Kenmore



**Neighborhood Description:** Bothell was incorporated in 1909 and still retains its historic charm with a small hometown feel - complete with family neighborhoods and parks, churches, educational facilities, and growing businesses. Residents may commute from Bothell to either Seattle or Everett, both of which are approximately 20 minutes away.

About half of Bothell is located in King County, with the remaining located within Snohomish County.

Bothell's Technology Corridor is a series of four modern business parks home to numerous producers of the fast growing high technology industries that makes Bothell more than a suburb. These developments—Canyon Park Business Center, North Creek, Quadrant North Creek and Quadrant Monte Villa Center—provide millions of square feet of office and production space to a wide range of companies. Recently, Google has expanded their presence and established a satellite office in Bothell. It was reported that the company had leased 58,000 square feet of space within Schnitzer North Creek.

The area offers unique regional shopping, such as the entertaining and a collection of antique and crafts dealers at Bothell's Country Village.



Currently, the City of Bothell is undergoing a major transformation. Over the last several years, the City of Bothell has acquired 25 acres throughout downtown as part of an ambitious revitalization plan. The downtown revitalization is in conjunction with two major transportation projects that will enhance State Routes 522 and 527 by shifting the placement of two major intersections. This highway realignment will reconnect the downtown to the riverfront and result in new development parcels. Numerous public and private development projects are slated to take shape within the downtown Bothell area over the next several years, dramatically changing the City of Bothell.

Construction work has begun on the highway realignment project and several private redevelopment projects have begun or are in the pipeline. For

example: Gateway Plaza, a phased project with 442 apartments and 45,000 square feet of commercial space, broke ground earlier this year and is progressing with earnest. Another project, The 104, a 115 unit mixed use project near main street is nearing completion. Work is slated to begin shortly on McMenamins redevelopment of the Anderson School building, a 76-year old former school that is to be transformed into a 70-room hotel with accompanying spa, pub, restaurant, and cinema. In addition, HealthPoint completed construction on their 17,480 square foot medical clinic on Beardslee Blvd. Several other private redevelopment projects are currently in the planning stage. The downtown Bothell area is anticipated to experience increasing amounts of development activity in 2013.





### **East Totem Lake (East of I-405): Area 85-25**

**Boundaries:** Area 85-25 is all vacant and improved commercial properties located proximate to Totem Lake Blvd., NE 124<sup>th</sup> Street, and NE 116<sup>th</sup> Street.

- North – NE 32<sup>nd</sup> Street
- South – NE 104<sup>th</sup> Street
- East – 182<sup>nd</sup> Avenue NE
- West – Interstate 405



**Neighborhood Description:** The predominant land uses within this neighborhood include a mixture of retail, industrial, multi-family, and low-rise medical office buildings. The northern sector of this neighborhood is dominated by medical office buildings choosing to be close to Evergreen Hospital, whereas, the central and southern portions of this neighborhood include retail oriented businesses, such as, Totem Lake Mall, line retail, restaurants, and car dealerships. The primary land uses within the eastside of this neighborhood include light-industrial service buildings, multi-family/condominium development, and Lake Washington Technical College. New construction within the East Totem Lake market area includes the recently completed 61-unit Francis Village affordable housing project on NE 124<sup>th</sup> St, and Slater 116, a 108-unit mixed use apartment building that is nearing completion on NE 116<sup>th</sup> St near Interstate-405.



### **Finn Hill/North Juanita: Area 85-30**

**Boundaries:** Area 85-30 is all vacant and improved commercial properties located proximate to 100<sup>th</sup> Avenue NE and Juanita Drive. 100<sup>th</sup> Avenue NE is the primary north/south neighborhood thoroughfare that connects the City of Kirkland to the City of Bothell, while Juanita Drive is the primary north/south neighborhood thoroughfare connecting the City of Kirkland to the City of Kenmore. On June 1<sup>st</sup>, 2011 the City of Kirkland completed annexation of the areas known as Finn Hill, North Juanita, and Kingsgate. As a result, much of area 85-30 that was previously within unincorporated King County is now within the City of Kirkland's jurisdiction.

- North – NE 155<sup>th</sup> Street
- South – NE 132<sup>nd</sup> Street
- East – Interstate 405
- West – Lake Washington



**Neighborhood Description:** The predominant land uses within this neighborhood include a mixture of retail, multi-family, and low-rise office buildings. Within this neighborhood are St. Edwards State Park and Bastyr University. Bastyr University is recognized as one of the leading naturopathic universities in the country. Last year the university completed construction of a new student housing village consisting of 11 individual LEED-built cottages, each housing 12 students. Each cottage is three-stories tall and incorporates a common living area, kitchen, study/laundry, and private bedrooms and baths.



### **West Totem Lake (West of I-405): Area 85-35**

**Boundaries:** Area 85-35 is all vacant and improved commercial properties located proximate to NE 124<sup>th</sup> Street and NE 120<sup>th</sup> Avenue NE. Within Area 85-35, NE 124<sup>th</sup> Street is the primary east/west commercial thoroughfare, whereas NE 120<sup>th</sup> Avenue NE is the primary north/south commercial thoroughfare.

- North – NE 132<sup>nd</sup> Street
- South – NE 116<sup>th</sup> Street
- East – Interstate 405
- West – 108<sup>th</sup> Avenue NE



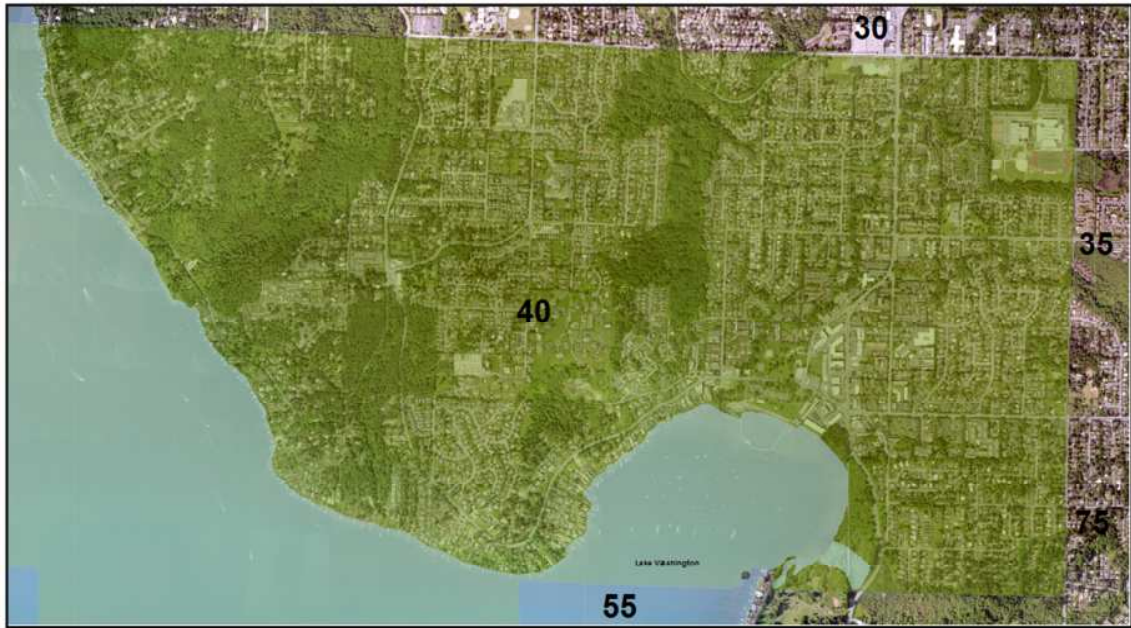
**Neighborhood Description:** The predominant commercial land uses within this neighborhood include a mixture of retail, industrial, multi-family, and low/mid-rise medical/office buildings. West Totem Lake is best known for its retail service core which includes line-retail, restaurants, and the Fred Meyer Shopping Complex. The area is also home to the Kirkland 405 Corporate center, a multi-building suburban office park home to numerous companies. In addition, the city of Kirkland recently acquired the former Costco Furniture Warehouse off of NE 118<sup>th</sup> St and intends to convert the property into the new Kirkland Public Safety Building. Construction is anticipated to begin late summer 2013 and will eventually be home to the city's police, corrections, and court services.



### **Juanita: Area 85-40**

**Boundaries:** Area 85-40 is all vacant and improved commercial properties located proximate to 98<sup>th</sup> Avenue NE and 100<sup>th</sup> Avenue NE. 98<sup>th</sup> Avenue NE and 100<sup>th</sup> Avenue NE are the primary north/south neighborhood commercial thoroughfares.

- North – NE 132<sup>nd</sup> Street
- South – Forbes Creek Dr.
- East – 108<sup>th</sup> Avenue NE
- West – Lake Washington



**Neighborhood Description:** The predominant commercial land uses within this neighborhood include a mixture of retail buildings, apartments, condominiums, and professional low rise office buildings. Juanita Village is a modern take on the traditional mixed-use residential/commercial urban neighborhood center that also serves as the heart of the community. Two significant multi-family developments are located in this area: Weidner Apartment Homes recently completed construction on the Ondine at Juanita Bay, a 102-unit apartment building on 98<sup>th</sup> Ave NE, across from Juanita Village. In addition, a 196-unit mixed-use apartment building with 18,000 square feet of commercial space located on a 2.33 acre lot within Juanita Village is currently under construction and should be completed this year.

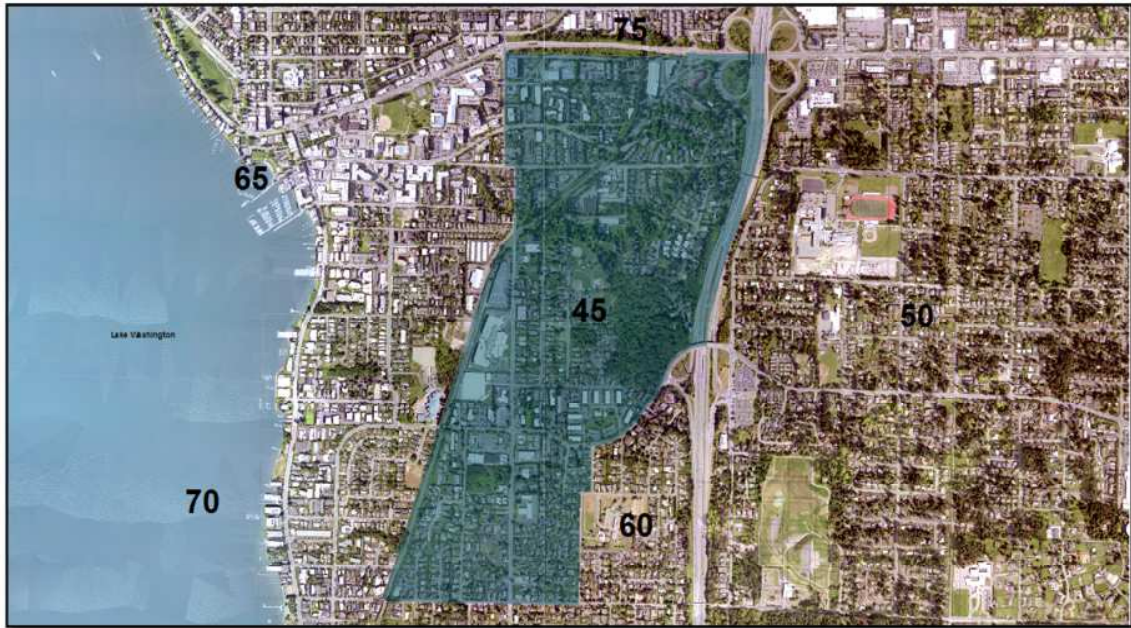




### **Houghton/South Kirkland: Area 85-45**

**Boundaries:** Area 85-45 is all vacant and improved commercial properties located proximate to 108<sup>th</sup> Avenue NE/6<sup>th</sup> Street S. and NE 68<sup>th</sup> Street. 108<sup>th</sup> Avenue/6<sup>th</sup> Street S. is the primary north/south neighborhood commercial thoroughfare, while NE 68<sup>th</sup> Street is the primary east/west neighborhood thoroughfare.

- North – NE 85<sup>th</sup> Street
- South – NE 60<sup>th</sup> Street
- East – Interstate 405
- West – Burlington Northern Railroad



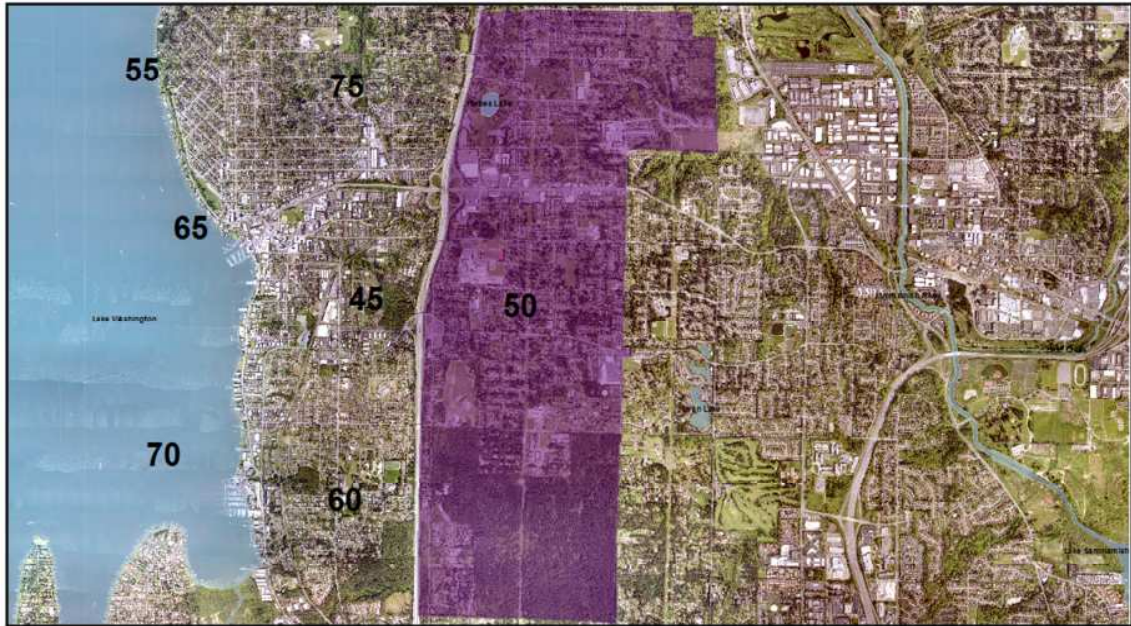
**Neighborhood Description:** The predominant commercial land uses within this neighborhood include a mixture of retail buildings and low to mid-rise office buildings. This area is also home to Google's 195,000 square foot Kirkland campus. The most significant news in this area is the announcement that Google intends to double the size of their Kirkland campus with the addition of two new office buildings containing 160,000 square feet of office area. The buildings are to be located immediately west of the current campus and are expected to open in 2015.



### **East Kirkland (East of I-405): Area 85-50**

**Boundaries:** Area 85-50 is all vacant and improved commercial properties located proximate to NE 85<sup>th</sup> Street. NE 85<sup>th</sup> Street is the primary east/west commercial thoroughfare connecting downtown Kirkland to Redmond.

- North – NE 100<sup>th</sup> Street
- South – NE 40<sup>th</sup> Street
- East – 132<sup>nd</sup> Place NE
- West – Interstate 405



**Neighborhood Description:** The predominant land uses within this neighborhood include a mixture of retail, low-rise office buildings, and some multi-family units. The retail oriented businesses include neighborhood shopping centers, line retail, restaurants, and car dealerships. The four major businesses within this neighborhood include Costco, Lee Johnson Chevrolet, Honda of Kirkland, and Safeway. Very little new construction has occurred in this neighborhood over the past year. The Central Park Tennis Club completed construction on a new 31,440 square foot expansion that includes 4 indoor tennis courts, as well as associated facilities. In addition, a new Taco Time was constructed at the corner of NE 85<sup>th</sup> St & 120<sup>th</sup> Ave NE, the site of a former gas station.



### **NW Kirkland (Market Street): Area 85-55**

**Boundaries:** Area 85-55 is all vacant and improved commercial properties located proximate to Market Street. Market Street is the primary north/south neighborhood thoroughfare connecting downtown Kirkland to the neighborhood of Juanita.

- North – Forbes Creek
- South – 10<sup>th</sup> Avenue
- East – 1<sup>st</sup> Street
- West – Lake Washington

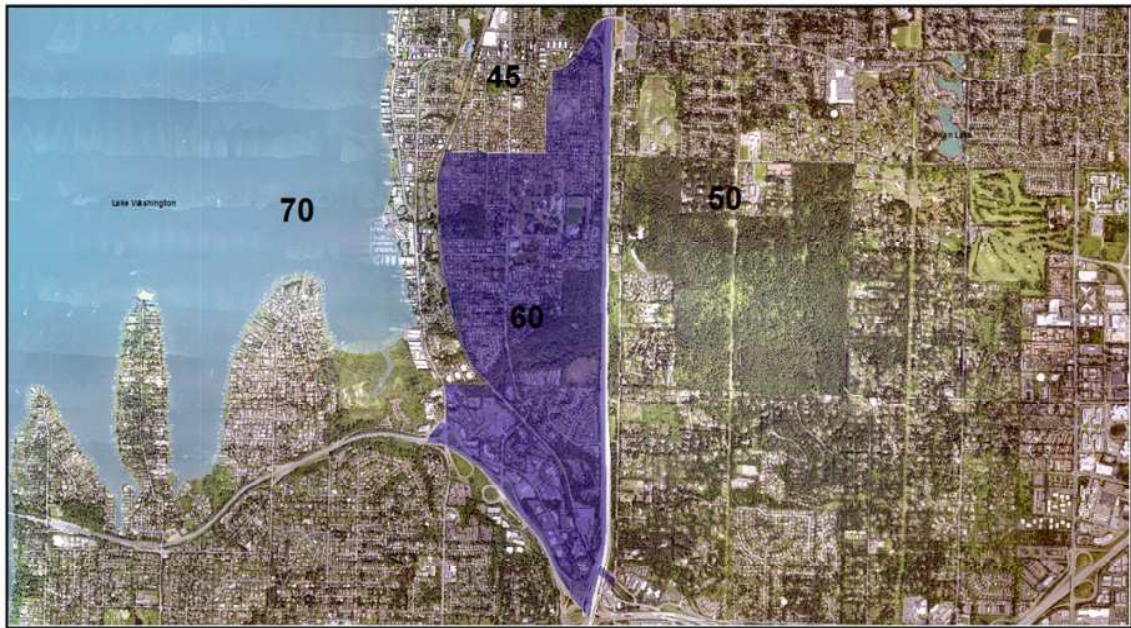


**Neighborhood Description:** The predominant land uses within this neighborhood include small neighborhood retail businesses and low-rise office buildings. No new construction activity has occurred in this neighborhood over the past year.

