

# OFFERING MEMORANDUM

9065 ARNEY LANE NE, WOODBURN, OREGON 97071

**WOODLAND CROSSING**

**CALL FOR OFFERS DUE  
JUNE 15, 2017** | **\$6,750,000  
\$6.00 PSF**



**300 UNIT DEVELOPMENT OPPORTUNITY**



# OFFERING MEMORANDUM

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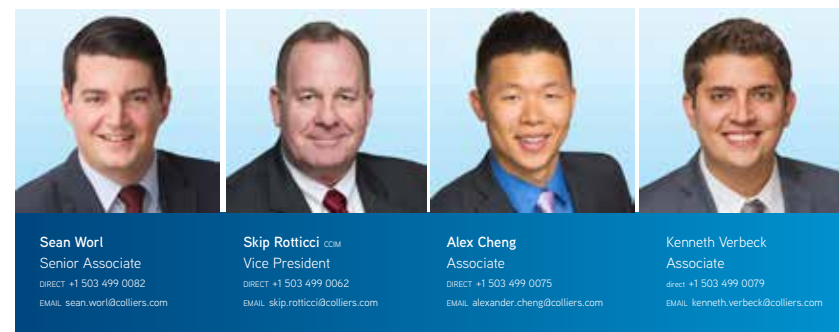
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## Exclusive Advisors

This Offering Memorandum contains select information pertaining to the business and affairs of the Property at 9065 Arney Lane NE, Woodburn, Oregon. It has been prepared by Colliers International. This Offering Memorandum may not be all-inclusive or contain all of the information a prospective purchaser may desire. The information contained in this Offering Memorandum is confidential and furnished solely for the purpose of a review by a prospective purchaser of the Property.

For further information regarding the purchase and sale of this asset, to register to receive due diligence materials, schedule a tour, or to submit a bid, please contact the following Colliers International professionals:



851 S.W. Sixth Ave., Suite 1200  
Portland, Oregon 97204  
503.223.3123

## > Investment Summary

# INVESTMENT HIGHLIGHTS

## Investment Summary

The “Woodland Crossing” site located at 9065 Arney Lane NE, Woodburn, Oregon offers a unique opportunity to acquire an institutionally sized garden style development site in Woodburn, Oregon. The site is zoned at UT-20, or Urban Transition. This property is in the Urban Growth Boundary, and included in the adopted Comprehensive Plan as RM or Medium Density Residential. The planned development has a total of 300 units including 80 one bedroom units, 189 two bedroom units, 13 three bedroom units, and 18 four bedroom units. The approximate net leasable square footage is 274,966. The development plan calls for 622 parking spaces, 300 of which are covered, 322 uncovered. The planned project also includes a recreation center and swimming pool. The project as planned has an average of 12.88 units per acrea which is allowed by right in the Medium Density Residential zoning designation.



Woodburn like many of the suburbs of the Portland MSA and Salem are experiencing exceptional absorption of new multifamily projects and very strong rent growth. Unlike Portland, Woodburn does not have affordable housing issues, meaning the project will not be subject to such things as rent control, excessive tenant rights, and inclusionary affordable housing requirements.

Woodland Crossing is an excellent opportunity to acquire an institutionally sized multifamily development opportunity close to the Portland MSA. Woodland Crossing unlike other opportunities in the City of Portland will not be constrained by inclusionary Affordable Housing requirements, Rent Control exposure, and overreaching tenant rights issues.

