

**SOLD BY COMMERCIAL BLACK**

**126 SW Second Avenue - Portland Oregon - 97204 - Pine Street Market - Skidmore / Old Town**

Sales Price: \$1,750,000.00 Market: Development Built: 1886 Purchased / Reno: 2014 Land: +/- 9,500 SF Building Size: +/- 28,500 SF



Commercial Black brokered this transaction in 2014. This property was sold for a long time client and sold to developers with whom Commercial Black has had long term relationship.

This property was the former baggage and carriage building. When ships or trains would hit town, this building was where baggage of various sizes were stored and then delivered via carriage to your destination.

This building is historic and dear to many Portlanders. It was home to the first Spaghetti Factory and then home to numerous iterations of teenage nightclubs.

This property has transformed into what is now known as PINE STREET MARKET. [www.pinestreetpdx.com](http://www.pinestreetpdx.com)

This property is located in the Historic Skidmore—Old Town District in Portland Oregon

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**SOLD BY COMMERCIAL BLACK**

**205 NW Couch Street Portland, Oregon 97209 - Old Town / China Town**

Price: \$962,000.00 Market: Development Year Built: 1914 Sold: 2011 Units: 34 Land: +/- 9,500 SF Building: +/- 19,000



Commercial Black brokered this transaction in 2011, representing the Buyer, Innovative Housing, a 501c non profit organization that structures high quality affordable housing in the City of Portland.

Innovative Housing refurbished the building and converted it to work force housing.

This building was owned by the Nail family at the time of sale. It was a part of the famous Portland families portfolio for over 50 years.

Sold for roughly \$50.00 per sq ft because this building badly needed to be completely renovated in order to deliver a certificate of occupancy.

ADA, Fire Life Safety and Seismic improvements were mandated by the city of Portland but Electrical, Plumbing, Mechanical and usual hard cost improvements were required as well. \$4,250,000 in todays value.

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**SOLD BY Commercial Black**

**422 NE Alberta Street - Portland Oregon - 97211 - KING**

Price: \$650,000.00 Market: Owner User Year: 1929 Acquired: 2015 Land: +/- 5,080 SF Building: +/- 3,048 SF KING



Commercial Black brokered this transaction in 2015.

This NE Alberta Street property required a full renovation. \$150 per SF including seismic and ADA upgrades.

Modern Domestic had been in a leasehold agreement on this corridor when we brought this building to their attention.

They were paying an effective rate of \$28.00 PSF NNN. The economics began to unfold on this purchase and renovation: \$650,000 purchase plus \$450,000 reno = \$1,100,000 leverage at 90% (\$990,000 Loan) at 5.00% INTEREST on a 25 year am the annual P&I or NNN Lease equivalent is \$22.00 PER SF to own compared to \$28.00 PER SF to Lease.

This property is located in the King Neighborhood—NE Portland Oregon

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**SOLD BY COMMERCIAL BLACK**

**2340 NE Sandy Blvd Portland, Oregon - 97232 - KERNS - 1 of 3**

Acquired: 2014 Market: Development Built: 1919 Renovated: 2015 Land: 9,593 SF Building: 9,260 SF Kerns



Commercial Black represented both the Buyer and Seller in this transaction. This 9,260 SF building is located in NE Portland Oregon—Kerns.

This building was the anchor property for many years in the Timberline Family. At one time this property was a Desoto dealership. After blasting the center cut 30 foot Doug Fir Beams, Rigid Insulated Deck (Roof), Reinforced the URM Brick and procured the right tenants to bring this to life the developer (Kevin Cavanaugh) delivered The Shore.

When the property was listed we had received multiple offers. Two primary bids from the buyer and another party that had an interesting concept. They wanted to create an independent film studio between multiple buildings. Upon analyzing the two competing bids relative to the Seller need to carry the financing in order to lessen the long term capital gain impact, we selected Cavanaugh and the economics he presented.

Vastly improved building secured the Seller debt and creates additional security through new stable tenancies.

A film studio was harder to underwrite.

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**SOLD BY COMMERCIAL BLACK**

**519 - 535 SE Morrison Street - Portland Oregon - 97214 - Buckman**

Price: \$3,200,000.00 Market: Investment Built: 1967 Acquired: 2007 Land: +/- 8,799 SF Building: +/- 26,573 SF



Commercial Black brokered this transaction in 2007. This property was sold to a long time client that specializes in affordable and work force housing (Innovative Housing, Inc.)

Commercial Black negotiated a lease option for Innovative to take over management and operation of this property. Once an environmental issue was resolved 3 years later (2007) they closed on the sale.

After capital expenditures in acquisition and renovations, this property since 2007 has accrued more than two million in equity.