### **SE Kirkland: Area 85-60**

**Boundaries:** Area 85-60 is all vacant and improved commercial properties located proximate to 108<sup>th</sup> Avenue NE and Northup Way. Within Area 85-60, 108<sup>th</sup> Avenue NE is the primary north/south neighborhood thoroughfare, while Northup Way is the primary east/west commercial thoroughfare. The commercial properties located along Northup Way are located within the City of Bellevue. These parcels are located just north of SR-520 and west of I-405.

- North – NE 68<sup>th</sup> Street
- South – SR 520
- East – Interstate 405
- West – Lake Washington Blvd.



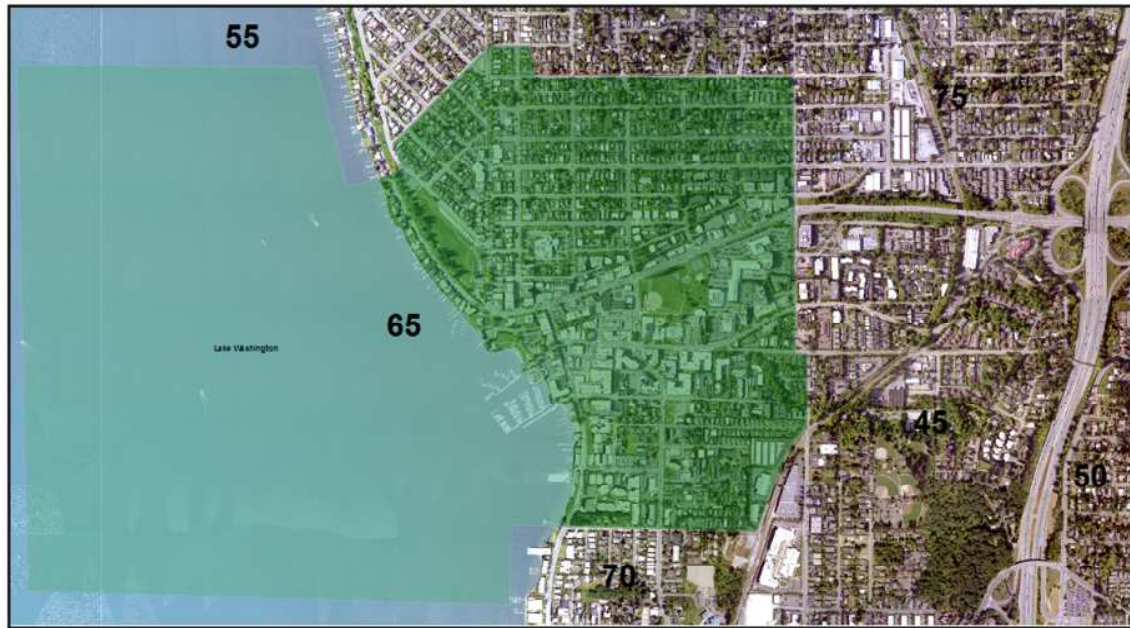
**Neighborhood Description:** The predominant land uses within this neighborhood include mid-rise office buildings and small light industrial warehouse buildings. The majority of commercial development is located proximate to Northup Way. In addition, Northwest University is located within this area.



### **Kirkland CBD: Area 85-65**

**Boundaries:** Area 85-65 is all vacant and improved commercial properties located proximate to Central Way and Lake Street S.

- North – 10<sup>th</sup> Avenue
- South – 7<sup>th</sup> Avenue S.
- East – 6<sup>th</sup> Street S.
- West – Lake Washington



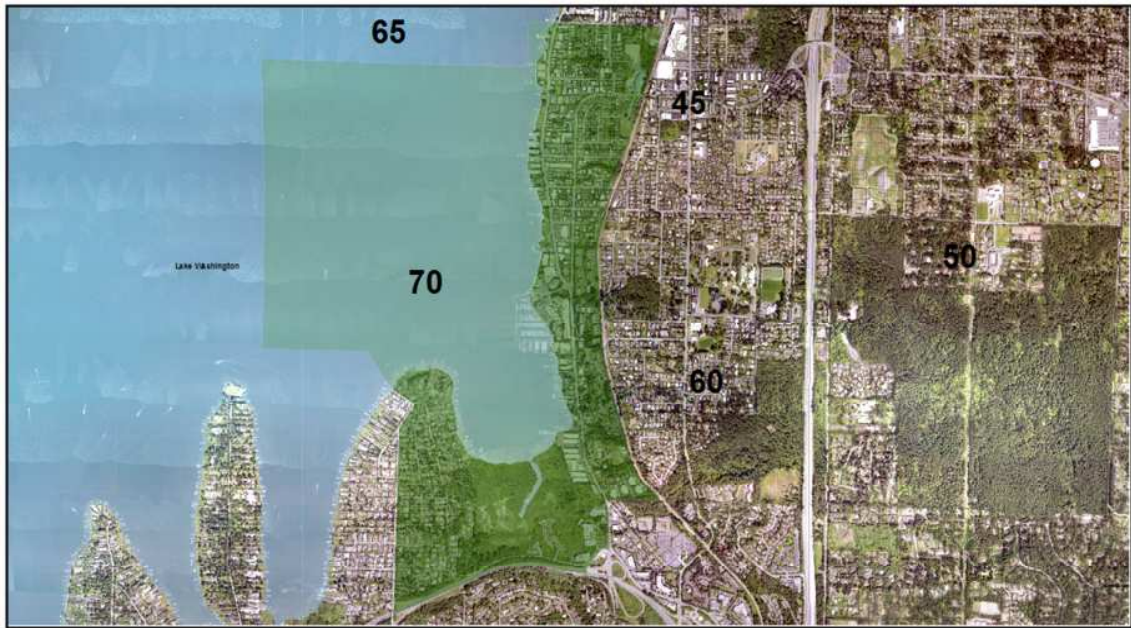
**Neighborhood Description:** The City of Kirkland is located on the eastern shore of Lake Washington, just north of Bellevue and west of Redmond. Kirkland is at once charming and modern. In a half-square mile, it boasts one of the most dynamic downtowns in the state. New office and condominium projects continue to be built at a moderate pace, with older retail buildings being renovated into art galleries, restaurants, and boutiques along Lake Street, Park Lane, and Central Way. They truly reflect the vitality and strength of the immediate area and the region. A healthy mix of small business, corporate headquarters, light industrial and manufacturing, and a growing base of high-tech and home-based businesses characterize Kirkland's local economy. A competitive business climate, with no local Business and Occupation (B&O) Tax, and high quality of life make Kirkland a desirable location for both local and world-class enterprises.

The most significant development project proposed for the downtown Kirkland area is the Kirkland Parkplace project on 11.7 acres adjacent to Peter Kirk park. Touchstone Corporation has announced that they intend to move forward as soon as possible with the development that has been in the works since 2007. The site is currently improved with a thirty-year-old retail and office complex. The proposed redevelopment would include 1.2 million square feet of office/technology space, 300,000 square feet of retail, a hotel, 3,500 underground parking stalls, and 3.5 acres of public space, making it a very significant project that would have a noticeable impact on the look and feel of downtown Kirkland.

### **SE Kirkland (Lake Washington Corridor): Area 85-70**

**Boundaries:** Area 85-70 is all vacant and improved commercial properties located proximate to Lake Washington Blvd.

- North – 7<sup>th</sup> Avenue
- South – State Route 520
- East – Burlington Northern Railroad
- West – Lake Washington



**Neighborhood Description:** The predominant commercial land uses within this neighborhood include a mixture of neighborhood retail buildings, mid-rise professional office buildings, apartments, and condominiums. Major “Class A” office developments within this area include Carillon Point, Lake Washington Park and The Plaza at Yarrow Bay.

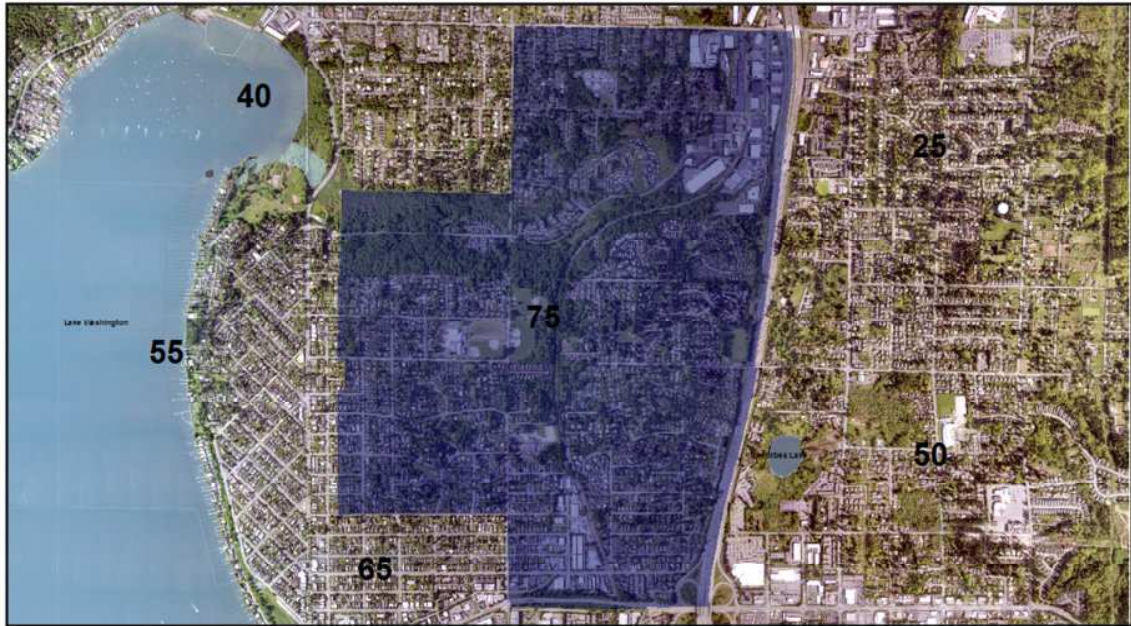




### **NE Kirkland : Area 85-75**

**Boundaries:** Area 85-70 is all vacant and improved commercial properties located north of NE 85<sup>th</sup> Street and South of NE 116<sup>th</sup> Street.

- North – NE 116<sup>th</sup> Street
- South – NE 85<sup>th</sup> Street
- East – Interstate 405
- West – 9<sup>th</sup> Street (South)/108<sup>th</sup> Avenue NE (North)



**Neighborhood Description:** The predominant commercial land uses within this neighborhood include a mixture of small neighborhood low-rise office buildings and light industrial manufacturing buildings. Very little new construction has occurred in this neighborhood recently however sales of industrial properties have been relatively high.

### **North Creek: Area 85-85**

**Boundaries:** Area 85-85 is all vacant and improved commercial properties within the City of Bothell's North Creek planning district east of I-405 and north of SR-522.

- North – King/Snohomish County Line
- South – SR-522
- East – 130<sup>th</sup> PI NE
- West – Interstate-405



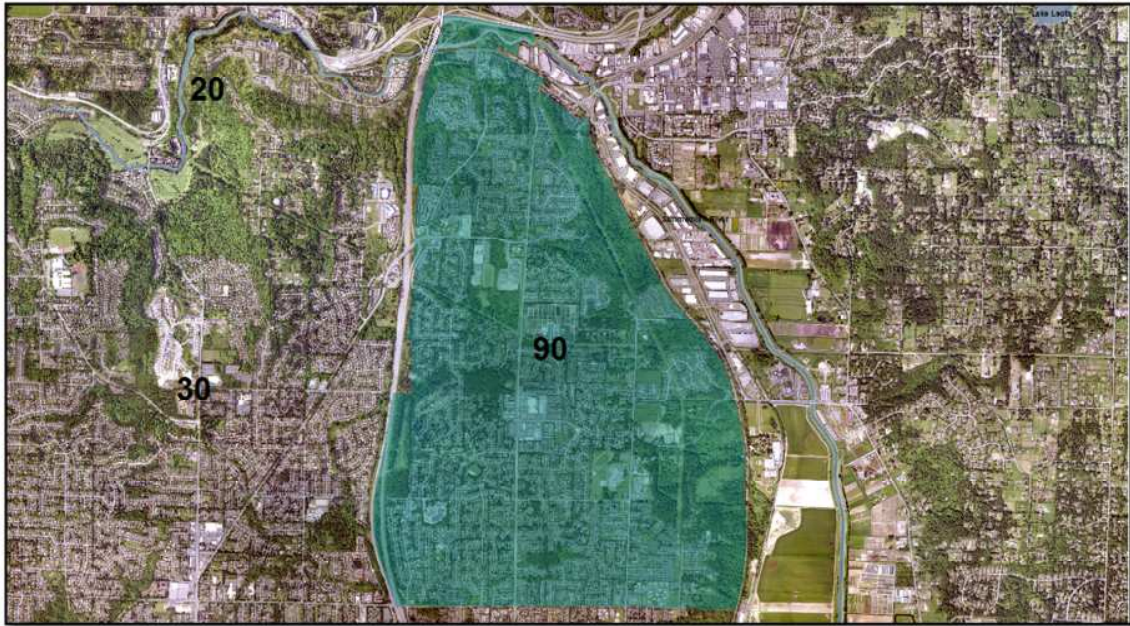
**Neighborhood Description:** The prominent commercial land uses within this neighborhood primarily consist of business parks with office, warehouse, retail, and high-tech/flex buildings. Schnitzer Northwest and Quadrant are two of the major owners/developers in the area. Most of the improvements in this area have been constructed within the last 25 years. The Seattle Times printing plant is also located in this area. Schnitzer has announced their intention to sell a sizeable portion of their North Creek portfolio in phases, with sales of several buildings occurring recently.



### **Kingsgate: Area 85-90**

**Boundaries:** Area 85-90 is all vacant and improved commercial properties located east of Interstate-405 and north of NE 132<sup>nd</sup> Street. On June 1<sup>st</sup>, 2011 the City of Kirkland completed annexation of the areas known as Finn Hill, North Juanita, and Kingsgate. As a result, much of area 85-90 that was previously within unincorporated King County is now within the City of Kirkland's jurisdiction.

- North – SR-522
- South – NE 132<sup>nd</sup> Street
- East – Interstate 405
- West – Eastside Rail Corridor



**Neighborhood Description:** The commercial land uses within this neighborhood are a mixture of retail, office, and multi-family uses. The improvement built in neighborhood 85-90 are generally older, with most buildings built between 1965 and 1985. The Kingsgate shopping center is the major commercial retail area in the neighborhood.

### **Physical Inspection Area:**

Areas 85-45 and 85-65 were physically inspected for the 2013 assessment year as required by WAC 458-07-015 4 (a). An exterior observation of the properties was made to verify the accuracy and completeness of property characteristic data that affect value. Areas 85-45 and 85-65 represent 201 parcels, or approximately 14.19% of the 1,416 total parcels located in Area 85 (not including specialties).

### ***Preliminary Ratio Analysis***

A Preliminary Ratio Study was done just prior to the application of the 2013 recommended values. This study benchmarks the current assessment level using 2012 posted assessment values. The study was repeated after application of the 2013 recommended values. The results are included in the validation section of this report, showing an improvement in the Coefficient of Dispersion (COD) from 12.97% to 10.91%. In addition, the resulting assessment level as measured by the weighted mean ratio is 90.5%. The price-related differential is 1.01. These figures are presented in the 2012 and 2013 Assessment Ratio Analysis charts included in this report.

### **Scope of Data**

**Land Value Data:** Vacant sales from 1/01/2010 to 12/31/2012 were given primary consideration for valuing land. Since January of 2010, there were 10 land sales that were considered in Area 85. The sales verified as “good” were coded “Y” in the Assessor’s records. Multi-parcel sales were also considered after combining the various aspects of all parcels involved in the sales.

**Improved Parcel Total Value Data:** Sales information is obtained from excise tax affidavits and reviewed initially by the Accounting Division, Sales Identification Section. Information is analyzed and investigated by the appraiser in the process of revaluation. All sales considered were verified, if possible, by calling either the purchaser or seller, inquiring in the field or calling the real estate agent. Characteristic data is verified for all sales if possible. Sales are listed in the “Sales Used” and “Sales Not Used” sections of this report. Additional information resides on the Assessor’s website.

### ***Land Value***

#### **Land Sales, Analysis, Conclusions**

Within Geographic Area 85, there were approximately 10 commercial land sales that occurred during the last three years. In the absence of land sales in a given neighborhood, land sales from other similar neighborhoods were considered. For land valuation purposes, the assessor used GIS (Geographic Information System) as the primary tool to establish new assessed land values. The new land values are based on neighborhood land sales that are equalized with adjacent and similarly zoned properties. In some neighborhoods, new commercial development sites are being created through the demolition of existing single family residences located on commercially zoned lots and through the demolition of older commercial and multi-family buildings.

The table on the following page summarizes the land valuation model as it was applied to the properties in Area 85. All dollar amounts are stated as a price per square foot of land area. The table is intended as a guide to “typical” land values with additional adjustments made for individual site variations.