### APARTMENT HIGHLIGHTS:

- Large Diverse Unit Mix
- Large Balconies & Patios
- Ample Parking
- Covered Carports
- Washer/Dryer In Unit
- Club House & Pool

## > Property Information

# PROPERTY INFORMATION

## Site Details

PRODUCT TYPE:	Multifamily
ADDRESS:	9065 Arney Lane NE Woodburn, Oregon, 97071
GROSS LAND AREA:	25.83 Acres
PRICE:	\$6,750,000 \$6.00 PSF \$22,500 per Unit
YEAR BUILT:	To Be Constructed
CONSTRUCTION:	Concrete Foundation - Wood Frame
STORIES:	Three Story Garden Style
APN:	052W12B 00300 and 052W12B 00100



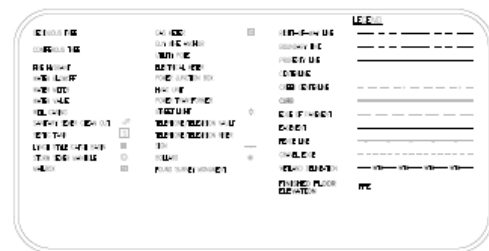
# PROPERTY INFORMATION



## WOODBURN OUTLET MALL



# Civil Plan



**M.**  
Architettura - Interior  
Design - Engineering

Portland, ME 04103  
 Telephone: 207.633.1100  
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**MACKENZIE**

(b) 2  
 MW, LLC  
 480 CONOVER ST.  
 SUITE 200, CHICAGO, IL 60606  
 TEL: 773-462-1111

Project  
**WOODLAND  
CROPPING**  
**WOODBURN, OR**

[illegible]

DRAWN BY: GDM  
 CHECKED BY: GDM  
 SHEET

C2.2

JIG NO. 2150567.0

**PRELIMINARY ONLY**

# Floorplans

First Floor Plan - Building

First Floor Plan - Buildings B,C

First Floor Plan - Buildings F,G,L | A.3

1 Bedroom - 6  
2 Bedroom - 15  
3 Bedroom - 0  
4 Bedroom - 3

# PROPERTY INFORMATION

## Floorplans



## > Market Overview

# MARKET OVERVIEW

## City of Woodburn

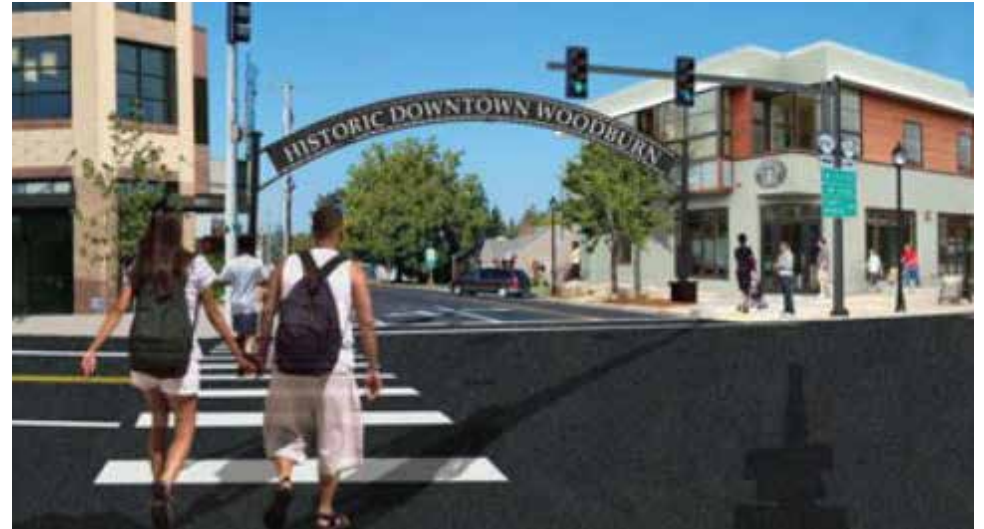
The city of Woodburn is a city in Marion County, Oregon, United State. Incorporated in 1889, the community had been platted in 1871 after the arrival of the railroad. The city is located in the northern end of the Willamette Valley between Portland and Salem. Interstate 5 connects it to major cities to the north and south. Oregon Routes 211, 214, 219 and 99E also serve the city, as do Union Pacific and Willamette Valley Railway freight rail lines.