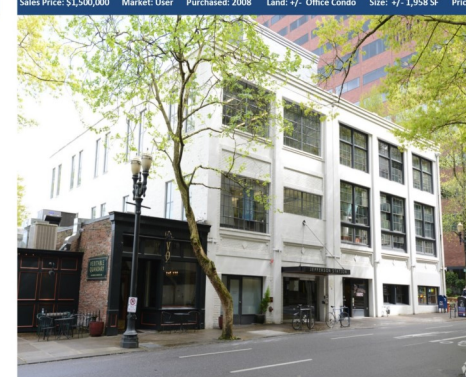
This property is located in the Buckman Neighborhood—at 5th and SE Morrison - SE Portland Oregon

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**SOLD BY COMMERCIAL BLACK**

**1228 SW 1st Avenue - Portland Oregon - Downtown Portland Financial District**

Sales Price: \$1,500,000 Market: User Purchased: 2008 Land: +/- Office Condo Size: +/- 1,958 SF Price Per SF: \$330.00 Floor: Penthouse



Commercial Black brokered this owner user transaction in 2008 for a downtown Portland Office Condominium Penthouse.

This historic property in Downtown Portland was full restored in 2005. It was used as an electric power plant by the City of Portland and still retained a 7 ton overhead bridge crane.

This property was purchased by an owner user for \$365.00 per SF in the 2008 market.

Economics:

If fully leveraged on a 25 year amortization at 5.00% this buildings cost to own per square foot is \$26.00 P&I, which is still a better value than leasing when considering after tax value and the benefits of ownership such as depreciation and mortgage interest deduction.

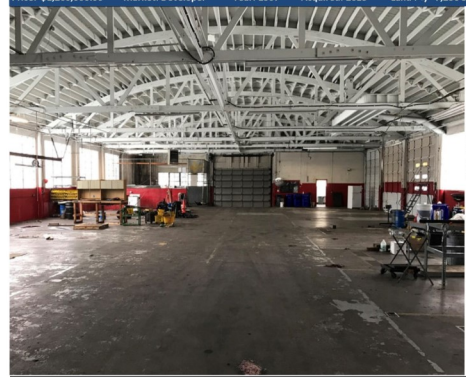
This property is located at the west end of the Hawthorne Bridge in Downtown Portland Financial District.

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**SOLD BY COMMERCIAL BLACK**

**2510 NE Sandy Blvd - Portland Oregon - 97214 - Kerns - 1 of 2 - Atomic Orchard Experiment**

Price: \$1,200,000.00 Market: Developer Year: 1907 Acquired: 2015 Land: +/- 7,250 SF Building: +/- 4,191 SF



Commercial Black brokered this transaction in 2015 and represented the Buyer. This was the 6th commercial property we brokered for Kevin Cavanaugh to purchase and redevelop in the Kerns Neighborhood.

With its adjacency to the Timberline portfolio, we concurrently leased 25,000 SF of space to Atomic Auto for body work and paint. Atomic Auto owned and operated this property for 10 years.

This property had an exposed barrel truss roof system that made it quite unique compared to other properties.

This sale did not include the corner 10,000 SF that is still owned by a retired older woman who wanted to retain her cash flow from the parking lot. Buyer was amenable to this plan.

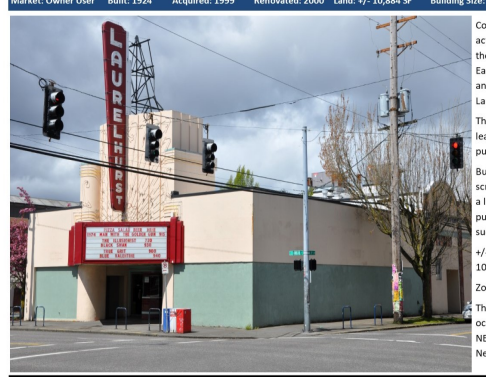
This Building is located between NE Lawrence (28th Avenue) and Sandy Blvd (Kerns) Portland, Oregon.

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**SOLD BY COMMERCIAL BLACK**

**2731 E Burnside Blvd, Portland, Oregon - 97214 - LAURELHURST**

Market: Owner User Built: 1924 Acquired: 1999 Renovated: 2000 Land: +/- 10,884 SF Building Size: +/- 10,769 SF Laurelhurst



Commercial Black brokered this transaction in 2002. The transaction was for the purchase and sale of a vintage Eastside Portland Landmark at 28th and E. Burnside called the Laurelhurst Theater.

The property was initially conveyed in a lease with a fixed price option to purchase by the tenant.

Built in 1924 and converted to 4 screens in 2000 when KWB negotiated a lease with a fixed price option to purchase for the Buyer. The Buyer successfully exercised in 2002.

+/- 9,000 SF Theater (Building) on a 10,884 SF corner lot.

Zoned: CS 2017

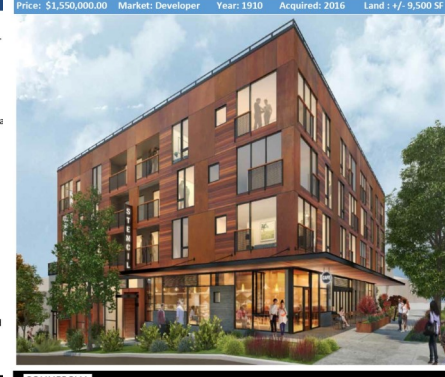
The Laurelhurst Theater is an owner occupied property located at 22nd and NE Glisan Street in the Laurelhurst Neighborhood in NE Portland Oregon.