<b>Typical Land Value Ranges</b> By Neighborhood and Land Use 2013 Revaluation						
Area 85 Neighborhoods	Multi-Family Land Uses		Commercial Land Uses		Industrial Land Uses	
	Zoning Designation	\$/SF Range	Zoning Designation	\$/SF Range	Zoning Designation	\$/SF Range
85-20 Bothell	R-2800, R-4000, R-5400a OP, R-8400, R-9600 R-9600 SSHO, R18, R18P, R-24	\$17 - \$30 \$7 - \$15 \$11 - \$22	522, C, GDC, CBPSO DC, DN GC, DT	\$16 - \$30 \$20 - \$38 \$10 - \$24		
85-25 East Totem Lake	RSX 7.2 RM 1.8, RM 2.4, RM 3.6, RM 5.0, R4	\$12 - \$13 \$17 - \$26	PLA 14 TL 3A, 3B, 3C, 3D TL 1A, 1B, 2, 4A, 5, 6A, 8 NRH 1A, 1B, 2, 3, 4, 5 PR 1.8	\$6 - \$6 \$15 - \$23 \$17 - \$30 \$14 - \$26 \$17 - \$17	TL 7 TL 9A	\$9 - \$25 \$15 - \$17
85-30 Finn Hill/ North Juanita	RSA 4, 6, 8 RMA 1.8, 2.4, 3.6, 5.0 R 4000, R 9600 R24SO, R18SO, R12, R18	\$5 - \$14 \$13 - \$25 \$5 - \$7 \$9 - \$22	BC 1 BNA NB	\$20 - \$25 \$18 - \$28 \$17 - \$22		
85-35 West Totem Lake	PR 1.8, 3.6, RM 1.8, 3.6, 5.0	\$14 - \$24	TL 4B, 4C, 6B TL 10A, B, TL 11	\$17 - \$32 \$15 - \$26		
85-40 Juanita	RM 1.8, 2.4, 3.6, RMA 1.8, 3.6, 5.0 RS 8.5 RSA 4, 6, 8 RSX 7.2	\$24 - \$40 \$17 - \$22 \$7 - \$9 \$13 - \$17	BNA JBD 1, 4, 5 JBD 2 JBD 3, 6 PR 3.6	\$17 - \$22 \$45 - \$55 \$32 - \$40 \$22 - \$35 \$24 - \$24		
85-45 Houghton/ South Kirkland	PLA 5A, 5D, 5E RM 3.6, 5.0	\$65 - \$65 \$40 - \$65	BC PLA 5B, 5C PO, PR 3.6, 5.0	\$35 - \$65 \$65 - \$80 \$55 - \$60	LIT	\$22 - \$25
85-50 East Kirkland	PLA 16 PLA 17, 17A RM 1.8, 2.4, 3.6 RS 12.5, 7.2, 8.5, RSX 35, 7.2	\$5 - \$11 \$33 - \$33 \$18 - \$30 \$6 - \$17	BCX, BN, NC/C PR 3.6 RH 1A, 1B, 2A, 2B 2C RH 3, 5A, 5B, 5C, 7, 8	\$22 - \$25 \$25 - \$40 \$18 - \$45 \$35 - \$45	LIT	\$20 - \$25
85-55 NW Kirkland	RS 5.0, 7.2	\$35 - \$75	MSC 1, 2, 3, 4	\$55 - \$68		
85-60 SE Kirkland	PLA 1 R-15, R-20 RM 3.6 RS 8.5, 12.5	\$13 - \$13 \$10 - \$20 \$35 - \$55 \$13 - \$35	FC III GC OLB PO	\$50 - \$90 \$60 - \$60 \$16 - \$30 \$45 - \$45	LI	\$13 - \$25
85-65 Kirkland CBD	PLA 6A PLA 6C, 6D, 6E, 6J, 7A, 7B, 7C, RM 3.6 RS 5.0, 7.2	\$90 - \$105 \$50 - \$70 \$43 - \$43	CBD 1, 1B, 2, 3, 4 CBD 5, 6, 7 CBD 8 PLA 6B, MSC 4 PR 2.4	\$90 - \$105 \$70 - \$90 \$80 - \$105 \$55 - \$70 \$70 - \$80	PLA 6G	\$22 - \$22
85-70 SW Kirkland	PLA 15B, 3B, 6F RM 3.6, RS 12.5 WD I	\$35 - \$65 \$60 - \$105 \$22 - \$25	BN, PR 8.5 PLA 3A, PR 8.5 PLA 3B	\$100 - \$105 \$55 - \$60 \$45 - \$45	PLA 6G	\$15 - \$15
85-75 NE Kirkland	PLA 9 RM 3.6 RS 7.2, 8.5, RSX 7.2	\$2 - \$8 \$35 - \$50 \$9 - \$18	TL 10C, 10D, 10E	\$15 - \$18	LIT	\$20 - \$20
85-85 North Creek	R-2800 OP	\$15 - \$15	R-AC, OP, CB, LI	\$17 - \$22	R-AC, OP, CB, LI	\$17 - \$22
85-90 Kingsgate	R12SO, R18SO, R24, RMA 1.8, 2.4 R6, R6SO RMA 3.6, RSA4, 6	\$11 - \$18 \$6 - \$6 \$6 - \$22	BC 2, NB, NBP, NBPSO	\$18 - \$30		

\*Please note that this table is a summary of "typical" land values and is therefore not all inclusive

Recommended land value for the 2013 Assessment year resulted in an average total change from 2012 assessments of just +.25%. The total assessed land value for the 2012 assessment year for Area 85 was \$1,767,673,200 and the total recommended land assessed value for the 2012 assessment year is \$1,772,103,472.

Change in Assessed Land Value			
2012 Land Value	2013 Land Value	\$ Change	% Change
\$1,767,673,200	\$1,772,103,472	\$4,430,272	0.25%

### Nearborhoods and Sales:

The following is a breakdown of each neighborhood and a summary of the sales considered. The assessor considered these and historic sales as the primary method of establishing the new assessed land values for each neighborhood.

### Area Overview

Since 2010, there have been a total of ten (10) commercial land sales throughout Area 85 that meet the requirements of a fair market transaction.

### Area 85-20 – Bothell

Since 2010, there have been a total of three land sales in the Bothell neighborhood. The assessor used recent historic sales (3 years) and GIS (Geographic Information System) as the primary method of establishing new assessed land values. Land sales of RC (Residential Improvements on Commercial Zoned Land) properties along with land sales between 2008 and 2009 were also considered as a basis for estimating land values. Since historic multi-family and commercially zoned land sales within the Bothell market area had similar selling prices per sq.ft., the assessor used location influence and lot size as the primary indicator for setting land values. In the absence of land sales in a given neighborhood, land sales from other similar neighborhoods were considered.

Area	Nbhd.	Major	Minor	Land Area	Excise #	Sale Price	Sale Date	SP / Land Area	Zone	Remarks
85	20	052605	9095	12,242	2556250	\$237,000	07/23/12	\$19.36	GDC	SFR of commercial land. Sold for land value
85	20	072605	9371	81,973	2488722	\$2,600,000	04/25/11	\$31.72	DN	Proposed multi-family development
85	20	237420	0030	84,137	2473314	\$3,475,000	12/28/10	\$41.30	DN	Proposed asisted-living development

### Area 85-25 – East Totem Lake

Within Area 85-25, there has been one land sale since 2010. The assessor used the most recent historic sales (3 years) and GIS (Geographic Information System) as the primary methods of establishing new assessed land values. Land sales of RC (Residential Improvements on Commercial Zoned Land) properties along with land sales between 2008 and 2009 were also considered as a basis for estimating land values. The assessor also used location influence, zoning, and lot size as an indicator for setting land values. In the absence of land sales in a given neighborhood, land sales from other similar neighborhoods were considered.

Area	Nbhd.	Major	Minor	Land Area	Excise #	Sale Price	Sale Date	SP / Land Area	Zone	Remarks
85	25	272605	9043	207,781	2568517	\$4,000,000	10/03/12	\$19.25	TL 7	Future industrial development site



### Area 85-30 – Finn Hill/North Juanita

Within Area 85-30, there has been one land sale since 2010. The assessor used the most recent historic sales (3 years) and GIS (Geographic Information System) as the primary methods of establishing new assessed land values. Land sales of RC (Residential Improvements on Commercial Zoned Land) properties along with land sales between 2008 and 2009 were also considered as a basis for estimating land values. The assessor also used location influence, zoning, and lot size as an indicator for setting land values. In the absence of land sales in a given neighborhood, land sales from other similar neighborhoods were considered.

Area	Nbhd.	Major	Minor	Land Area	Excise #	Sale Price	Sale Date	SP / Land Area	Zone	Remarks
85	30	357980	0549	45,000	2536794	\$325,000	03/29/12	\$7.22	RMA 3.6	Vacant multi-family site

### Area 85-35 – West Totem Lake

Within Area 85-35, there have been no land sales since 2010. The assessor used the most recent historic sales (3 years) and GIS (Geographic Information System) as the primary methods of establishing new assessed land values. Land sales of RC (Residential Improvements on Commercial Zoned Land) properties along with land sales between 2008 and 2009 were also considered as a basis for estimating land values. The assessor also used location influence, zoning, and lot size as an indicator for setting land values. In the absence of land sales in a given neighborhood, land sales from other similar neighborhoods were considered.

### Area 85-40 - Juanita

Since 2010, there has been one land sale in the Juanita neighborhood. The assessor used recent historic sales (3 years) and GIS (Geographic Information System) as the primary method of establishing new assessed land values. Land sales of RC (Residential Improvements on Commercial Zoned Land) properties along with land sales between 2008 and 2009 were also considered as a basis for estimating land values. The assessor also used location influence, zoning, and lot size as an indicator for setting land values. In the absence of land sales in a given neighborhood, land sales from other similar neighborhoods were considered.

Area	Nbhd.	Major	Minor	Land Area	Excise #	Sale Price	Sale Date	SP / Land Area	Zone	Remarks
85	40	302605	9148	54,206	2488145	\$3,100,000	04/20/11	\$57.19	JBD 2	102-unit apartment building site

### Area 85-45 – Houghton/South Kirkland

Within Area 85-45, there has been one land sale since 2010. The assessor used the most recent historic sales (3 years) and GIS (Geographic Information System) as the primary methods of establishing new assessed land values. Land sales of RC (Residential Improvements on Commercial Zoned Land) properties along with land sales between 2008 and 2009 were also considered as a basis for estimating land values. The assessor also used location influence, zoning, and lot size as an indicator for setting land values. In the absence of land sales in a given neighborhood, land sales from other similar neighborhoods were considered.

Area	Nbhd.	Major	Minor	Land Area	Excise #	Sale Price	Sale Date	SP / Land Area	Zone	Remarks
85	45	250550	0135	8,594	2526705	\$490,000	01/09/12	\$57.02	PR 5.0	New office bldg under construction

### Area 85-50 – East Kirkland

Within Area 85-50, there has been one land sale since 2010. The assessor used the most recent historic sales (3 years) and GIS (Geographic Information System) as the primary methods of establishing new assessed land values. Land sales of RC (Residential Improvements on Commercial Zoned Land) properties along with land sales between 2008 and 2009 were also considered as a basis for estimating land values. The assessor also used location influence, zoning, and lot size as an indicator for setting land values. In the absence of land sales in a given neighborhood, land sales from other similar neighborhoods were considered.

Area	Nbhd.	Major	Minor	Land Area	Excise #	Sale Price	Sale Date	SP / Land Area	Zone	Remarks
85	50	123310	0216	19,907	2512034	\$1,400,000	09/26/11	\$70.33	RH 5A	Future Taco Time franchise

### Area 85-55 – NW Kirkland

Within Area 85-55, there have been no land sales since 2010. The assessor used the most recent historic sales (3 years) and GIS (Geographic Information System) as the primary methods of establishing new assessed land values. Land sales of RC (Residential Improvements on Commercial Zoned Land) properties along with land sales between 2008 and 2009 were also considered as a basis for estimating land values. The assessor also used location influence, zoning, and lot size as an indicator for setting land values. In the absence of land sales in a given neighborhood, land sales from other similar neighborhoods were considered.

### Area 85-60 – SE Kirkland

Since 2010, there has been one land sale in the SE Kirkland neighborhood. The assessor used recent historic sales (3 years) and GIS (Geographic Information System) as the primary method of establishing new assessed land values. Land sales of RC (Residential Improvements on Commercial Zoned Land) properties along with land sales between 2008 and 2009 were also considered as a basis for estimating land values. The assessor also used location influence, zoning, and lot size as an indicator for setting land values. In the absence of land sales in a given neighborhood, land sales from other similar neighborhoods were considered.

Area	Nbhd.	Major	Minor	Land Area	Excise #	Sale Price	Sale Date	SP / Land Area	Zone	Remarks
85	60	202505	9099	67,096	2484691	\$325,000	03/23/11	\$4.84	R-20	Vacant multi-family site

### Area 85-65 – Kirkland CBD

Within Area 85-65, there has been one land sales since 2010. The assessor used the most recent historic sales (3 years) and GIS (Geographic Information System) as the primary methods of establishing new assessed land values. Land sales of RC (Residential Improvements on Commercial Zoned Land) properties along with land sales between 2008 and 2009 were also considered as a basis for estimating land values. The assessor also used location influence, zoning, and lot size as an indicator for setting land values. In the absence of land sales in a given neighborhood, land sales from other similar neighborhoods were considered.

Area	Nbhd.	Major	Minor	Land Area	Excise #	Sale Price	Sale Date	SP / Land Area	Zone	Remarks
85	65	187500	0190	43,995	2522868	\$2,860,000	12/12/11	\$65.01	PLA 6B	Detached & attached multi-family site

### Area 85-70 – SW Kirkland

Within Area 85-70, there have been no land sales since 2010. The assessor used the most recent historic sales (3 years) and GIS (Geographic Information System) as the primary methods of

establishing new assessed land values. Land sales of RC (Residential Improvements on Commercial Zoned Land) properties along with land sales between 2008 and 2009 were also considered as a basis for estimating land values. The assessor also used location influence, zoning, and lot size as an indicator for setting land values. In the absence of land sales in a given neighborhood, land sales from other similar neighborhoods were considered.

#### **Area 85-75 – NE Kirkland**

Within Area 85-75, there have been no land sales since 2010. The assessor used the most recent historic sales (3 years) and GIS (Geographic Information System) as the primary methods of establishing new assessed land values. Land sales of RC (Residential Improvements on Commercial Zoned Land) properties along with land sales between 2008 and 2009 were also considered as a basis for estimating land values. The assessor also used location influence, zoning, and lot size as an indicator for setting land values. In the absence of land sales in a given neighborhood, land sales from other similar neighborhoods were considered.

#### **Area 85-85 – North Creek**

Within Area 85-85, there have been no land sales since 2010. The assessor used the most recent historic sales (3 years) and GIS (Geographic Information System) as the primary methods of establishing new assessed land values. Land sales of RC (Residential Improvements on Commercial Zoned Land) properties along with land sales between 2008 and 2009 were also considered as a basis for estimating land values. The assessor also used location influence, zoning, and lot size as an indicator for setting land values. In the absence of land sales in a given neighborhood, land sales from other similar neighborhoods were considered.

#### **Area 85-90 – Kingsgate**

Within Area 85-90, there have been no land sales since 2010. The assessor used the most recent historic sales (3 years) and GIS (Geographic Information System) as the primary methods of establishing new assessed land values. Land sales of RC (Residential Improvements on Commercial Zoned Land) properties along with land sales between 2008 and 2009 were also considered as a basis for estimating land values. The assessor also used location influence, zoning, and lot size as an indicator for setting land values. In the absence of land sales in a given neighborhood, land sales from other similar neighborhoods were considered.



## **Improved Parcel Total Values:**

### **Economic Considerations:**

#### **Historic Economic Conditions:**

The Seattle region experienced strong employment growth in the mid-2000's as the local economy continued to experience increasing diversification led by the rapidly expanding technology and biotech sectors. This helped spur increases in net migration and a robust real estate market which experienced rapidly appreciating property values unprecedented in recent memory. This period of strong growth came to a grinding halt as the effects of the national economic crisis began to impact the local economy. The year 2009 marked a clear shift in the local economy as demonstrated by significant regional job losses and plummeting real estate values. The recessionary period that followed was characterized by a tightening of lending practices, further job losses, and declines in all sectors of the real estate market.

#### **Current National Economy:**

The United States economy has made significant gains in its quest to recover from the damage done by the recent recession. Unemployment remains high, however employment growth is continuing and job losses have subsided. The stock market has rebounded, with the Dow Jones industrial average reaching an all-time high on March 6<sup>th</sup>. In addition, the amount of foreclosures has also dropped and home values are beginning to show signs of improvement. Consumer sentiment has improved as well. In another sign of improvement, housing starts in 2012 increased 28 percent compared to 2011 figures, the third straight annual gain.

#### **Current Economic Conditions:**

The regional economy, including the Eastside Market Area, has been steadily improving. Employment growth has outpaced the national economy, with the strongest gains in construction and manufacturing. Commercial real estate sales transaction volume has increased and underlying economic fundamentals have improved. Fueled by the spike in demand for apartment housing, and the consequential tightening of vacancy rates and upward pressure on rental rates, development of new multi-family apartment projects is continuing at a fast pace. Virtually all of the new construction projects in Area 85 (excluding educational institutions) are multi-family apartment projects. An improvement in investor sentiment is also putting downward pressure on Capitalization Rates for other market segments such as industrial and office. As regional employment growth continues to be healthy, the office market has continued to strengthen with a number of sale transactions over the year. In addition, strong activity at the regional ports, coupled with an improvement in consumer demand, has made the industrial market one of the strongest commercial real estate markets in the area. With present low interest rates, many smaller companies are finding that it is financially advantageous to become an owner/user and purchase property for their business. As a result, there has been an increase in sales activity in the smaller industrial properties.

**Construction Activity:** Few new construction projects were initiated over the past year. The few new developments that broke ground tended to be multi-family apartment projects, build to suit ventures, and educational institutions. Multifamily projects currently under construction or recently completed include: Gateway Plaza (442-units phased), The 104 (115-units), Francis Village (complete, 61-units low income), Slater 116 (108-units), Juanita Village site (196-units), and Ondine at Juanita Bay (complete, 102-units). HealthPoint recently completed construction on their three-story 17,480 square foot medical clinic in Bothell and the Central Park Tennis Club

completed an expansion that added 4 indoor tennis courts. In addition, the Lake Washington School District's modernization and construction program is continuing with several new schools having been built or currently under construction. Most other commercial real estate development projects have either not started, are in various stages of the review process, or have been put on hold while developers await more favorable market conditions.

2012 Year End Metrics			
	Office	Retail	Industrial
Vacancy	↘ (slight decrease)	↔ (stable)	↘ (slight decrease)
Rental Rate	↔ (stable)	↔ (stable)	↔ (stable)
Capitalization Rate	↘ (slight decrease)	↔ (stable)	↘ (slight decrease)
Improved Property Values	↗ (slight increase)	↔ (stable)	↗ (slight increase)
Land Values	↔ (stable)	↔ (stable)	↔ (stable)

**Office Market Conditions:** The regional office market had a very strong year, recording the most amount of positive absorption since 2000 and reaching a four-year low in vacancy. The downtown Seattle market was responsible for most of the absorption during the year, with the Eastside market contributing 20% of the region's overall total. In general, rental rates in the Eastside market area remained stable or increased slightly while the vacancy rate declined. It's reported that the continued improvements in vacancy rates and rental rates has caused leasing concessions to decline both in frequency and value.

Surveyed market reports indicate that Eastside "Class A" office space had reported asking rents ranging from \$21.00/SF to \$42.00/SF (full service), while reported "Class B" asking rents ranged from \$18.00/SF to \$34.00/SF (full service). The SR-520 corridor market reported "Class A" asking rents ranging from \$22.00/SF to \$28.00/SF, while the "Class B" office asking rates were reported between \$18.00/SF to \$25.00/SF. Within the Kirkland market area, the reported asking rents for "Class A" office space ranged from \$25.00/SF to \$34.00/SF, while reported asking rents for "Class B" office space ranged from \$18.00/SF to \$29.00/SF. The Bothell market reported "Class A" asking rents ranging from \$21.00/SF to \$28.00/SF, while the "Class B" office asking rates were reported between \$18.00/SF to \$22.00/SF.

Within the eastside market area, the overall direct office vacancy rate declined to 13.6% from 15.5% the year prior. Kirkland's overall vacancy rate slightly increased by 300 basis points to 8.2% while Bothell's vacancy rate remained virtually unchanged at 17.7%.

Office Market Statistics						
	Market Size (SF)	Total Vacancy %	Vacancy Change	Class A Avg. Asking Rate*	Rent Change	2012 Net Absorption (SF)
SR-520	2,579,812	15.4%	-18.5%	\$27.24	1.5%	91,789
Kirkland	1,465,805	8.2%	3.8%	\$31.60	1.9%	(4,912)
Bothell	3,132,093	17.7%	0.6%	\$23.79	1.1%	(13,600)
Eastside (all)	30,398,126	13.6%	-12.3%	\$29.13	3.1%	595,406

Source: 4th Qtr 2012 CBRE Office MarketView

\*Full Service

**Retail Market Conditions:** Research reports indicate that the regional retail market improved in 2012, after stabilizing in 2011. The region experienced a 66% increase in net absorption

compared to 2011. In the Eastside market area, rents remained mostly stable or grew slightly over the year while the overall vacancy rate generally improved. Retail development activity has remained low as the market continues to slowly reabsorb existing vacant space. In addition, many retailers are reluctant to pay rents at levels that justify new construction investment. Most new retail space on the market has come in the form of retail space within mixed-use multi-family developments as the development of multi-family properties intensified over the year.