Woodburn is part of the Salem Metropolitan Statistical Area. With a population of 24,080 at the 2010 census, it is the third-most populous in that metropolitan area after Salem and Keizer. Those who identify as Hispanic or Latino make up a majority of the population of the city. The Woodburn area also has a significant historic population of Russian Orthodox Old Believers, whose ancestors settled here after the October Revolution of 1917.

The current population within a five mile radius of the site is 35,769. The median family income within five miles of the site is \$45,951. Woodburn's population is projected to grow by 3.95% over the next five years.

### Q1-2017

Vacancy Rate - 1.3% \*CoStar  
Average Rental Rate - \$930 per month  
Average Asking Rent \$PSF - \$1.02  
Effective Rent Growth - 7.00%  
Median age of existing units - 1977  
# of Units planned - 300 in submarket



## Live, Work, Play > Portland

4.4%  
UNEMPLOYMENT RATE\*

20%

Portland's high-tech employment is 20% greater than tech-centric Austin\*

\*GREATER  
PORTLAND  
WORKBOOK  
2015-2016

Named one of the Top 5 Cities for High Tech by *The Atlantic*  
Portland is an enduring technology hub\*

5

Ranked the #5 city for job growth in 2015 by Forbes Magazine.

35.4

of the working population in Portland has a bachelor's or higher\*

## Live, Work, Play > Portland

### PORTLANDERS AT A GLANCE

Enjoys **flexibility** and choice of retail, dining and entertainment



Community-driven, motivated and inspired by **collaborative space**



Desires **balance**, a comfortable blend of work and play

Appreciates **accessibility** of public transit



Streetcar

MAX

## PORTLAND, OREGON



**#1** More people packed up and moved to Oregon than moved away



Portland ranks **#3** as one of the best cities to start a business by Forbes



Two incubators in Portland have raised more than **\$140 million** generating **60 companies**



Urban Land Institute ranks Portland **#3** for parks and open space areas per 1,000 residents



Portland **#4** for best cities for cycling



Portland has the **11th** largest public transit system in the U.S. and ridership ranks **13th**

# MARKET OVERVIEW



# MARKET OVERVIEW

## City of Portland

Crisscrossed by rivers, mountains and vineyards, Metropolitan Portland offers more than urban adventure. Within a few minutes' drive of downtown Portland are Pinot-producing wineries (most with year-round tasting rooms), kayak-friendly waterways that nudge wildlife preserves and, of course, the glorious foothills of Mount Hood. And if it's urban adventure you crave, be warned that Portland, the Rose City, isn't your run-of-the-mill urban megapolis.

An effervescent arts community, dozens of urban parks and green spaces, a lively downtown, complete with an open air plaza that serves as the community's living room and a world-class public transportation system, are just few of the reasons that make this one of the country's most livable cities. And Oregon continues to top the list, for a consecutive year, as the top moving destination of 2016 according to the United Van Lines mover study.

Its mild climate, scenery, friendly people, vibrant culture and arts community has placed Portland on the "Best of" lists in many publications and online surveys.



Median Household income of  
**\$60,000/year**

Portland Metro Estimated Population Growth of  
**725,000 residents by 2035 - Metro Gov.**