Within the Eastside Market Area, the vacancy rate for retail type properties declined from around 7.7% to 5.9%, lower than both the Seattle and Northend markets and lower than the 9.13% vacancy rate for the region as a whole. Average asking rates, NNN, are at \$28.56 per square foot, up 2.1% from last year. The table below summarizes vacancy rates and average rent rates for market areas within Area 85.

Retail Market Statistics					
	Market Size (SF)	Total Vacancy %	Vacancy Change	Average Rent Rates*	Rent Change
520/Overlake	942,058	10.1%	-6.0%	\$22.41	7.3%
Kirkland/Totem Lake	1,733,097	4.1%	-5.0%	\$23.62	-1.0%
Bothell/Woodinville	2,151,436	5.9%	-37.1%	\$27.27	-1.4%
Eastside (all)	12,610,000	5.9%	-22.5%	\$28.56	2.1%

Source: Year End 2012 OfficeSpace.com Retail Market Statistics

\*NNN

**Industrial Market Conditions:** The regional industrial market has continued the strong growth experienced in 2011 with its strongest year since 2008. Net absorption increased strongly over the year and, region wide, the overall vacancy rate declined from 8.3% in 2011 to 7.1% in 2012. Very strong growth in imports and exports caused a sizable increase in cargo volumes in the regional ports. Based on these strong metrics, there is currently a record-high 18 million square feet of industrial projects planned in the region.

The Eastside market area constitutes approximately 10% of the region's gross leasable area. Vacancy rates are currently at 11.6%, an improvement over last year. Further, average direct asking rates increased slightly from \$0.81/SF/Mon to \$0.85/SF/Mon. The Eastside had positive net absorption of 251,337 SF and there is currently another 54,000 square feet of inventory under construction.

Industrial Market Statistics						
	Market Size (SF)	Total Vacancy %	Vacancy Change	Direct Asking Rates*	Rent Change	2012 Net Absorption (SF)
Eastside Market	24,383,102	11.6%	-10.8%	\$0.85	4.9%	251,337

Source: 4th Qtr 2011 CBRE Industrial MarketView

\*NNN/Mon

### Sales comparison approach model description

All sales were verified with a knowledgeable party, when possible. Each sale was inspected and the recorded property characteristics adjusted when necessary. The resulting data was stratified according to four data sources from the Assessor's records: occupancy codes, age, condition, and size in order to establish appropriate ranges of price per square foot to use as guidelines. In addition to setting parameters for the market approach to value, this process also supports and validates the income approach model.



Properties for which the sales comparison approach was deemed the most reliable method of valuation include: daycares, converted single family residences used as businesses, small office condominiums, mobile home parks, and individual situations deemed appropriate by the appraiser.

### **Sales comparison calibration**

Calibration of the coefficients utilized in the models applied via the sales comparison approach was established via an analysis of sales within each neighborhood. Neighborhoods were treated independent of one another as dictated by the market. Individual prices were applied based on various characteristics deemed appropriate by each market. Specific variables and prices for each neighborhood are discussed in more detail above.

### **Cost approach model description**

Cost estimates are automatically calculated via the Marshall & Swift Valuation modeling system. Depreciation was based on studies done by Marshall & Swift Valuation Service. Cost figures were adjusted to the western region and the Seattle area. Cost estimates were relied upon for valuing special use properties where comparable sales data and/or income and expense information is not available. These properties are typically exempt properties such as churches, schools, public utility buildings, and park improvements. Non-exempt buildings that are valued by the Cost method might be fraternal halls, daycares, and on-going new construction.

### **Cost calibration**

The Marshall & Swift Valuation modeling system, which is built into the Real Property Application, is calibrated to the region and the Seattle area.

### **Income capitalization approach model description**

The Income Approach was considered a reliable approach to valuation throughout Area 85 for improved property types where income and expense data is available to ascertain market rates. Income parameters were derived from the market place through market rental surveys, sales, and available real estate publications and websites.

### **Income approach calibration**

Income tables were developed for each of the fourteen neighborhoods that comprise Area 85. The tables pertain to the following property types: Retail, Industrial Engineering Buildings, Medical and Dental Offices, Discount Stores, Storage Garage, Basement Finish, Restaurant, Storage Warehouse, and Office, in addition to an exclusion table indicating property uses not covered by an income table. Properties which contain differing section uses may have multiple tables that are applicable to the property as a whole. There are a total of 357 income tables for Area 85. All tables are included.

The tables were calibrated after setting economic rents, vacancy, expenses, and capitalization rates by using adjustments based on size, quality of construction, and the effective age. When the value of the property by the income approach was less than the land value, a nominal \$1,000 value was allocated to the improvements. For properties where sales and income and expense data was not available, the cost approach was utilized.

Income: Income parameters were derived from the market place through information obtained during sales verification, as well as through published sources (i.e. OfficeSpace.Com,

Commercial Brokers Association, Costar, Multiple Corporate Real Estate Websites), and opinions expressed by real estate professionals active in the market.

Vacancy: Vacancy rates used were derived mainly from published sources tempered by appraiser observation and knowledge of the market.

Expenses: Expense ratios were estimated based on industry standards, published sources, and appraiser observation and knowledge of the area's rental practices. Within our income valuation models, the assessor used triple net expenses for typical retail/mixed-use & industrial type uses. For typical office/medical buildings, the assessor used full service expenses within the valuation models.

Income Capitalization Approach model description: The income approach is considered the most reliable approach to valuation in Area 85 where relevant income and expense data is available to ascertain market rates. During the sales verification process, an attempt is made to obtain income and expense data from the parties involved in the transactions through interviews or via mail. The information requested includes current and anticipated future rents, operating expense breakdown and assigned responsibility for the expenses, and estimated Capitalization Rates associated with a sale. In addition, owners, tenants, and agents of non-sale properties are surveyed to collect similar data. Disclosure of this information is not required by law and therefore is often difficult to obtain. The return rate of mail surveys varies and the data can be incomplete. Telephone interviews are dependent upon obtaining a valid number for a knowledgeable party and the opportunity to contact them. Interviews with tenants in the field usually yield rental and expense information only. As a supplement, lease information is gathered from Costar, the Commercial Brokers Association, and other relevant online sources. In order to calibrate a credible income model, it is necessary to consider data from recognized published sources to assist in developing capitalization rates. These publications tend to report data that is considered relevant to institutional-grade CBD and suburban real estate. Since property taxes are considered to be an allowable operating expense, no effective tax rate is included in the following capitalization rate data.

SEATTLE / PACIFIC NW CAP RATES						
Source	Date	Location	Office	Industrial	Retail	Remarks
ACLI	Yr. End 2012	Seattle	5.48%	5.77%	6.42%	
		Pacific Region	6.38%	7.15%	6.61%	
PWC / Korpaz	4Q 2012	Pac. NW	6.96% 8.42% 6.50% 7.42%	- - - -	- - - -	Range = 4.5% to 10.00% (Inst. Grade) Range = 5.0% to 12.00% (Non-Inst. Grade) CBD Office Suburban Office
CBRE: Capital Markets Cap. Rate survey.	Aug.-12					CBRE professional's opinion of where cap rates are likely to trend in the 2 <sup>nd</sup> ½ of 2012 based on recent trades as well as interactions with investors. Value Added represents an underperforming property that has an occupancy level below the local average under typical market conditions.
		Seattle	5.50% - 5.75% 6.00% - 7.00% 6.50% - 7.00% 7.00% - 8.00% 5.50% - 6.25% 6.00% - 8.00% 6.50% - 7.50% 7.00% - 8.00% - - - - - - - -	- - - - - - - - 5.25% - 5.50% 6.00% - 6.25% 6.00% - 6.50% 7.00% - 7.50% - - -	- - - - - - - - - - - - - 5.50% - 6.75% 5.75% - 7.75% 6.00% - 7.50% 6.00% - 8.50%	CBD - Class A CBD - Class A – Value Added CBD - Class B CBD - Class B – Value Added Suburban - Class A Suburban - Class A – Value Added Suburban - Class B Suburban - Class B – Value Added Class A Class A - Value Added Class B Class B - Value Added Class A (Neigh./Comm. w/Grocery) Class A (Neigh./Comm.) – Value Added Class B (Neigh./Comm. w/Grocery) Class B (Neigh./Comm.) – Value Added
	Feb.-13					
		Seattle	5.00% - 5.75% 6.00% - 7.00% 5.50% - 6.50% 7.00% - 8.00% 6.00% - 6.50% 6.00% - 8.00% 6.50% - 7.50% 7.00% - 8.00% - - - -	- - - - - - - - 5.00% - 5.75% 6.00% - 6.75% - -	- - - - - - - - - - 5.50% - 5.75% 6.50% - 7.50%	CBD - Class A CBD - Class A – Value Added CBD - Class B CBD - Class B – Value Added Suburban - Class A Suburban - Class A – Value Added Suburban - Class B Suburban - Class B – Value Added Class A Class B Class A (Neigh./Comm. w/Grocery) Class B (Neigh./Comm. w/Grocery)
Real Capital Analytics	4Q 2012	Seattle	5.10% - -	- 7.60% -	- - N/A	5.80% - Prior 12 mos. (thru Q4 '12) 6.90% - Prior 12 mos. (thru Q4 '12) 6.40% - Prior 12 mos. (thru Q4 '12)
IRR: Viewpoint for 2013	Yr. End 2012	Seattle	5.50% 6.00% - - -	- - 6.00% 6.00% - 7.50% -	- - - - 6.00% 6.00%	<u>"Institutional Grade Properties"</u> CBD Office Suburban Office Industrial Industrial/Flex Reg./Comm. Mall Neigh. Retail
Marcus & Millichap	Yr. End 2012	National	- - -	- - -	5.90% 7.90% 7.70%	Urban Properties Regional Malls Strip Centers
Colliers International Office Highlights	Q4 2012	Seattle - Puget Sound	4.40% 7.40%	- -	- -	CBD Office Suburban Office
Costar	Yr. End 2012	King County	6.68% - -	- 7.50% -	- - 7.17%	Size <100k/SF; CapRate <15%; \$/SF >\$100/SF Size <100k/SF; CapRate <15%; \$/SF >\$20/SF Size <100k/SF; CapRate <15%; \$/SF >\$100/SF



NATIONAL CAP RATES						
Source	Date	Location	Office	Industrial	Retail	Remarks
ACLI	4Q 2012	National	6.03% 7.65% 7.06% - 7.08% 5.80%	7.80% 8.50% 8.02% - 12.72% 7.14%	7.36% 10.62% 6.69% - 7.02% 6.71%	Overall Sq.Ft. - <50k Sq.Ft. - 50k-200k Sq.Ft. - 200K+
PWC / Korpaz	4Q 2012	National	6.70% 7.42% 7.84% - - - -	- - - 8.54% 6.73% - -	- - - - - 6.83% 6.98% 7.06%	CBD Office - (4.25% - 10.00%) Sub. Office - (5.00% - 10.50%) Medical Office - (5.75% - 11.00%) Flex/R&D - (7.12% - 8.54%) Warehouse - (5.00 - 10.00%) Regional Mall - (4.50% - 10.00%) Power Center - (6.00% - 8.75%) Neigh. Strip Ctrs. - (5.25% - 9.50%)
Real Capital Analytics	4Q 2012	National	6.80% - -	- 7.60% -	- - 7.00%	7.10% - Prior 12 mos. (thru Q4 '12) 7.70% - Prior 12 mos. (thru Q4 '12) 7.01% - Prior 12 mos. (thru Q4 '12)
IRR: Viewpoint for 2013	Yr. End 2012	National	7.65% 7.91% - - - -	- - 7.75% 8.30% - -	- - - - 7.28% - 7.60% 7.66%	<u>"Institutional Grade Properties"</u> CBD Office - (Range 5.00% - 10.50%) Sub. Office - (Range 6.00% - 9.00%) Industrial - (Range 6.00% - 9.75%) Flex Industrial - (Range 6.75% - 9.50%) Reg./Comm. Mall - (Range 6.00% - 8.75%) Neigh. Strip Ctrs. - (Range 6.00% - 9.00%)
RERC-CCIM: Investment Trends Quarterly	4Q 2012	National  W. Region	6.30% 5.20% - 6.20%  6.30%	7.40% 6.30% - 7.00%  7.00%	7.10% 6.20% - 6.70%  5.70%	RERC Realized Cap Rates NCREIF Implied Cap Rates
Colliers International Office/Industrial Highlights	Q4 2012	National	7.40% 7.80% - - 7.75%	- - 7.79% 7.75%	- - - -	CBD Office Suburban Office\ U.S. Total West Region
Marcus & Millichap	Yr. End 2012	National	- - - - - -	- - - - - -	5.90% 7.90% 7.70% High 7.00% Low 7.00% Low 7.00%	Urban Properties Regional Malls Strip Centers Net Lease - Big Box Net Lease - Drug Store Net Lease - Quick Service Rest.
Calkain: Net Lease Economic Report	Yr End 2012	National	- - - - - -	- - - - - -	7.18% 7.04% 7.20% 7.25% 8.00% 6.07%	Overall (Average) Drug Store Quick Service Rest. Restaurant Big Box Banks
The Boulder Group: Net Lease Market Report	4Q 2012	National	8.04%	8.15%	7.25%	Overall (Average)
Cassidy/Turley: Single Tenant Net Lease Overview	3Q 2012	National	- - - - -	- - - - -	6.90% 6.80% 7.10% 8.20% 7.70% 6.40%	Industrial Drug Store Quick Service Rest. Jr. Big Box - (20,000K/SF - 39,999/SF) Mid. Big Box - (40,000K/SF - 79,999/SF) Mega Big Box - (80,000/SF +)

The preceding tables summarize various ranges of Capitalization Rates and trends that are compiled and collected on a national or broad regional scale. This information is reconciled with data specific to the real estate market in Area 85 to develop the income model. The range of capitalization rates in the income model for Area 85 reflects the variety of properties in this area.

Rental rates, vacancy levels and operating expenses are derived by reconciling all of the information collected through the sales verification process, completed surveys, interviews with tenants, owners, and brokers and the appraiser's independent market research. Quality, effective year, condition, and location are variables considered in the application of the income model to the parcels in the population best suited to be valued via the income approach. Property types in Area 85 that are valued by the income approach include, but are not limited to, offices, retail stores, and mixed-use buildings.

Typical income model parameters for the various markets that make up Area 85 are summarized on the following pages. It should be noted that due to the nature of commercial real estate, not all properties fall within the "typical" parameters listed below for their respective property use type.

#### **Area 85-20 – Bothell**

<b>Typical Income Parameters</b>				
<b>Land Use</b>	<b>Rent Range per SF</b>	<b>Vacancy/ Coll. Loss %</b>	<b>Expenses per SF or % of EGI</b>	<b>Capitalization Rate %</b>
Office/Medical Office	\$17.00 to \$25.00	8% to 15%	\$6.25 to \$6.75	7.00% to 8.75%
Retail/Mixed Use	\$10.00 to \$17.00	5%	7.50%	7.00% to 8.75%
Industrial/Whse.	\$3.00 to \$8.40	5% to 8%	7.50%	7.00% to 8.75%

Typical rental rates for office and medical office properties in this area range from \$17.00 to \$25.00 per square foot of net rentable area, Full Service. Deductions for vacancy and collection loss was estimated between 8% and 15% of Potential Gross Income. Typical expense rates for properties of this type range from \$6.25 to \$6.75 per square foot of net rentable area. Capitalization Rates applicable to this property type typically range from 7.00% to 8.75% depending on factors such as effective age and quality/condition.

For retail and mixed use property types, typical rental rates tend to be between \$10.00 and \$17.00 per square foot of net rentable area, Triple Net. Deductions for vacancy and collection loss was estimated at 5% of Potential Gross Income. Typical expense levels for retail/mixed use are 7.50% of Effective Gross Income and typical Capitalization Rates are between 7.00% and 8.75%.

Industrial lease rates are typically quoted on a monthly price per square foot basis. For consistency, the table above has displayed rents on an annual price per square foot basis in line with the other property types. Typical rental rates for industrial/warehouse properties in this area range from \$0.25 to \$0.70 per square foot per month (\$3.00/SF - \$8.40/SF annualized), Triple Net. Vacancy and credit loss deductions are typically between 5% and 8% of Potential Gross Income while typical expense rates are 7.50% of Effective Gross Income. Capitalization Rates typical for this property type range between 7.00% and 8.75%.

#### Area 85-25 – East Totem Lake (East of I-405)

Typical Income Parameters				
Land Use	Rent Range per SF	Vacancy/ Coll. Loss %	Expenses per SF or % of EGI	Capitalization Rate %
Office/Medical Office	\$17.50 to \$29.00	6% to 14%	\$6.50 to \$7.00	6.75% to 8.75%
Retail/Mixed Use	\$15.00 to \$24.00	5%	7.50%	6.75% to 8.75%
Industrial/Whse.	\$3.60 to \$9.00	7% to 9%	7.50%	6.75% to 8.50%

Typical rental rates for office and medical office properties in this area range from \$17.50 to \$29.00 per square foot of net rentable area, Full Service. Deductions for vacancy and collection loss was estimated between 6% and 14% of Potential Gross Income. Typical expense rates for properties of this type range from \$6.50 to \$7.00 per square foot of net rentable area. Capitalization Rates applicable to this property type typically range from 6.75% to 8.75% depending on factors such as effective age and quality/condition.

For retail and mixed use property types, typical rental rates tend to be between \$15.00 and \$24.00 per square foot of net rentable area, Triple Net. Deductions for vacancy and collection loss was estimated at 5% of Potential Gross Income. Typical expense levels for retail/mixed use are 7.50% of Effective Gross Income and typical Capitalization Rates are between 6.75% and 8.75%.

Industrial lease rates are typically quoted on a monthly price per square foot basis. For consistency, the table above has displayed rents on an annual price per square foot basis in line with the other property types. Typical rental rates for industrial/warehouse properties in this area range from \$0.30 to \$0.75 per square foot per month (\$3.60/SF - \$9.00/SF annualized), Triple Net. Vacancy and credit loss deductions are typically between 7% and 9% of Potential Gross Income while typical expense rates are 7.50% of Effective Gross Income. Capitalization Rates typical for this property type range between 6.75% and 8.50%.