## > Comparables

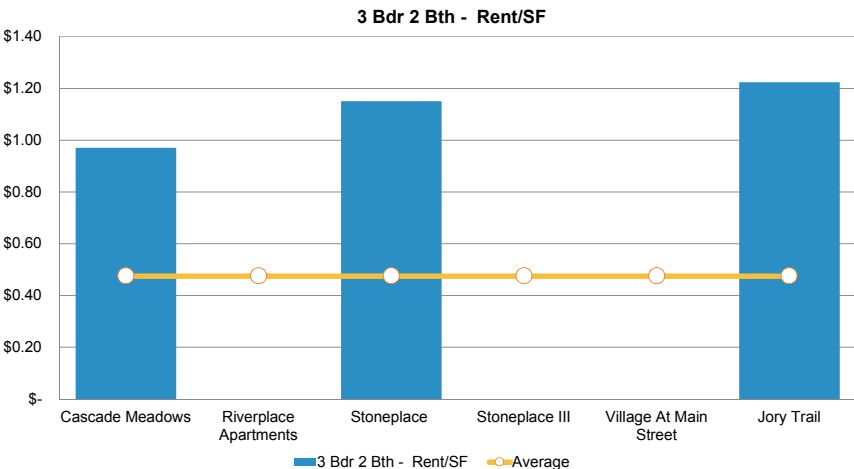
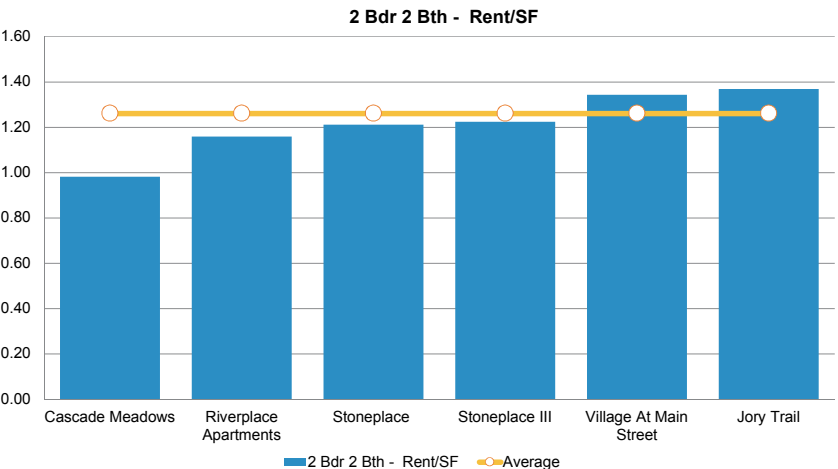
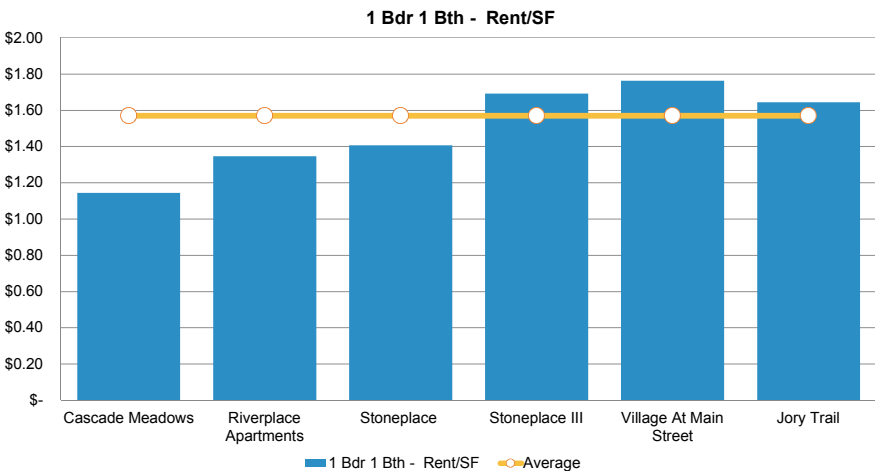
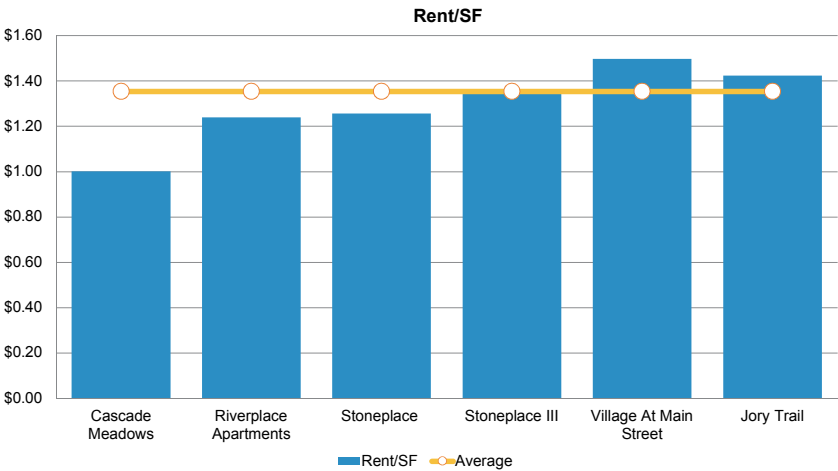
# RENT & SALE COMPARABLES