#### Area 85-30 - Finn Hill/North Juanita

Typical Income Parameters				
Land Use	Rent Range per SF	Vacancy/ Coll. Loss %	Expenses per SF or % of EGI	Capitalization Rate %
Office/Medical Office	\$18.50 to \$25.50	5% to 14%	\$6.25 to \$6.75	6.75% to 8.50%
Retail/Mixed Use	\$16.00 to \$22.25	5%	7.50%	7.00% to 8.75%
Industrial/Whse.	\$4.20 to \$7.20	5% to 9%	7.50%	7.00% to 8.75%

Typical rental rates for office and medical office properties in this area range from \$18.50 to \$25.50 per square foot of net rentable area, Full Service. Deductions for vacancy and collection loss was estimated between 5% and 14% of Potential Gross Income. Typical expense rates for properties of this type range from \$6.25 to \$6.75 per square foot of net rentable area. Capitalization Rates applicable to this property type typically range from 6.75% to 8.50% depending on factors such as effective age and quality/condition.

For retail and mixed use property types, typical rental rates tend to be between \$16.00 and \$22.25 per square foot of net rentable area, Triple Net. Deductions for vacancy and collection loss was estimated at 5% of Potential Gross Income. Typical expense levels for retail/mixed use are 7.50% of Effective Gross Income and typical Capitalization Rates are between 7.00% and 8.75%.



Industrial lease rates are typically quoted on a monthly price per square foot basis. For consistency, the table above has displayed rents on an annual price per square foot basis in line with the other property types. Typical rental rates for industrial/warehouse properties in this area range from \$0.35 to \$0.60 per square foot per month (\$4.20/SF - \$7.20/SF annualized), Triple Net. Vacancy and credit loss deductions are typically between 5% and 9% of Potential Gross Income while typical expense rates are 7.50% of Effective Gross Income. Capitalization Rates typical for this property type range between 7.00% and 8.75%.

#### Area 85-35 - West Totem Lake (West of I-405)

Typical Income Parameters				
Land Use	Rent Range per SF	Vacancy/ Coll. Loss %	Expenses per SF or % of EGI	Capitalization Rate %
Office/Medical Office	\$18.00 to \$29.75	7% to 14%	\$6.75 to \$7.50	6.50% to 8.50%
Retail/Mixed Use	\$15.00 to \$24.00	5%	7.50%	7.00% to 8.75%
Industrial/Whse.	\$4.20 to \$9.60	5% to 9%	7.50%	7.00% to 8.75%

Typical rental rates for office and medical office properties in this area range from \$18.00 to \$29.75 per square foot of net rentable area, Full Service. Deductions for vacancy and collection loss was estimated between 7% and 14% of Potential Gross Income. Typical expense rates for properties of this type range from \$6.75 to \$7.50 per square foot of net rentable area. Capitalization Rates applicable to this property type typically range from 6.50% to 8.50% depending on factors such as effective age and quality/condition.

For retail and mixed use property types, typical rental rates tend to be between \$15.00 and \$24.00 per square foot of net rentable area, Triple Net. Deductions for vacancy and collection loss was estimated at 5% of Potential Gross Income. Typical expense levels for retail/mixed use are 7.50% of Effective Gross Income and typical Capitalization Rates are between 7.00% and 8.75%.

Industrial lease rates are typically quoted on a monthly price per square foot basis. For consistency, the table above has displayed rents on an annual price per square foot basis in line with the other property types. Typical rental rates for industrial/warehouse properties in this area range from \$0.35 to \$0.80 per square foot per month (\$4.20/SF - \$9.60/SF annualized), Triple Net. Vacancy and credit loss deductions are typically between 5% and 9% of Potential Gross Income while typical expense rates are 7.50% of Effective Gross Income. Capitalization Rates typical for this property type range between 7.00% and 8.75%.

#### Area 85-40 - Juanita

Typical Income Parameters				
Land Use	Rent Range per SF	Vacancy/ Coll. Loss %	Expenses per SF or % of EGI	Capitalization Rate %
Office/Medical Office	\$16.75 to \$26.75	5% to 13%	\$6.25 to \$7.75	7.00% to 8.75%
Retail/Mixed Use	\$16.50 to \$29.25	5%	7.50%	6.75% to 8.50%
Industrial/Whse.	\$4.20 to \$9.60	6% to 8%	7.50%	7.00% to 8.75%

Typical rental rates for office and medical office properties in this area range from \$16.75 to \$26.75 per square foot of net rentable area, Full Service. Deductions for vacancy and collection loss was estimated between 5% and 13% of Potential Gross Income. Typical expense rates for properties of this type range from \$6.25 to \$7.75 per square foot of net rentable area.

Capitalization Rates applicable to this property type typically range from 7.00% to 8.75% depending on factors such as effective age and quality/condition.

For retail and mixed use property types, typical rental rates tend to be between \$16.50 and \$29.25 per square foot of net rentable area, Triple Net. Deductions for vacancy and collection loss was estimated at 5% of Potential Gross Income. Typical expense levels for retail/mixed use are 7.50% of Effective Gross Income and typical Capitalization Rates are between 6.75% and 8.50%.

Industrial lease rates are typically quoted on a monthly price per square foot basis. For consistency, the table above has displayed rents on an annual price per square foot basis in line with the other property types. Typical rental rates for industrial/warehouse properties in this area range from \$0.35 to \$0.80 per square foot per month (\$4.20/SF - \$9.60/SF annualized), Triple Net. Vacancy and credit loss deductions are typically between 6% and 8% of Potential Gross Income while typical expense rates are 7.50% of Effective Gross Income. Capitalization Rates typical for this property type range between 7.00% and 8.75%.

#### **Area 85-45 – Houghton/South Kirkland**

<b>Typical Income Parameters</b>				
<b>Land Use</b>	<b>Rent Range per SF</b>	<b>Vacancy/ Coll. Loss %</b>	<b>Expenses per SF or % of EGI</b>	<b>Capitalization Rate %</b>
Office/Medical Office	\$19.50 to \$28.50	5% to 14%	\$7.25 to \$7.75	6.75% to 8.50%
Retail/Mixed Use	\$14.75 to \$24.75	5%	7.50%	7.00% to 8.75%
Industrial/Whse.	\$4.20 to \$9.60	5% to 9%	7.50%	7.00% to 8.75%

Typical rental rates for office and medical office properties in this area range from \$19.50 to \$28.50 per square foot of net rentable area, Full Service. Deductions for vacancy and collection loss was estimated between 5% and 14% of Potential Gross Income. Typical expense rates for properties of this type range from \$7.25 to \$7.75 per square foot of net rentable area. Capitalization Rates applicable to this property type typically range from 6.75% to 8.50% depending on factors such as effective age and quality/condition.

For retail and mixed use property types, typical rental rates tend to be between \$14.75 and \$24.75 per square foot of net rentable area, Triple Net. Deductions for vacancy and collection loss was estimated at 5% of Potential Gross Income. Typical expense levels for retail/mixed use are 7.50% of Effective Gross Income and typical Capitalization Rates are between 7.00% and 8.75%.

Industrial lease rates are typically quoted on a monthly price per square foot basis. For consistency, the table above has displayed rents on an annual price per square foot basis in line with the other property types. Typical rental rates for industrial/warehouse properties in this area range from \$0.35 to \$0.80 per square foot per month (\$4.20/SF - \$9.60/SF annualized), Triple Net. Vacancy and credit loss deductions are typically between 5% and 9% of Potential Gross Income while typical expense rates are 7.50% of Effective Gross Income. Capitalization Rates typical for this property type range between 7.00% and 8.75%.

#### Area 85-50 – East Kirkland (East of I-405)

Typical Income Parameters					
Land Use	Rent Range per SF	Vacancy/ Coll. Loss %	Expenses per SF or % of EGI	Capitalization Rate %	
Office/Medical Office	\$19.50 to \$29.00	7% to 14%	\$7.25 to \$7.75	6.75% to 8.50%	
Retail/Mixed Use	\$15.25 to \$24.25	5%	7.50%	7.00% to 8.75%	
Industrial/Whse.	\$4.20 to \$9.60	7% to 9%	7.50%	7.00% to 8.75%	

Typical rental rates for office and medical office properties in this area range from \$19.50 to \$29.00 per square foot of net rentable area, Full Service. Deductions for vacancy and collection loss was estimated between 7% and 14% of Potential Gross Income. Typical expense rates for properties of this type range from \$7.25 to \$7.75 per square foot of net rentable area. Capitalization Rates applicable to this property type typically range from 6.75% to 8.50% depending on factors such as effective age and quality/condition.

For retail and mixed use property types, typical rental rates tend to be between \$15.25 and \$24.25 per square foot of net rentable area, Triple Net. Deductions for vacancy and collection loss was estimated at 5% of Potential Gross Income. Typical expense levels for retail/mixed use are 7.50% of Effective Gross Income and typical Capitalization Rates are between 7.00% and 8.75%.

Industrial lease rates are typically quoted on a monthly price per square foot basis. For consistency, the table above has displayed rents on an annual price per square foot basis in line with the other property types. Typical rental rates for industrial/warehouse properties in this area range from \$0.35 to \$0.80 per square foot per month (\$4.20/SF - \$9.60/SF annualized), Triple Net. Vacancy and credit loss deductions are typically between 7% and 9% of Potential Gross Income while typical expense rates are 7.50% of Effective Gross Income. Capitalization Rates typical for this property type range between 7.00% and 8.75%.

#### Area 85-55 - NW Kirkland

Typical Income Parameters					
Land Use	Rent Range per SF	Vacancy/ Coll. Loss %	Expenses per SF or % of EGI	Capitalization Rate %	
Office/Medical Office	\$19.75 to \$29.25	5% to 13%	\$7.25 to \$7.50	7.00% to 8.75%	
Retail/Mixed Use	\$11.75 to \$23.00	5%	7.50%	7.00% to 8.75%	
Industrial/Whse.	\$4.20 to \$9.60	5% to 9%	7.50%	7.00% to 8.75%	

Typical rental rates for office and medical office properties in this area range from \$19.75 to \$29.25 per square foot of net rentable area, Full Service. Deductions for vacancy and collection loss was estimated between 5% and 13% of Potential Gross Income. Typical expense rates for properties of this type range from \$7.25 to \$7.50 per square foot of net rentable area. Capitalization Rates applicable to this property type typically range from 7.00% to 8.75% depending on factors such as effective age and quality/condition.

For retail and mixed use property types, typical rental rates tend to be between \$11.75 and \$23.00 per square foot of net rentable area, Triple Net. Deductions for vacancy and collection loss was estimated at 5% of Potential Gross Income. Typical expense levels for retail/mixed use are 7.50% of Effective Gross Income and typical Capitalization Rates are between 7.00% and 8.75%.

Industrial lease rates are typically quoted on a monthly price per square foot basis. For consistency, the table above has displayed rents on an annual price per square foot basis in line with the other property types. Typical rental rates for industrial/warehouse properties in this area range from \$0.35 to \$0.80 per square foot per month (\$4.20/SF - \$9.60/SF annualized), Triple Net. Vacancy and credit loss deductions are typically between 5% and 9% of Potential Gross Income while typical expense rates are 7.50% of Effective Gross Income. Capitalization Rates typical for this property type range between 7.00% and 8.75%.

#### Area 85-60 - SE Kirkland

Typical Income Parameters				
Land Use	Rent Range per SF	Vacancy/ Coll. Loss %	Expenses per SF or % of EGI	Capitalization Rate %
Office/Medical Office	\$18.50 to \$28.50	5% to 14%	\$7.25 to \$7.75	6.75% to 8.50%
Retail/Mixed Use	\$14.00 to \$23.00	5%	7.50%	7.00% to 8.75%
Industrial/Whse.	\$4.20 to \$9.60	6% to 9%	7.50%	7.00% to 8.75%

Typical rental rates for office and medical office properties in this area range from \$18.50 to \$28.50 per square foot of net rentable area, Full Service. Deductions for vacancy and collection loss was estimated between 5% and 14% of Potential Gross Income. Typical expense rates for properties of this type range from \$7.25 to \$7.75 per square foot of net rentable area. Capitalization Rates applicable to this property type typically range from 6.75% to 8.50% depending on factors such as effective age and quality/condition.

For retail and mixed use property types, typical rental rates tend to be between \$14.00 and \$23.00 per square foot of net rentable area, Triple Net. Deductions for vacancy and collection loss was estimated at 5% of Potential Gross Income. Typical expense levels for retail/mixed use are 7.50% of Effective Gross Income and typical Capitalization Rates are between 7.00% and 8.75%.

Industrial lease rates are typically quoted on a monthly price per square foot basis. For consistency, the table above has displayed rents on an annual price per square foot basis in line with the other property types. Typical rental rates for industrial/warehouse properties in this area range from \$0.35 to \$0.80 per square foot per month (\$4.20/SF - \$9.60/SF annualized), Triple Net. Vacancy and credit loss deductions are typically between 6% and 9% of Potential Gross Income while typical expense rates are 7.50% of Effective Gross Income. Capitalization Rates typical for this property type range between 7.00% and 8.75%.

#### Area 85-65 - Kirkland CBD

Typical Income Parameters				
Land Use	Rent Range per SF	Vacancy/ Coll. Loss %	Expenses per SF or % of EGI	Capitalization Rate %
Office/Medical Office	\$21.00 to \$32.50	5% to 14%	\$7.00 to \$7.75	6.75% to 8.50%
Retail/Mixed Use	\$18.75 to \$27.75	5%	7.50%	7.00% to 8.75%
Industrial/Whse.	\$4.20 to \$9.60	5% to 7%	7.50%	7.00% to 8.75%

Typical rental rates for office and medical office properties in this area range from \$21.00 to \$32.50 per square foot of net rentable area, Full Service. Deductions for vacancy and collection loss was estimated between 5% and 14% of Potential Gross Income. Typical expense rates for properties of this type range from \$7.00 to \$7.75 per square foot of net rentable area.



Capitalization Rates applicable to this property type typically range from 6.75% to 8.50% depending on factors such as effective age and quality/condition.

For retail and mixed use property types, typical rental rates tend to be between \$18.75 and \$27.75 per square foot of net rentable area, Triple Net. Deductions for vacancy and collection loss was estimated at 5% of Potential Gross Income. Typical expense levels for retail/mixed use are 7.50% of Effective Gross Income and typical Capitalization Rates are between 7.00% and 8.75%.

Industrial lease rates are typically quoted on a monthly price per square foot basis. For consistency, the table above has displayed rents on an annual price per square foot basis in line with the other property types. Typical rental rates for industrial/warehouse properties in this area range from \$0.35 to \$0.80 per square foot per month (\$4.20/SF - \$9.60/SF annualized), Triple Net. Vacancy and credit loss deductions are typically between 5% and 7% of Potential Gross Income while typical expense rates are 7.50% of Effective Gross Income. Capitalization Rates typical for this property type range between 7.00% and 8.75%.

#### **85-70 – SW Kirkland**

<b>Typical Income Parameters</b>				
<b>Land Use</b>	<b>Rent Range per SF</b>	<b>Vacancy/ Coll. Loss %</b>	<b>Expenses per SF or % of EGI</b>	<b>Capitalization Rate %</b>
Office/Medical Office	\$21.00 to \$31.00	5% to 14%	\$7.00 to \$7.75	6.75% to 8.50%
Retail/Mixed Use	\$18.50 to \$27.50	5%	7.50%	7.00% to 8.75%
Industrial/Whse.	\$4.20 to \$9.60	6% to 8%	7.50%	7.00% to 8.75%

Typical rental rates for office and medical office properties in this area range from \$21.00 to \$31.00 per square foot of net rentable area, Full Service. Deductions for vacancy and collection loss was estimated between 5% and 14% of Potential Gross Income. Typical expense rates for properties of this type range from \$7.00 to \$7.75 per square foot of net rentable area. Capitalization Rates applicable to this property type typically range from 6.75% to 8.50% depending on factors such as effective age and quality/condition.

For retail and mixed use property types, typical rental rates tend to be between \$18.50 and \$27.50 per square foot of net rentable area, Triple Net. Deductions for vacancy and collection loss was estimated at 5% of Potential Gross Income. Typical expense levels for retail/mixed use are 7.50% of Effective Gross Income and typical Capitalization Rates are between 7.00% and 8.75%.

Industrial lease rates are typically quoted on a monthly price per square foot basis. For consistency, the table above has displayed rents on an annual price per square foot basis in line with the other property types. Typical rental rates for industrial/warehouse properties in this area range from \$0.35 to \$0.80 per square foot per month (\$4.20/SF - \$9.60/SF annualized), Triple Net. Vacancy and credit loss deductions are typically between 6% and 8% of Potential Gross Income while typical expense rates are 7.50% of Effective Gross Income. Capitalization Rates typical for this property type range between 7.00% and 8.75%.

#### 85-75 – East Kirkland (West of I-405)

Typical Income Parameters					
Land Use	Rent Range per SF	Vacancy/ Coll. Loss %	Expenses per SF or % of EGI	Capitalization Rate %	
Office/Medical Office	\$19.50 to \$27.50	5% to 14%	\$6.50 to \$7.75	6.75% to 8.50%	
Retail/Mixed Use	\$15.00 to \$24.00	5%	7.50%	7.00% to 8.75%	
Industrial/Whse.	\$4.20 to \$9.60	6% to 8%	7.50%	6.50% to 8.50%	

Typical rental rates for office and medical office properties in this area range from \$19.50 to \$27.50 per square foot of net rentable area, Full Service. Deductions for vacancy and collection loss was estimated between 5% and 14% of Potential Gross Income. Typical expense rates for properties of this type range from \$6.50 to \$7.75 per square foot of net rentable area. Capitalization Rates applicable to this property type typically range from 6.75% to 8.50% depending on factors such as effective age and quality/condition.

For retail and mixed use property types, typical rental rates tend to be between \$15.00 and \$24.00 per square foot of net rentable area, Triple Net. Deductions for vacancy and collection loss was estimated at 5% of Potential Gross Income. Typical expense levels for retail/mixed use are 7.50% of Effective Gross Income and typical Capitalization Rates are between 7.00% and 8.75%.

Industrial lease rates are typically quoted on a monthly price per square foot basis. For consistency, the table above has displayed rents on an annual price per square foot basis in line with the other property types. Typical rental rates for industrial/warehouse properties in this area range from \$0.35 to \$0.80 per square foot per month (\$4.20/SF - \$9.60/SF annualized), Triple Net. Vacancy and credit loss deductions are typically between 6% and 8% of Potential Gross Income while typical expense rates are 7.50% of Effective Gross Income. Capitalization Rates typical for this property type range between 7.00% and 8.75%.

#### 85-85 – North Creek

Typical Income Parameters					
Land Use	Rent Range per SF	Vacancy/ Coll. Loss %	Expenses per SF or % of EGI	Capitalization Rate %	
Office/Medical Office	\$14.50 to \$25.50	7% to 14%	\$6.25 to \$7.25	7.00% to 8.75%	
Retail/Mixed Use	\$13.00 to \$20.50	6%	8.00%	7.00% to 9.00%	
Industrial/Whse.	\$4.20 to \$8.40	5% to 10%	7.50%	7.00% to 8.75%	

Typical rental rates for office and medical office properties in this area range from \$14.50 to \$25.50 per square foot of net rentable area, Full Service. Deductions for vacancy and collection loss was estimated between 7% and 14% of Potential Gross Income. Typical expense rates for properties of this type range from \$6.25 to \$7.25 per square foot of net rentable area. Capitalization Rates applicable to this property type typically range from 7.00% to 8.75% depending on factors such as effective age and quality/condition.

For retail and mixed use property types, typical rental rates tend to be between \$13.00 and \$20.50 per square foot of net rentable area, Triple Net. Deductions for vacancy and collection loss was estimated at 6% of Potential Gross Income. Typical expense levels for retail/mixed use are 8.00% of Effective Gross Income and typical Capitalization Rates are between 7.00% and 9.00%.

Industrial lease rates are typically quoted on a monthly price per square foot basis. For consistency, the table above has displayed rents on an annual price per square foot basis in line with the other property types. Typical rental rates for industrial/warehouse properties in this area range from \$0.35 to \$0.70 per square foot per month (\$4.20/SF - \$8.40/SF annualized), Triple Net. Vacancy and credit loss deductions are typically between 5% and 10% of Potential Gross Income while typical expense rates are 7.50% of Effective Gross Income. Capitalization Rates typical for this property type range between 7.00% and 8.75%.

#### 85-90 – Kingsgate

Typical Income Parameters					
Land Use	Rent Range per SF	Vacancy/ Coll. Loss %	Expenses per SF or % of EGI	Capitalization Rate %	
Office/Medical Office	\$18.50 to \$28.50	8% to 15%	\$6.50 to \$7.50	7.25% to 9.00%	
Retail/Mixed Use	\$13.50 to \$21.00	5%	7.50%	7.00% to 9.00%	
Industrial/Whse.	\$4.20 to \$9.00	5% to 10%	7.50%	7.25% to 9.00%	

Typical rental rates for office and medical office properties in this area range from \$18.50 to \$28.50 per square foot of net rentable area, Full Service. Deductions for vacancy and collection loss was estimated between 8% and 15% of Potential Gross Income. Typical expense rates for properties of this type range from \$6.50 to \$7.50 per square foot of net rentable area. Capitalization Rates applicable to this property type typically range from 7.25% to 9.00% depending on factors such as effective age and quality/condition.

For retail and mixed use property types, typical rental rates tend to be between \$13.50 and \$21.00 per square foot of net rentable area, Triple Net. Deductions for vacancy and collection loss was estimated at 5% of Potential Gross Income. Typical expense levels for retail/mixed use in this area are 7.50% of Effective Gross Income and typical Capitalization Rates are between 7.00% and 9.00%.

Industrial lease rates are typically quoted on a monthly price per square foot basis. For consistency, the table above has displayed rents on an annual price per square foot basis in line with the other property types. Typical rental rates for industrial/warehouse properties in this area range from \$0.35 to \$0.75 per square foot per month (\$4.20/SF - \$9.00/SF annualized), Triple Net. Vacancy and credit loss deductions are typically between 5% and 10% of Potential Gross Income while typical expense rates are 7.50% of Effective Gross Income. Capitalization Rates typical for this property type range between 7.25% and 9.00%.

#### Reconciliation

All parcels were individually reviewed for correct application of the model before final value selection. All of the factors used to establish value by the model were subject to adjustment. The market sales approach is considered the most reliable indicator of value when ample comparable sales were available, however the income approach was applied to most parcels in order to better equalize comparable properties. Whenever possible, market rents, expenses, and cap rates were ascertained from sales, and along with data from surveys and publications these parameters were applied to the income model.

The income approach to value was considered to be a reliable indicator of value in most instances. The total value generated from the income table calculations and the selected income values varied in some cases due to special circumstances, such as properties with excess land, inferior/superior location, super-adequacy, or physical/functional obsolescence. Appraisal

judgment prevailed when determining when to depart from the assessor's table generated income model. An administrative review of the selected values was made by Bonnie Christensen, Senior Appraiser for quality control purposes.

## **Model Validation**

### **Total Value Conclusions, Recommendations and Validation:**

Appraiser judgment prevails in all decisions regarding individual parcel valuation. Each parcel is field reviewed during the entire cycle and a value selected based on general and specific data pertaining to the parcel, the neighborhood, and the market. The Appraiser determines which available value estimate may be appropriate and may adjust by particular characteristics and conditions as they occur in the valuation area.

In this valuation model, the income approach is used to value the majority of the income producing properties that aren't obsolesced (land value is greater than value by income method) because there are an insufficient number and a variety of sales to value the different sectors by the market approach. The income approach also insures greater uniformity and equalization of values.

For this revalue period, land values have remained fairly stable with some minor increases in select areas. Income parameters have remained relatively stable over the recent term with some downward pressure on Capitalization Rates as investor sentiment has incrementally improved, with most changes occurring in the Office and Industrial markets. The total valuation amount for Area 85 (before new construction is added) increased by 1.49%.

The standard statistical measures of valuation performance are presented in both in the 2012 and 2013 Ratio Analysis charts included in this report. Comparison of the 2012 Ratio Study Analysis with the 2013 Ratio Study Analysis indicates that the weighted mean statistical measure of assessment level went from 88.2% to 90.5%. The Coefficient of Dispersion (COD) went from 12.97% to 10.91%, the Coefficient of Variation (COV) went from 15.22% to 12.66%, and the Price-related Differential (PRD) went from 1.02% to 1.01%.

The new assessment level is reflected in the weighted mean ratio of 90.50%. The standard statistical measures of valuation performance are presented both in the Executive Summary and in the 2012 and 2013 Ratio Analysis charts included in this report. The total assessed value for the 2012 assessment year for Area 85 was \$3,555,128,325. The total recommended assessed value for the 2013 assessment year is \$3,608,178,806.

Application of these recommended values for the 2013 assessment year results in an average total change from the 2012 assessments of 1.49%. The total value for the geographic assigned parcels decreased as follows:

<b>Change in Total Assessed Value</b>			
<b>2012 Total Value</b>	<b>2013 Total Value</b>	<b>\$ Change</b>	<b>% Change</b>
\$3,555,128,325	\$3,608,178,806	\$53,050,481	1.49%

The Coefficient of Dispersion (COD) and the Coefficient of Variation (COV) in the three year ratio study presented in this report indicate an improvement in uniformity. Therefore, it is recommended that the assessed values be posted for the 2013 assessment year.



# USPAP Compliance

## Client and Intended Use of the Appraisal:

This mass appraisal report is intended for use by the public, King County Assessor and other agencies or departments administering or confirming ad valorem property taxes. Use of this report by others for other purposes is not intended by the appraiser. The use of this appraisal, analyses and conclusions is limited to the administration of ad valorem property taxes in accordance with Washington State law. As such it is written in concise form to minimize paperwork. The assessor intends that this report conform to the Uniform Standards of Professional Appraisal Practice (USPAP) requirements for a mass appraisal report as stated in USPAP SR 6-8. To fully understand this report the reader may need to refer to the Assessor's Property Record Files, Assessors Real Property Data Base, separate studies, Assessor's Procedures, Assessor's field maps, Revalue Plan and the statutes.

The purpose of this report is to explain and document the methods, data and analysis used in the revaluation of King County. King County is on a six year physical inspection cycle with annual statistical updates. The revaluation plan is approved by Washington State Department of Revenue. The Revaluation Plan is subject to their periodic review.

## Definition and date of value estimate:

### Market Value

The basis of all assessments is the true and fair value of property. True and fair value means market value (Spokane etc. R. Company v. Spokane County, 75 Wash. 72 (1913); Mason County Overtaxed, Inc. v. Mason County, 62 Wn. 2d (1963); AGO 57-58, No. 2, 1/8/57; AGO 65-66, No. 65, 12/31/65).

The true and fair value of a property in money for property tax valuation purposes is its "market value" or amount of money a buyer willing but not obligated to buy would pay for it to a seller willing but not obligated to sell. In arriving at a determination of such value, the assessing officer can consider only those factors which can within reason be said to affect the price in negotiations between a willing purchaser and a willing seller, and he must consider all of such factors. (AGO 65,66, No. 65, 12/31/65)

Retrospective market values are reported herein because the date of the report is subsequent to the effective date of valuation. The analysis reflects market conditions that existed on the effective date of appraisal.

## Highest and Best Use

### RCW 84.40.030

*All property shall be valued at one hundred percent of its true and fair value in money and assessed on the same basis unless specifically provided otherwise by law.*

*An assessment may not be determined by a method that assumes a land usage or highest and best use not permitted, for that property being appraised, under existing zoning or land use planning ordinances or statutes or other government restrictions.*

### WAC 458-07-030 (3) True and fair value -- Highest and best use.

*Unless specifically provided otherwise by statute, all property shall be valued on the basis of its highest and best use for assessment purposes. Highest and best use is the most profitable, likely use to which a property can be put. It is the use which will yield the*

*highest return on the owner's investment. Any reasonable use to which the property may be put may be taken into consideration and if it is peculiarly adapted to some particular use, that fact may be taken into consideration. Uses that are within the realm of possibility, but not reasonably probable of occurrence, shall not be considered in valuing property at its highest and best use.*

If a property is particularly adapted to some particular use this fact may be taken into consideration in estimating the highest and best use. (Sammish Gun Club v. Skagit County, 118 Wash. 578 (1922))

The present use of the property may constitute its highest and best use. The appraiser shall, however, consider the uses to which similar property similarly located is being put. (Finch v. Grays Harbor County, 121 Wash. 486 (1922))

The fact that the owner of the property chooses to use it for less productive purposes than similar land is being used shall be ignored in the highest and best use estimate. (Sammish Gun Club v. Skagit County, 118 Wash. 578 (1922))

Where land has been classified or zoned as to its use, the county assessor may consider this fact, but he shall not be bound to such zoning in exercising his judgment as to the highest and best use of the property. (AGO 63-64, No. 107, 6/6/64)

### **Date of Value Estimate**

#### **RCW 84.36.005**

*All property now existing, or that is hereafter created or brought into this state, shall be subject to assessment and taxation for state, county, and other taxing district purposes, upon equalized valuations thereof, fixed with reference thereto on the first day of January at twelve o'clock meridian in each year, excepting such as is exempted from taxation by law.*

#### **RCW 36.21.080**

*The county assessor is authorized to place any property that is increased in value due to construction or alteration for which a building permit was issued, or should have been issued, under chapter 19.27, 19.27A, or 19.28 RCW or other laws providing for building permits on the assessment rolls for the purposes of tax levy up to August 31st of each year. The assessed valuation of the property shall be considered as of July 31st of that year.*

Reference should be made to the property card or computer file as to when each property was valued. Sales consummating before and after the appraisal date may be used and are analyzed as to their indication of value at the date of valuation. If market conditions have changed then the appraisal will state a logical cutoff date after which no market date is used as an indicator of value.

### **Property Rights Appraised: Fee Simple**

#### **Wash Constitution Article 7 § 1 Taxation:**

*All taxes shall be uniform upon the same class of property within the territorial limits of the authority levying the tax and shall be levied and collected for public purposes only. The word "property" as used herein shall mean and include everything, whether tangible or intangible, subject to ownership. All real estate shall constitute one class.*

**Trimble v. Seattle, 231 U.S. 683, 689, 58 L. Ed. 435, 34 S. Ct. 218 (1914)**

*...the entire [fee] estate is to be assessed and taxed as a unit...*

**Folsom v. Spokane County, 111 Wn. 2d 256 (1988)**

*...the ultimate appraisal should endeavor to arrive at the fair market value of the property as if it were an unencumbered fee...*

**The Dictionary of Real Estate Appraisal, 3<sup>rd</sup> Addition, Appraisal Institute.**

*Absolute ownership unencumbered by any other interest or estate, subject only to the limitations imposed by the governmental powers of taxation, eminent domain, police power, and escheat.*

### **Assumptions and Limiting Conditions:**

1. No opinion as to title is rendered. Data on ownership and legal description were obtained from public records. Title is assumed to be marketable and free and clear of all liens and encumbrances, easements and restrictions unless shown on maps or property record files. The property is appraised assuming it to be under responsible ownership and competent management and available for its highest and best use.
2. No engineering survey has been made by the appraiser. Except as specifically stated, data relative to size and area were taken from sources considered reliable, and no encroachment of real property improvements is assumed to exist.
3. No responsibility for hidden defects or conformity to specific governmental requirements, such as fire, building and safety, earthquake, or occupancy codes, can be assumed without provision of specific professional or governmental inspections.
4. Rental areas herein discussed have been calculated in accord with generally accepted industry standards.
5. The projections included in this report are utilized to assist in the valuation process and are based on current market conditions and anticipated short term supply demand factors. Therefore, the projections are subject to changes in future conditions that cannot be accurately predicted by the appraiser and could affect the future income or value projections.
6. The property is assumed uncontaminated unless the owner comes forward to the Assessor and provides other information.
7. The appraiser is not qualified to detect the existence of potentially hazardous material which may or may not be present on or near the property. The existence of such substances may have an effect on the value of the property. No consideration has been given in this analysis to any potential diminution in value should such hazardous materials be found (unless specifically noted). We urge the taxpayer to retain an expert in the field and submit data affecting value to the assessor.
8. No opinion is intended to be expressed for legal matters or that would require specialized investigation or knowledge beyond that ordinarily employed by real estate appraisers, although such matters may be discussed in the report.
9. Maps, plats and exhibits included herein are for illustration only, as an aid in visualizing matters discussed within the report. They should not be considered as surveys or relied upon for any other purpose.
10. The appraisal is the valuation of the fee simple interest. Unless shown on the Assessor's parcel maps, easements adversely affecting property value were not considered.
11. An attempt to segregate personal property from the real estate in this appraisal has been made.
12. Items which are considered to be "typical finish" and generally included in a real property transfer, but are legally considered leasehold improvements are included in the valuation unless otherwise noted.

13. The movable equipment and/or fixtures have not been appraised as part of the real estate. The identifiable permanently fixed equipment has been appraised in accordance with RCW 84.04.090 and WAC 458-12-010.
14. I have considered the effect of value of those anticipated public and private improvements of which I have common knowledge. I can make no special effort to contact the various jurisdictions to determine the extent of their public improvements.
15. Exterior inspections were made of all properties in the physical inspection areas (outlined in the body of the report) however; due to lack of access and time few received interior inspections.

### **Scope of Work Performed:**

Research and analyses performed are identified in the body of the revaluation report. The assessor has no access to title reports and other documents. Because of legal limitations we did not research such items as easements, restrictions, encumbrances, leases, reservations, covenants, contracts, declarations and special assessments. Disclosure of interior home features and, actual income and expenses by property owners is not a requirement by law therefore attempts to obtain and analyze this information are not always successful. The mass appraisal performed must be completed in the time limits indicated in the Revaluation Plan and as budgeted. The scope of work performed and disclosure of research and analyses not performed are identified throughout the body of the report.

### **CERTIFICATION:**

*I certify that, to the best of my knowledge and belief:*

- *The statements of fact contained in this report are true and correct*
- *The report analyses, opinions, and conclusions are limited only by the reported assumptions and limiting conditions and is my personal, impartial, and unbiased professional analyses, opinions, and conclusions.*
- *I have no present or prospective interest in the property that is the subject of this report and no personal interest with respect to the parties involved.*
- *I have no bias with respect to the property that is the subject of this report or to the parties involved.*
- *My engagement in this assignment was not contingent upon developing or reporting predetermined results.*
- *My compensation for completing this assignment is not contingent upon the development or reporting of predetermined value or direction in value that favors the cause of the client, the amount of the value opinion, the attainment of a stipulated result, or the occurrence of a subsequent event directly related to the intended use of this appraisal.*
- *My analyses, opinions, and conclusions were developed, and this report has been prepared, in conformity with the Uniform Standards of Professional Appraisal Practice.*
- *The area(s) physically inspected for purposes of this revaluation are outlined in the body of this report.*
- *Services that I provided within the prior three years include physical inspection, revaluation, appeal response preparation, attendance and participation in hearings, data collection, sales verification, and identifying new construction and recording the corresponding data.*



Area 085 - Bothell - Kirkland Corridor  
2013 Assessment Year

<b>Parcel Number</b>	<b>Assessed Value</b>	<b>Sale Price</b>	<b>Sale Date</b>	<b>Ratio</b>	<b>Diff: Median</b>
082505-9087	4,205,700	6,176,001	12/2/2011	0.6810	0.2155
082605-9159	820,000	1,190,000	1/14/2010	0.6891	0.2074
388580-5760	582,900	840,000	3/12/2012	0.6939	0.2025
072605-9444	1,678,900	2,350,000	4/26/2012	0.7144	0.1820
082505-9196	4,201,200	5,770,000	12/7/2011	0.7281	0.1683
012000-0170	2,930,100	3,945,000	11/26/2012	0.7427	0.1537
514880-0020	246,900	325,000	6/1/2010	0.7597	0.1368
389310-0925	1,716,100	2,250,000	12/27/2012	0.7627	0.1337
282605-9091	1,605,300	2,100,000	12/17/2012	0.7644	0.1320
096700-0425	654,700	850,000	3/30/2011	0.7702	0.1262
124870-0160	2,719,200	3,500,000	7/13/2012	0.7769	0.1195
096700-0445	565,900	722,000	8/27/2012	0.7838	0.1127
172505-9236	3,324,800	4,200,000	12/21/2012	0.7916	0.1048
919410-0015	1,864,100	2,350,000	11/10/2010	0.7932	0.1032
124450-0230	1,481,100	1,850,000	1/5/2012	0.8006	0.0959
332605-9008	1,323,900	1,650,000	10/13/2011	0.8024	0.0941
096700-0445	565,900	704,000	7/20/2010	0.8038	0.0926
332605-9121	1,219,300	1,500,000	2/1/2011	0.8129	0.0836
172505-9114	17,717,200	21,519,249	10/29/2010	0.8233	0.0731
431500-0050	1,249,600	1,450,000	12/19/2012	0.8618	0.0347
332605-9206	1,254,000	1,450,000	12/24/2012	0.8648	0.0316
250550-0160	1,409,400	1,625,000	9/20/2010	0.8673	0.0291
062505-9029	4,911,400	5,650,000	8/17/2012	0.8693	0.0272
192605-9107	443,700	500,000	4/29/2011	0.8874	0.0091
431500-0040	1,249,600	1,380,000	8/23/2010	0.9055	0.0091
388580-8330	409,200	450,000	10/25/2012	0.9093	0.0129
389060-0010	11,252,600	12,171,792	9/7/2011	0.9245	0.0280
124450-0270	3,293,300	3,500,000	2/23/2010	0.9409	0.0445
389060-0020	11,490,100	12,078,208	9/7/2011	0.9513	0.0549
250550-0140	1,048,100	1,100,000	2/10/2011	0.9528	0.0564
062605-9239	638,700	650,000	6/8/2010	0.9826	0.0862
082505-9315	502,500	510,000	1/4/2012	0.9853	0.0888
788260-0115	2,910,200	2,950,000	7/19/2011	0.9865	0.0901
282605-9008	2,033,800	2,050,000	11/26/2012	0.9921	0.0956
384850-0705	3,989,000	3,984,475	12/28/2012	1.0011	0.1047
062605-9023	2,465,400	2,450,000	12/20/2010	1.0063	0.1098
124450-0290	454,800	450,000	2/23/2010	1.0107	0.1142
192605-9025	936,700	926,000	12/9/2010	1.0116	0.1151
082605-9231	122,500	121,000	6/28/2010	1.0124	0.1159
123850-0165	8,680,500	8,500,000	9/28/2012	1.0212	0.1248
082605-9171	251,700	243,000	12/10/2010	1.0358	0.1393
388580-6375	636,000	605,000	1/9/2012	1.0512	0.1548
072605-9204	949,100	900,000	7/2/2012	1.0546	0.1581
123310-0300	2,650,800	2,505,000	1/27/2010	1.0582	0.1617
082605-9160	2,853,500	2,610,000	1/13/2012	1.0933	0.1968
096700-0431	397,900	360,000	4/24/2012	1.1053	0.2088