## Rent Comparables

Property Name & Address	YEAR BUILT/ REMODELED	UNIT TYPE	# OF UNITS	SF RANGE	RENT RANGE	RENT/SF	OCCUPANCY	UTILITIES	W/D IN UNIT	LAUNDRY	AC	STORAGE	PARKING	PETS			
<b>Cascade Meadows</b> 311 S. Evergreen Rd Woodburn, OR 97071	2008	1Bdr/1Bath	27	774	774 \$	860 \$	910 \$	1.14	Tenant Separately Metered Electric & WS Garbage	Yes	No	No	Incl.	0	\$ 40		
		2Bdr/1Bth	140	948	948 \$	910 \$	950 \$	0.98									
		3Bdr/2Bth	33	1,192	1,192 \$	1,114 \$	1,200 \$	0.97									
		Total/Wtd Avg			200	965	\$	961								\$	1.00
<b>Riverplace Apartments</b> 201 DeAnn Dr. Independence, OR 97351	2014	Studio	28	547	547 \$	850 \$	850 \$	1.55	Tenant Separately Metered Electric, WSG & Common Area Electric billed separately	Yes	No	Yes	Incl.	Incl.	\$ 25		
		1Bdr/1Bth	17	728	728 \$	980 \$	980 \$	1.35									
		2Bdr/2Bth	134	972	1,118 \$	1,196 \$	1,260 \$	1.18									
		3Bdr/2Bth	25	1,204	1,204 \$	1,395 \$	1,395 \$	1.16									
		Total/Wtd Avg			204	970	\$	1,176								\$	1.24
<b>Stoneplace</b> 872 W. Main St. Molalla, OR 97038	2009	Studio							Landlord Pays WSG Tenant Pays Electric & Full Reimbursement WSG	Yes	No	Yes	\$20	\$50	\$ 30		
		1Bdr/1Bth	64	727	727 \$	1,022 \$	1,022 \$	1.41									
		2Bdr/2Bth	93	905	905 \$	1,096 \$	1,096 \$	1.21									
		3Bdr/2bth	30	1,204	1,204 \$	1,385 \$	1,385 \$	1.15									
		Total/Wtd Avg			187	945	\$	1,167.67								\$	1.26
<b>Stoneplace III</b> 872 W Main St. Molalla, OR 97038	2016	Studio	19	547	547 \$	925 \$	925 \$	1.69	Landlord Pays WSG Tenant Pays Electric & Flat Fee Reimbursement	Yes	No	Yes	40	\$75	\$ 35		
		1Brm/1Bth	19	728	728 \$	1,025 \$	1,025 \$	1.41									
		2Bdr/2Bth	58	972	972 \$	1,189 \$	1,189 \$	1.22									
		Total/Wtd Avg			96	840	\$	1,104								\$	1.35
<b>Village At Main Street</b> 30050 SW Town Center Loop Wilsonville,OR 97070	1998	1Bdr/1Bth	92	677	677 \$	1,193 \$	1,193 \$	1.76	Landlord Pays WSG Tenant Pays Electric & Full Reimbursement WSG	Yes	No	Yes	No	\$150	\$ 35		
		2Bdr/1Bth	236	1,068	1,068 \$	1,583 \$	1,583 \$	1.48									
		3Bdr/2Bth	136	1,398	1,398 \$	1,877 \$	1,877 \$	1.34									
		Total/Wtd Avg			464	1087	\$	1,592								\$	1.50
<b>Jory Trail</b> 8520 SW Ash Meadows Wilsonville, OR 97070	2012	1Bdr/1Bth	84	700	700 \$	1,150 \$	1,150 \$	1.64	97%	Yes	No	No	Yes	\$75	\$ 40		
		2Bdr/1Bth	216	1,022	1,022 \$	1,381 \$	1,381 \$	1.35									
		2Bdr/2Bth	12	1,243	1,243 \$	1,700 \$	1,700 \$	1.37									
		3Bdr/2Bth	12	1,716	1,716 \$	2,100 \$	2,100 \$	1.22									
		Total/Wtd Avg			324	972	\$	1,360								\$	1.42
AVERAGE/TOTAL		2010	0	963	\$	-	\$	1.35	97%								