Area 085 - Bothell - Kirkland Corridor  
2013 Assessment Year

202505-9055	1,975,800	1,700,000	4/6/2010	1.1622	0.2658
857905-0010	2,100,000	1,650,000	11/27/2012	1.2727	0.3763

Area 085 - Bothell - Kirkland Corridor  
2013 Assessment Year

Quadrant/Crew:	Appr date :	Date:	Sales Dates:																				
North Crew	1/1/2012	4/14/2013	1/1/10 - 03/31/13																				
Area	Appr ID:	Prop Type:	Trend used?: Y / N																				
85	AMUR	Improvement	N																				
SAMPLE STATISTICS																							
Sample size (n)	48	<div>Ratio Frequency</div> <table><thead><tr><th>Ratio</th><th>Frequency</th></tr></thead><tbody><tr><td>0.7-0.8</td><td>3</td></tr><tr><td>0.8-0.9</td><td>11</td></tr><tr><td>0.9-1.0</td><td>10</td></tr><tr><td>1.0-1.1</td><td>10</td></tr><tr><td>1.1-1.2</td><td>11</td></tr><tr><td>1.2-1.3</td><td>2</td></tr><tr><td>1.3-1.4</td><td>1</td></tr><tr><td>1.4-1.5</td><td>0</td></tr><tr><td>1.5-1.6</td><td>0</td></tr></tbody></table>		Ratio	Frequency	0.7-0.8	3	0.8-0.9	11	0.9-1.0	10	1.0-1.1	10	1.1-1.2	11	1.2-1.3	2	1.3-1.4	1	1.4-1.5	0	1.5-1.6	0
Ratio	Frequency																						
0.7-0.8	3																						
0.8-0.9	11																						
0.9-1.0	10																						
1.0-1.1	10																						
1.1-1.2	11																						
1.2-1.3	2																						
1.3-1.4	1																						
1.4-1.5	0																						
1.5-1.6	0																						
Mean Assessed Value	2,541,300																						
Mean Sales Price	2,881,500																						
Standard Deviation AV	3,339,439																						
Standard Deviation SP	3,836,508																						
ASSESSMENT LEVEL																							
Arithmetic mean ratio	0.902	<div>These figures reflect measurements before posting new values.</div>																					
Median Ratio	0.896																						
Weighted Mean Ratio	0.882																						
UNIFORMITY																							
Lowest ratio	0.6810																						
Highest ratio:	1.2727																						
Coefficient of Dispersion	12.97%																						
Standard Deviation	0.1372																						
Coefficient of Variation	15.22%																						
Price-related Differential	1.02																						
RELIABILITY																							
95% Confidence: Median																							
Lower limit	0.804																						
Upper limit	0.985																						
95% Confidence: Mean																							
Lower limit	0.863																						
Upper limit	0.940																						
SAMPLE SIZE EVALUATION																							
N (population size)	900																						
B (acceptable error - in decimal)	0.05																						
S (estimated from this sample)	0.1372																						
Recommended minimum:	29																						
Actual sample size:	48																						
Conclusion:	OK																						
NORMALITY																							
Binomial Test																							
# ratios below mean:	24																						
# ratios above mean:	24																						
z:	-0.144337567																						
Conclusion:	Normal*																						
*i.e., no evidence of non-normality																							

Area 085 - Bothell - Kirkland Corridor  
2013 Assessment Year

<b>Parcel Number</b>	<b>Assessed Value</b>	<b>Sale Price</b>	<b>Sale Date</b>	<b>Ratio</b>	<b>Diff: Median</b>
082605-9159	830,300	1,190,000	1/14/2010	0.6977	0.2118
388580-5760	605,800	840,000	3/12/2012	0.7212	0.1883
082505-9087	4,519,700	6,176,001	12/2/2011	0.7318	0.1777
082505-9196	4,279,500	5,770,000	12/7/2011	0.7417	0.1678
514880-0020	246,900	325,000	6/1/2010	0.7597	0.1498
012000-0170	3,032,500	3,945,000	11/26/2012	0.7687	0.1408
072605-9444	1,815,100	2,350,000	4/26/2012	0.7724	0.1371
096700-0425	663,400	850,000	3/30/2011	0.7805	0.1290
919410-0015	1,864,100	2,350,000	11/10/2010	0.7932	0.1163
096700-0445	573,800	722,000	8/27/2012	0.7947	0.1148
096700-0445	573,800	704,000	7/20/2010	0.8151	0.0944
332605-9008	1,360,700	1,650,000	10/13/2011	0.8247	0.0848
124870-0160	2,907,400	3,500,000	7/13/2012	0.8307	0.0788
172505-9114	18,043,000	21,519,249	10/29/2010	0.8385	0.0710
332605-9121	1,261,400	1,500,000	2/1/2011	0.8409	0.0686
282605-9091	1,780,200	2,100,000	12/17/2012	0.8477	0.0618
124450-0230	1,599,600	1,850,000	1/5/2012	0.8646	0.0449
389310-0925	1,956,600	2,250,000	12/27/2012	0.8696	0.0399
431500-0050	1,267,200	1,450,000	12/19/2012	0.8739	0.0356
250550-0160	1,434,500	1,625,000	9/20/2010	0.8828	0.0267
332605-9206	1,291,000	1,450,000	12/24/2012	0.8903	0.0192
172505-9236	3,770,900	4,200,000	12/21/2012	0.8978	0.0117
062505-9029	5,101,300	5,650,000	8/17/2012	0.9029	0.0066
192605-9107	452,500	500,000	4/29/2011	0.9050	0.0045
388580-8330	411,300	450,000	10/25/2012	0.9140	0.0045
431500-0040	1,267,200	1,380,000	8/23/2010	0.9183	0.0088
389060-0010	11,641,700	12,171,792	9/7/2011	0.9564	0.0469
124450-0270	3,351,800	3,500,000	2/23/2010	0.9577	0.0482
062605-9239	638,400	650,000	6/8/2010	0.9822	0.0727
389060-0020	11,887,400	12,078,208	9/7/2011	0.9842	0.0747
788260-0115	2,963,600	2,950,000	7/19/2011	1.0046	0.0951
282605-9008	2,061,900	2,050,000	11/26/2012	1.0058	0.0963
082505-9315	513,100	510,000	1/4/2012	1.0061	0.0966
062605-9023	2,465,400	2,450,000	12/20/2010	1.0063	0.0968
250550-0140	1,108,280	1,100,000	2/10/2011	1.0075	0.0980
384850-0705	4,016,800	3,984,475	12/28/2012	1.0081	0.0986
124450-0290	454,800	450,000	2/23/2010	1.0107	0.1012
192605-9025	936,700	926,000	12/9/2010	1.0116	0.1021
082605-9231	122,500	121,000	6/28/2010	1.0124	0.1029
857905-0010	1,680,000	1,650,000	11/27/2012	1.0182	0.1087
123850-0165	8,680,500	8,500,000	9/28/2012	1.0212	0.1117
082605-9171	251,700	243,000	12/10/2010	1.0358	0.1263
388580-6375	636,000	605,000	1/9/2012	1.0512	0.1417
072605-9204	949,100	900,000	7/2/2012	1.0546	0.1451
123310-0300	2,654,600	2,505,000	1/27/2010	1.0597	0.1502
082605-9160	2,888,200	2,610,000	1/13/2012	1.1066	0.1971



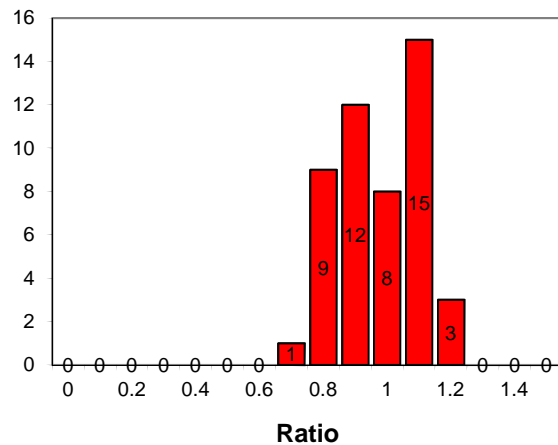
Area 085 - Bothell - Kirkland Corridor  
2013 Assessment Year

096700-0431	401,100	360,000	4/24/2012	1.1142	0.2047
202505-9055	1,975,800	1,700,000	4/6/2010	1.1622	0.2527

Area 085 - Bothell - Kirkland Corridor  
2013 Assessment Year

<b>Quadrant/Crew:</b>	<b>Appr date :</b>	<b>Date:</b>		<b>Sales Dates:</b>
<b>North Crew</b>	<b>1/1/2013</b>	<b>4/14/2013</b>		<b>1/1/10 - 03/31/13</b>
<b>Area</b>	<b>Appr ID:</b>	<b>Prop Type:</b>		<b>Trend used?: Y / N</b>
<b>85</b>	<b>AMUR</b>	<b>Improvement</b>	<b>N</b>	
<b>SAMPLE STATISTICS</b>				
<b>Sample size (n)</b>	48			
<b>Mean Assessed Value</b>	2,608,100			
<b>Mean Sales Price</b>	2,881,500			
<b>Standard Deviation AV</b>	3,421,728			
<b>Standard Deviation SP</b>	3,836,508			
<b>ASSESSMENT LEVEL</b>				
<b>Arithmetic mean ratio</b>	0.918			
<b>Median Ratio</b>	0.910			
<b>Weighted Mean Ratio</b>	0.905			
<b>UNIFORMITY</b>				
<b>Lowest ratio</b>	0.6977			
<b>Highest ratio:</b>	1.1622			
<b>Coefficient of Dispersion</b>	10.91%			
<b>Standard Deviation</b>	0.1162			
<b>Coefficient of Variation</b>	12.66%			
<b>Price-related Differential</b>	1.01			
<b>RELIABILITY</b>				
<b>95% Confidence: Median</b>				
Lower limit	0.865			
Upper limit	1.006			
<b>95% Confidence: Mean</b>				
Lower limit	0.885			
Upper limit	0.951			
<b>SAMPLE SIZE EVALUATION</b>				
<b>N (population size)</b>	900			
<b>B (acceptable error - in decimal)</b>	0.05			
<b>S (estimated from this sample)</b>	0.1162			
<b>Recommended minimum:</b>	21			
<b>Actual sample size:</b>	48			
<b>Conclusion:</b>	OK			
<b>NORMALITY</b>				
<b>Binomial Test</b>				
# ratios below mean:	25			
# ratios above mean:	23			
z:	0.144337567			
<b>Conclusion:</b>	Normal*			
*i.e., no evidence of non-normality				

Ratio Frequency



These figures reflect measurements after posting new values.

## Improvement Sales for Area 085 with Sales Used

04/18/2013

Area	Nbhd	Major	Minor	Total NRA	E #	Sale Price	Sale Date	SP / NRA	Property Name	Zone	Par. Ct.	Ver. Code	Remarks
085	020	062605	9023	25,195	2471346	\$2,450,000	12/20/10	\$97.24	Rite Aid Drugstore	GDC	2	Y	
085	020	062605	9239	2,400	2445838	\$650,000	06/08/10	\$270.83	Convenience STORE	R-AC, O	1	Y	
085	020	062605	9274	11,548	2460754	\$1,500,000	09/28/10	\$129.89	AMERICAN LEGION	GDC	1	34	Use-change after sale; not in ratio
085	020	072605	9204	5,400	2553455	\$900,000	07/02/12	\$166.67	NAPA AUTO PARTS	522	1	Y	
085	020	072605	9444	9,769	2541348	\$2,350,000	04/26/12	\$240.56	BOTHELL PROFESSIONAL PLAZA	DN	2	Y	
085	020	082605	9159	4,057	2425836	\$1,190,000	01/14/10	\$293.32	OFFICE	R 2800,	1	Y	
085	020	082605	9160	13,574	2528804	\$2,610,000	01/13/12	\$192.28	MOSS HERITAGE BUILDING	DC	1	Y	
085	020	082605	9171	1,480	2470834	\$243,000	12/10/10	\$164.19	Retail	DC	1	Y	
085	020	082605	9231	720	2448409	\$121,000	06/28/10	\$168.06	VEHICLE LICENSE	R-AC, O	1	Y	
085	020	096700	0425	4,055	2489382	\$850,000	03/30/11	\$209.62	General Offices	DN	1	Y	
085	020	096700	0431	2,332	2541131	\$360,000	04/24/12	\$154.37	OFFICE BUILDING	DN	1	Y	
085	020	096700	0445	2,800	2562969	\$722,000	08/27/12	\$257.86	Insurance Office (Converted SFR)	DN	1	Y	
085	020	096700	0445	2,800	2452664	\$704,000	07/20/10	\$251.43	Insurance Office (Converted SFR)	R-AC, O	1	Y	
085	025	282605	9008	11,142	2576589	\$2,050,000	11/26/12	\$183.99	TOTEM LAKE CENTER	TL 1B	1	Y	
085	025	332605	9008	7,355	2513866	\$1,650,000	10/13/11	\$224.34	KINDER CARE LEARNING CENTER	NRH 3	2	Y	
085	030	192605	9025	6,180	2470259	\$926,000	12/09/10	\$149.84	MISC OFFICE & RETAIL	CBPSO	1	Y	
085	030	192605	9107	1,880	2489427	\$500,000	04/29/11	\$265.96	KINGSGATE ANIMAL CLINIC	CBPSO	1	Y	
085	035	282605	9091	17,920	2581640	\$2,100,000	12/17/12	\$117.19	EASTSIDE SPRAYING SERVICE	TL 10B	1	Y	
085	035	389060	0010	64,116	2508956	\$12,171,792	09/07/11	\$189.84	KIRKLAND 405 CORP CTR BLDG A	TL 10A	1	Y	
085	035	389060	0010	64,116	2450911	\$9,250,000	07/20/10	\$144.27	KIRKLAND 405 CORP CTR BLDG A	TL 10A	1	Y	
085	035	389060	0020	65,469	2450912	\$8,340,000	07/20/10	\$127.39	KIRKLAND 405 CORP CTR BLDG A	TL 10A	1	Y	
085	035	389060	0020	65,469	2508957	\$12,078,208	09/07/11	\$184.49	KIRKLAND 405 CORP CTR BLDG A	TL 10A	1	Y	
085	040	919410	0015	0	2466686	\$2,350,000	11/10/10	\$0.00	FIRWOOD LANE M H PARK (31 PAI	RSX 7.2	1	Y	
085	045	012000	0160	4,995	2432993	\$1,950,000	03/18/10	\$390.39	UNIT PROCESS CO	LIT	1	34	Use-change after sale; not in ratio
085	045	012000	0170	17,760	2577760	\$3,945,000	11/26/12	\$222.13	McDonald Insurance	LIT	2	Y	
085	045	082505	9315	2,744	2525930	\$510,000	01/04/12	\$185.86	Tutmark Realty (Office/Apartment	PR 5.0	1	Y	
085	045	123510	0025	79,971	2536970	\$7,325,000	04/02/12	\$91.60	KIRKLAND WAY BUILDING	LIT	2	34	Use-change after sale; not in ratio
085	045	250550	0140	4,212	2478774	\$1,100,000	02/10/11	\$261.16	PROGRESSIVE MARKETING	PR 5.0	1	Y	
085	045	250550	0160	6,802	2459368	\$1,625,000	09/20/10	\$238.90	OFFICE BLDG	PR 5.0	1	Y	
085	050	123310	0300	12,525	2426743	\$2,505,000	01/27/10	\$200.00	FARMERS INSURANCE	PR 3.6	1	Y	
085	050	123850	0165	47,840	2566720	\$8,500,000	09/28/12	\$177.68	FORBES LAKE BUILDING	LIT	1	Y	
085	050	384850	0705	20,229	2582517	\$3,984,475	12/28/12	\$196.97	RETAIL & 9 UNIT	NC/C	1	Y	
085	055	857905	0010	4,200	2575997	\$1,650,000	11/27/12	\$392.86	1010 BUILDING, THE	MSC 1	1	Y	
085	060	202505	9055	6,518	2435662	\$1,700,000	04/06/10	\$260.82	NEWPORT BAY RESTAURANT	FC III	1	Y	
085	060	431500	0040	3,520	2456942	\$1,380,000	08/23/10	\$392.05	LINBROOK OFFICE (#4)	FC III	1	Y	
085	060	431500	0050	3,520	2581149	\$1,450,000	12/19/12	\$411.93	LINBROOK OFFICE (#5)	YBD 3	1	Y	

## Improvement Sales for Area 085 with Sales Used

04/18/2013

Area	Nbhd	Major	Minor	Total NRA	E #	Sale Price	Sale Date	SP / NRA	Property Name	Zone	Par. Ct.	Ver. Code	Remarks
085	065	062505	9029	20,649	2559665	\$5,650,000	08/17/12	\$273.62	MARINA PARK BUILDING	CBD 2	1	Y	
085	065	082505	9087	16,800	2521115	\$6,176,001	12/02/11	\$367.62	CHAFFEY BUILDING	CBD 2	1	Y	
085	065	082505	9196	16,950	2521475	\$5,770,000	12/07/11	\$340.41	RETAIL	CBD 2	2	Y	
085	065	124450	0230	4,888	2525820	\$1,850,000	01/05/12	\$378.48	RETAIL	CBD 1	1	Y	
085	065	124450	0270	12,628	2431152	\$3,500,000	02/23/10	\$277.16	KIRKWOOD COMMERCIAL BUILDING	CBD 1	2	Y	
085	065	124450	0290	1,800	2431153	\$450,000	02/23/10	\$250.00	RETAIL	CBD 1	1	Y	
085	065	124870	0160	11,700	2554097	\$3,500,000	07/13/12	\$299.15	OFFICE BUILDING	CBD 5	1	Y	
085	065	388580	6375	3,800	2525997	\$605,000	01/09/12	\$159.21	DAYCARE	RS 7.2	1	Y	
085	065	388580	8330	1,920	2571249	\$450,000	10/25/12	\$234.38	Church (St. Katherine The Great	PLA 7A	1	Y	
085	065	514880	0020	843	2443966	\$325,000	06/01/10	\$385.53	MARINA HEIGHTS CONDOMINIUM	CBD 8	1	Y	
085	065	788260	0115	26,900	2502215	\$2,950,000	07/19/11	\$109.67	SOUND ELEVATOR	PLA 6G	1	Y	
085	070	172505	9114	52,948	2464695	\$21,519,249	10/29/10	\$406.42	YARROW BAY MARINA OFFICE BUILDING	PLA 15A	1	Y	
085	070	172505	9236	16,702	2582266	\$4,200,000	12/21/12	\$251.47	YARROW SHORES OFFICE BUILDING	YBD 2	1	Y	
085	075	332605	9121	9,496	2477168	\$1,500,000	02/01/11	\$157.96	HEATH SIGN COMPANY	TL 10C	1	Y	
085	075	332605	9206	7,920	2582587	\$1,450,000	12/24/12	\$183.08	SUNMARK	TL 10E	1	Y	
085	075	388580	5760	4,000	2533497	\$840,000	03/12/12	\$210.00	Progressive Finishes Inc.	LIT	1	Y	
085	075	389310	0925	21,040	2582389	\$2,250,000	12/27/12	\$106.94	DURKIN CHEMICAL INC	TL 10E	1	Y	
085	090	212605	9100	6,087	2528249	\$1,399,875	01/30/12	\$229.98	GRACE CHAPEL	RSA 6	1	Y	