# FINANCIAL OVERVIEW

## Rent Comparables

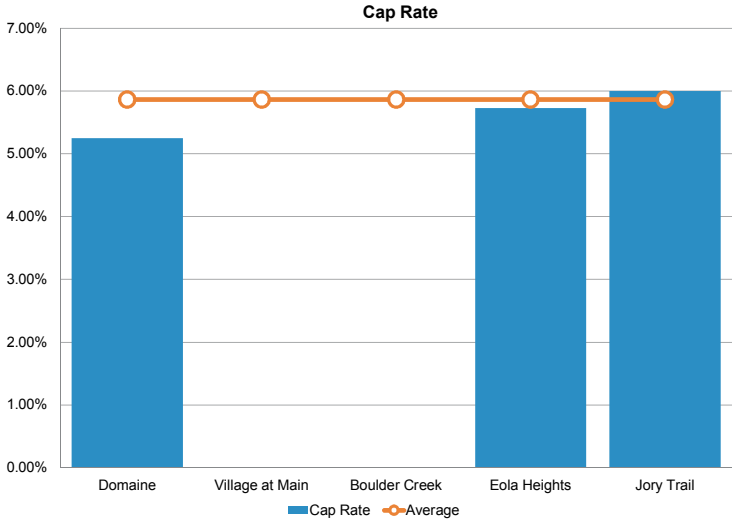
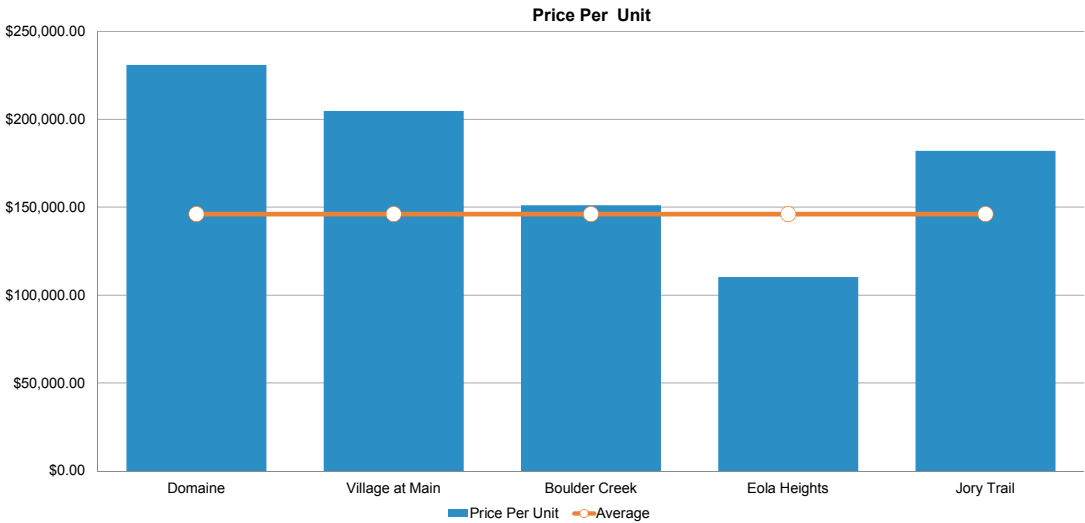


# RENT & SALE COMPARABLES

## Sale Comparables

	Address	Year Built	Price	# of Units	\$/Unit	Price/SF	Cap Rate	Sold Date	W/D In un
	<b>Domaine At Villebois</b> 28900 SW Villebois Dr. Wilsonville, OR 97070	2008	\$63,250,000	274	\$230,839.00	\$237.56	5.25%	10/27/2016	Yes
	<b>Village at Main Town Center</b> 30050 SW Wilsonville, OR 97070	1998	\$95,000,000	464	\$204,741.38	\$182.06	Not Disclosed	12/18/2015	Yes
	<b>Boulder Creek</b> 6600 SW Wilsonville Rd. Wilsonville, OR 97070	1990	\$44,739,438	296	\$151,146.75	\$169.22	Not Disclosed	9/24/2015	Yes
	<b>Eola Heights</b> 3045 Gehlar Rd. NW Salem, OR 97304	1985	\$16,750,000	152	\$110,197.37	\$98.82	5.73%	5/15/2015	Yes
	<b>Jory Trail</b> 8520 SW Ash Meadows Wilsonville, OR 97070	2012	\$59,000,000	324	\$182,098.77	\$144.08	6.00%	1/27/2015	Yes

## Sales Comparables



## > Transaction Guidelines

<b>WOODLAND CROSSING TRANSACTION GUIDELINES</b>	
<b>OFFERS DUE BY</b>	June 15, 2017
<b>SELECTION OF FINALIST</b>	June 19, 2017
<b>BEST AND FINAL OFFERS DUE</b>	June 22, 2017
<b>SELECTION OF BUYER</b>	June 26, 2017

<b>PURCHASE AND SALE AGREEMENT</b>	
<b>NEGOTIATION PERIOD</b>	June 28, 2017
<b>EXPIRATION OF DUE DILIGENCE</b>	July 28, 2017
<b>CLOSING DATE</b>	August 18, 2017

# TRANSACTION GUIDELINES

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- 1) The Offering Memorandum and its contents are confidential;
- 2) You will hold it and treat it in the strictest of confidence; and
- 3) You will not, directly or indirectly, disclose or permit anyone else to disclose this Offering Memorandum or its contents in any fashion or manner detrimental to the interest of the Seller.

Owner and Colliers International expressly reserve the right, at their sole discretion, to reject any and all expressions of interest or offers to purchase the Property and to terminate discussions with any person or entity reviewing this Offering Memorandum or making an offer to purchase the Property unless and until a written agreement for the purchase and sale of the Property has been fully executed and delivered.

If you wish not to pursue negotiations leading to the acquisition of the Property or in the future you discontinue such negotiations, then you agree to purge all materials relating to this Property including this Offering Memorandum.

A prospective purchaser's sole and exclusive rights with respect to this prospective transaction, the Property, or information provided herein or in connection with the sale of the Property shall be limited to those expressly provided in an executed Purchase Agreement and shall be subject to the terms thereof. In no event shall a prospective purchaser have any other claims against Seller or Colliers International or any of their affiliates or any of their respective officers, Directors, shareholders, owners, employees, or agents for any damages, liability, or causes of action relating to this solicitation process or the marketing or sale of the Property.

This Offering Memorandum shall not be deemed to represent the state of affairs of the Property or constitute an indication that there has been no change in the state of affairs of the Property since the date this Offering Memorandum.



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