Area	Nbhd.	Major	Minor	Land Area	E #	Sale Price	Sale Date	SP / Ld. Area	Property Name	Zone	Par. Ct.	Ver. Code	Remarks
085	020	052605	9095	12,242	2556250	\$237,000	07/23/12	\$19.36	SFR on commerical zoned land	GDC	1	Y	
085	020	072605	9371	81,973	2488722	\$2,600,000	04/25/11	\$31.72	ROOMING HOUSE	DN	4	Y	
085	020	237420	0030	84,137	2473314	\$3,475,000	12/28/10	\$41.30	SAFEWAY MARKET	DN	1	Y	
085	025	272605	9043	207,781	2568517	\$4,000,000	10/03/12	\$19.25	PUGET WESTERN BLDG	TL 7	1	Y	
085	030	357980	0549	45,000	2536794	\$325,000	03/29/12	\$7.22	VACANT	RMA 3.	1	Y	
085	040	302605	9148	54,206	2488145	\$3,100,000	04/20/11	\$57.19	Vacant Lot	JBD 2	1	Y	
085	040	375790	0035	101,586	2506715	\$9,850,000	08/24/11	\$96.96	VAC LD	JBD 1	1	Y	
085	045	250550	0135	8,594	2526705	\$490,000	01/09/12	\$57.02	6th Street Site	PR 5.0	1	Y	
085	050	123310	0216	19,907	2512034	\$1,400,000	09/26/11	\$70.33	ARCO AMPM	RH 5A	1	Y	
085	060	202505	9099	67,096	2484691	\$325,000	03/23/11	\$4.84	VACANT LOT	R-20	2	Y	
085	065	187500	0190	43,995	2522868	\$2,860,000	12/12/11	\$65.01	Vacant Development Site	PLA 6E	1	Y	

## Improvement Sales for Area 085 with Sales not Used

05/01/2013

Area	Nbhd	Major	Minor	Total NRA	E #	Sale Price	Sale Date	SP / NRA	Property Name	Zone	Par. Ct.	Ver. Code	Remarks
085	020	072605	9003	4,104	2532118	\$450,000	02/28/12	\$109.65	CLEANERS AND LAUNDROMAT	DC	1	63	Sale price updated by sales id group
085	020	082605	9040	2,704	2561876	\$200,000	08/30/12	\$73.96	HILLCREST BAKERY	DC	1	52	Statement to dor
085	020	082605	9096	2,484	2540064	\$27,090	03/07/12	\$10.91	BASKIN-ROBBINS	DC	1	24	Easement or right-of-way
085	020	096700	0535	8,160	2515764	\$19,637	08/10/11	\$2.41	RETAIL & LODGE	DC	1	24	Easement or right-of-way
085	025	282605	9040	3,716	2474576	\$1,250,000	01/11/11	\$336.38	WASHINGTON EMISSION INSPECT	TL 7	1	36	Plottage
085	025	282605	9051	1,940	2565168	\$359,341	09/13/12	\$185.23	Commercial SFR	TL 6A	1	51	Related party, friend, or neighbor
085	025	282605	9079	1,350	2570898	\$750,000	10/25/12	\$555.56	OFFICE	TL 6A	1	51	Related party, friend, or neighbor
085	025	282605	9128	10,376	2571041	\$2,040,000	10/26/12	\$196.61	OFFICE INDUSTRIAL	TL 9A	1	15	No market exposure
085	030	192605	9075	0	2574676	\$1,224,413	11/16/12	\$0.00	JUANITA AUTO REBUILD	BC 1	2	11	Corporate affiliates
085	030	192605	9199	2,800	2584564	\$1,650,000	01/14/13	\$589.29	CONVENIENCE MARKET (7-11)	BC 1	1		
085	040	292605	9049	202,510	2445192	\$12,600	05/27/10	\$0.06	JUANITA HIGH SCHOOL	RSX 7.2	1	24	Easement or right-of-way
085	040	376250	0030	1,546	2538827	\$600,000	03/26/12	\$388.10	JUANITA PROFESSIONAL PLAZA C	JBD 6	1	44	Tenant
085	045	012000	0330	40,330	2583135	\$2,200,000	12/31/12	\$54.55	PROCTOR PRODUCTS CO	LIT	1	51	Related party, friend, or neighbor
085	045	052505	9064	10,800	2592462	\$3,050,000	02/26/13	\$282.41	911 KIRKLAND PLACE	PLA 5C	1		
085	045	082505	9296	2,400	2457969	\$5,865	08/24/10	\$2.44	7-11 STORE	BC	1	24	Easement or right-of-way
085	050	123310	0750	19,263	2532907	\$3,215,000	03/06/12	\$166.90	ROSE HILL RETAIL	RH 5B	1	63	Sale price updated by sales id group
085	050	123310	0872	2,732	2531457	\$4,725	01/17/12	\$1.73	KIRKLAND HONDA	RH 5A	1	24	Easement or right-of-way
085	050	388810	0220	7,420	2542392	\$325,000	03/16/12	\$43.80	SFR HOUSE & GAR SVCS/WHSE	RSX 7.2	1	52	Statement to dor
085	055	388580	3875	7,500	2598757	\$1,800,000	04/05/13	\$240.00	MARKET SQUARE BUILDING	MSC 1	1		
085	055	388580	4670	2,200	2547137	\$533,000	05/23/12	\$242.27	Small Office (Conv. SFR)	MSC 1	1	61	Financial institution resale
085	065	098340	0010	8,688	2472055	\$2,050,000	12/23/10	\$235.96	BOULEVARD CONDOMINIUM	CBD 3	3	61	Financial institution resale
085	070	202505	9162	274,029	2487730	\$100,217,188	04/21/11	\$365.72	THE PLAZA AT YARROW BAY I	PLA 3A	4	15	No market exposure
085	070	935490	0220	2,114	2474783	\$4,000,000	01/07/11	\$1,892.15	DELI CAFE & MICHAEL'S DRY CLEA	BN	2	51	Related party, friend, or neighbor
085	075	332605	9206	7,920	2582586	\$1,450,000	12/28/12	\$183.08	SUNMARK	TL 10E	1	63	Sale price updated by sales id group
085	075	389310	0855	13,600	2476234	\$48,000	01/13/11	\$3.53	PEGASUS N/W-LGT MFG	TL 10D	1	24	Easement or right-of-way
085	075	389310	0921	60,209	2532106	\$3,900,000	02/28/12	\$64.77	COSTCO HOME OFFICE BLDG #1	TL 10E	1	61	Financial institution resale
085	085	042605	9008	90,661	2516163	\$24,500,000	10/28/11	\$270.24	NORTH CREEK PLACE 1	R 2800,	1	65	Plans & permits
085	085	392700	0095	40,475	2589375	\$8,000,000	02/15/13	\$197.65	NORTH CREEK BLDG "I"	R-AC, O	1		
085	085	392700	0300	35,275	2589379	\$6,830,000	02/15/13	\$193.62	SCHNITZER NORTH CREEK OFFIC	R-AC, O	1		
085	090	162605	9153	7,600	2586704	\$1,200,900	01/24/13	\$158.01	OFFICE BLDG	NB	1		

Area	Nbhd.	Major	Minor	Land Area	E #	Sale Price	Sale Date	SP / Ld. Area	Property Name	Zone	Par. Ct.	Ver. Code	Remarks
085	020	062605	9005	57,063	2543918	\$188,000	05/10/12	\$3.29	Vacant	R 5400	1		
085	020	072605	9194	84,604	2548183	\$1,963,013	06/13/12	\$23.20	VAC SPECIALISTS	522	3		
085	020	082605	9123	1,348	2515766	\$5,216	06/14/11	\$3.87	ASSOC. PKNG. FOR IMPS ON MINOR	DC	1	24	Easement or right-of-way
085	025	282605	9044	28,521	2469391	\$2,000,000	12/06/10	\$70.12	GENERAL TELEPHONE	TL 6A	1	N	
085	025	282605	9249	32,181	2543519	\$2,750,000	05/10/12	\$85.45	Vacant Lot (Future 61 unit mixe	TL 6A	1		
085	025	332605	9092	84,344	2471853	\$1,800,000	12/20/10	\$21.34	SFR - Proposed Office Bldg	NRH 1A	1	61	Financial institution resale
085	030	172605	9095	20,000	2506248	\$30,000	08/17/11	\$1.50	VACANT	R24SC	1	61	Financial institution resale
085	065	187500	0025	20,192	2521118	\$1,100,000	12/02/11	\$54.48	VACANT LAND (PARKING LOT)	CBD 1E	1	15	No market exposure
085	070	788260	0512	14,090	2529974	\$525,000	02/13/12	\$37.26	VACANT LAND	RM 3.6	1		
085	070	788260	0514	1,408	2524011	\$35,000	12/21/11	\$24.86	VACANT LAND	RM 3.6	1	51	Related party, friend, or neighbor
085	085	052605	9298	102,802	2451679	\$225,000	07/22/10	\$2.19	VACANT LAND	R-AC, C	1	15	No market exposure

Physically Inspected Parcels

Neighborhood	Major	Minor	SitusAddress
45	012000	0160	420 6TH ST S
45	012000	0170	402 6TH ST S
45	012000	0180	No Situs Address
45	012000	0190	No Situs Address
45	012000	0200	299 8TH ST S
45	012000	0220	301 8TH ST S
45	012000	0330	210 8TH ST S
45	012000	0360	909 KIRKLAND AVE
45	012000	0361	935 KIRKLAND AVE
45	012000	0370	935 KIRKLAND AVE
45	012000	0371	99 10TH ST S
45	012000	0380	101 10TH ST S
45	012000	0390	127 10TH ST S
45	012000	0396	221 10TH ST S
45	052505	9064	911 5TH AVE
45	052505	9069	825 5TH AVE
45	052505	9070	903 5TH AVE
45	052505	9073	No Situs Address
45	082505	9003	811 KIRKLAND AVE
45	082505	9038	10827 NE 68TH ST
45	082505	9059	No Situs Address
45	082505	9063	940 6TH ST S
45	082505	9072	10790 NE 68TH ST
45	082505	9081	No Situs Address
45	082505	9160	6710 108TH AVE NE
45	082505	9194	No Situs Address
45	082505	9199	112TH AVE NE
45	082505	9234	703 KIRKLAND AVE
45	082505	9257	10700 NE 68TH ST
45	082505	9278	No Situs Address
45	082505	9296	10810 NE 68TH ST
45	082505	9312	10829 NE 68TH ST
45	082505	9313	No Situs Address
45	082505	9315	910 6TH AVE S
45	082505	9346	No Situs Address
45	123510	0024	11250 KIRKLAND WAY
45	123510	0025	8423 114TH AVE NE
45	123510	0071	No Situs Address
45	123510	0100	11255 KIRKLAND WAY
45	123890	0085	No Situs Address
45	123890	0090	620 KIRKLAND WAY
45	123890	0110	603 4TH AVE
45	123890	0115	220 6TH AVE
45	123890	0200	No Situs Address
45	123890	0232	No Situs Address
45	123940	1080	No Situs Address
45	123940	1100	No Situs Address
45	250550	0115	830 6TH ST S
45	250550	0116	826 6TH ST S
45	250550	0120	822 6TH ST S
45	250550	0131	750 6TH ST S
45	250550	0135	630 6TH ST S
45	250550	0136	720 6TH ST S



Physically Inspected Parcels

Neighborhood	Major	Minor	SitusAddress
45	250550	0140	620 6TH ST S
45	250550	0145	600 6TH ST S
45	250550	0151	520 6TH ST S
45	250550	0155	516 6TH ST S
45	250550	0160	512 6TH ST S
45	347297	0000	No Situs Address
45	347297	0010	790 6TH ST S
45	517270	0010	720 4TH AVE
45	517270	0030	8500 5TH AVE
45	683620	0010	6602 108TH AVE NE
45	788260	0170	805 6TH AVE S
45	788260	0175	No Situs Address
45	788260	0180	777 6TH ST S
45	788260	0602	915 6TH ST
45	788260	0605	10512 NE 68TH ST
45	788260	0611	10702 NE 68TH ST
45	788260	0621	10532 NE 68TH ST
45	788260	0622	10518 NE 68TH ST
45	788260	0623	10526 NE 68TH ST
45	935190	0180	6400 108TH AVE NE
65	017600	0005	112 LAKE ST S
65	017600	0028	No Situs Address
65	017600	0030	130 LAKE ST S
65	052505	9017	520 KIRKLAND WAY
65	052505	9029	406 KIRKLAND AVE
65	052505	9040	5 LAKE ST
65	052505	9047	113 LAKE ST S
65	052505	9051	13 LAKE ST S
65	052505	9052	457 KIRKLAND WAY
65	052505	9053	439 KIRKLAND WAY
65	052505	9063	434 KIRKLAND WAY
65	062505	9020	21 CENTRAL WAY
65	062505	9023	105 CENTRAL WAY
65	062505	9029	25 CENTRAL WAY
65	062505	9031	No Situs Address
65	062505	9042	13 CENTRAL WAY
65	082505	9014	No Situs Address
65	082505	9087	205 LAKE ST S
65	082505	9097	215 LAKE ST S
65	082505	9099	89 KIRKLAND AVE
65	082505	9107	No Situs Address
65	082505	9115	101 LAKE ST S
65	082505	9122	219 LAKE ST S
65	082505	9129	129 LAKE ST S
65	082505	9131	No Situs Address
65	082505	9154	135 LAKE ST S
65	082505	9164	121 LAKE ST S
65	082505	9172	No Situs Address
65	082505	9196	123 LAKE ST S
65	082505	9212	50 KIRKLAND AVE
65	082505	9213	52 KIRKLAND AVE
65	082505	9226	401 STATE ST
65	082505	9227	401 STATE ST

Physically Inspected Parcels

Neighborhood	Major	Minor	SitusAddress
65	082505	9228	433 STATE ST
65	082505	9229	401 STATE ST
65	082505	9230	401 STATE ST
65	082505	9242	339 KIRKLAND AVE
65	098340	0000	No Situs Address
65	098340	0010	375 KIRKLAND AVE
65	098340	0020	375 KIRKLAND AVE
65	098340	0030	375 KIRKLAND AVE
65	124450	0020	No Situs Address
65	124450	0035	177 CENTRAL WAY
65	124450	0066	209 CENTRAL WAY
65	124450	0100	140 PARK LN
65	124450	0115	136 COMMERCIAL AVE
65	124450	0130	No Situs Address
65	124450	0145	120 COMMERCIAL AVE
65	124450	0175	106 LAKE ST S
65	124450	0176	108 KIRKLAND AVE
65	124450	0177	110 LAKE ST
65	124450	0178	111 PARK LN
65	124450	0180	116 KIRKLAND AVE
65	124450	0190	132 KIRKLAND AVE
65	124450	0210	120 2ND ST
65	124450	0220	137 PARK LN
65	124450	0230	127 COMMERCIAL AVE
65	124450	0255	122 KIRKLAND AVE
65	124450	0270	200 KIRKLAND AVE
65	124450	0290	218 KIRKLAND AVE
65	124450	0330	113 3RD ST
65	124450	0350	No Situs Address
65	124450	0390	No Situs Address
65	124450	0395	77 3RD ST
65	124450	0432	No Situs Address
65	124450	0435	255 CENTRAL WAY
65	124870	0135	550 KIRKLAND WAY
65	124870	0160	570 KIRKLAND WAY
65	180790	0170	608 STATE ST
65	180790	0235	No Situs Address
65	187500	0025	No Situs Address
65	187500	0190	No Situs Address
65	212020	0005	300 4TH AVE S
65	388580	0005	211 MARKET ST
65	388580	0006	No Situs Address
65	388580	6375	806 2ND ST
65	388580	8250	106 5TH AVE
65	388580	8330	138 5TH AVE
65	388580	8355	123 5TH AVE
65	388580	8525	No Situs Address
65	388580	8550	310 1ST ST
65	388580	8642	132 CENTRAL WAY
65	388580	8651	128 CENTRAL WAY
65	388580	8660	121 3RD ST
65	388580	8670	116 CENTRAL WAY
65	388580	8680	126 CENTRAL WAY

Physically Inspected Parcels

Neighborhood	Major	Minor	SitusAddress
65	388580	8720	110 CENTRAL WAY
65	388580	8721	104 CENTRAL WAY
65	388580	8780	212 MARKET ST
65	388580	8820	230 MARKET ST
65	388831	0000	211 KIRKLAND AVE
65	388831	0010	211 KIRKLAND AVE
65	388831	0020	211 KIRKLAND AVE
65	390010	0670	No Situs Address
65	390010	1026	204 CENTRAL WAY
65	390010	1045	215 3RD AVE
65	390010	1050	212 CENTRAL WAY
65	390010	1055	214 CENTRAL WAY
65	390010	1096	252 CENTRAL WAY
65	390010	1105	258 CENTRAL WAY
65	390010	1125	278 CENTRAL WAY
65	390010	1265	317 4TH ST
65	390010	1380	No Situs Address
65	390010	1390	330 4TH ST
65	390010	1460	460 CENTRAL WAY
65	390010	1510	450 CENTRAL WAY
65	390010	1575	No Situs Address
65	390010	1730	500 CENTRAL WAY
65	407070	0165	No Situs Address
65	408000	0000	107 LAKE ST
65	408000	0010	107 LAKE ST
65	408000	0020	107 LAKE ST
65	439770	0170	105 STATE ST
65	514880	0000	134 CENTRAL WAY
65	514880	0010	134 CENTRAL WAY
65	514880	0020	134 CENTRAL WAY
65	514880	0030	134 CENTRAL WAY
65	681787	0000	122 STATE ST
65	681787	0010	122 STATE ST
65	765490	0005	515 STATE ST
65	765490	0150	232 5TH AVE S
65	765490	0165	No Situs Address
65	765490	0195	No Situs Address
65	788260	0101	No Situs Address
65	788260	0110	508 6TH AVE
65	788260	0115	506 7TH AVE S
65	864414	0000	210 MARKET ST
65	864414	0010	210 MARKET ST