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**SOLD BY COMMERCIAL BLACK**

**1335 SE Hawthorne Boulevard - Portland Oregon - 97214 - Hawthorne**

Price: \$1,550,000.00 Market: Developer Year: 1910 Acquired: 2016 Land: +/- 9,500 SF Building: +/- 5,364 SF Hawthorne



Commercial Black brokered this transaction in 2016 and represented the Seller.

This property was owned by a non-profit food and clothing pantry, Mainspring, which needed to relocate to a smaller headquarters to run its organization more efficiently. KWB helped market this land play to a developer and achieved \$163 PSF land.

CB also negotiated a short term lease-back for the non-profit, allowing time to secure and renovate a new space.

Construction on this 39 unit complex (sample rendering) with retail on the ground floor will be complete in late 2017 or early 2018.

The new building is located on the corner of SE 13th and Hawthorne in Portland, Oregon.

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**SOLD BY COMMERCIAL BLACK**

**2885 NE Sandy Boulevard, Portland, Oregon - 97232 - KERNS**

Year Built: 1960 Market: Investment Land +/- 8,674 SF Building +/- 7,473 SF Neighborhood: Kerns Cap: 5.75%



Commercial Black brokered this commercial transaction in 2015. This building was a single tenant net leased investment and was sold to an investor as a 1031 exchange property. CB represented the Seller in this transaction. The Seller was looking to divest of the real estate and remain as tenant but accessing the equity from the building.

We structured a new ten (10) year lease agreement (Sale Lease Back) that was signed six months prior to taking the investment to the market.

As Seller, the Tenant was able to control creation of the governing lease agreement, assuring its business in a remaining leasehold agreement with good terms. This transaction satisfied the upleg to a 1031 for the Buyer and the property closed in 2016.

This investment property is located at 28th and NE Sandy Blvd in Kerns

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**SOLD BY COMMERCIAL BLACK**

**1984 SW 6th Avenue - Downtown (PSU) - Portland Oregon**

Price: \$500,000 Market: Developer Acquired: 2005 Land: +/- 2,000 SF Building: +/- 1,800 SF Per SF Land: \$254.00



Commercial Black brokered this development transaction in 2005 and represented the buyer and seller. This building was an owner occupied but designed for small office tenants.

The building was located in downtown Portland and was in close proximity to Portland State University.

Portland State University and Tri Met both want this site to locate new student housing and for a key spur in the Orange Line south thru Downtown and the university district.

This property eventually sold in a Joint venture between PSU and Tri Met.

A 15 story hi rise student housing facility and a north south alignment for light rail commuter train was constructed on this site.

Tenured level brokerage services.

Value Through Knowledge

**SOLD BY COMMERCIAL BLACK**

**1305 NW 18th Avenue Portland, Oregon 97209 - Nob Hill / Slab Town**

Acquired: 2015 Market: Owner User Built: 1963 Zoning: EX Land: 5,000 SF Building: 5,949 SF Price: \$1,150,000.00



Commercial Black brokered the sales transactions for this property in Slabtown Nob Hill known as the Mascard Design Center back in 2009.

We structured a sales leaseback where the seller sold the property for \$1,150,000.00 or \$193.00 per square foot to an investor who had plans to occupy the building but not immediately.

The seller needed to lease back for a period to three (3) years in order to downsize and relocate his business.

Both parties were happy with the transaction structure since it meet both of their economic and business needs.

We structured the lease and the sale contracts simultaneously and closed the sale once the buyer secured their financing.

The sale / leaseback structure yielded a 9.00% cap back in 2009.

This property is located in NW Portland famous Slab Town—Nob Hill District.

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**SOLD BY COMMERCIAL BLACK**

**4540 SE Milwaukie Avenue - Portland Oregon - 97202 - West Moreland - Brooklyn**

Price: \$1,550,000.00 Market: Developer Acquired: 2017 Land: +/- 11,000 SF Zoning: GC Price Per SF: \$85.00 Brooklyn



Commercial Black brokered this transaction in 2017 and represented both the buyer and the Seller.

The sellers family had owned this property for fifty (50) years and no longer had need of it.

After helping them consider the potential equity, evaluate the tax consequence with their CPA, and contemplate timelines on the zoning and ordinance changes we led the way to market and generated an offer at asking price.

Construction on this 39 unit complex (sample rendering) with retail on the ground floor will be complete in late 2017 or early 2018.

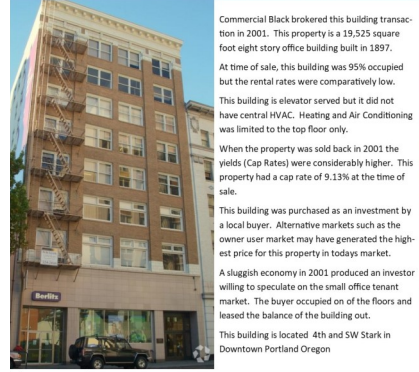
The new building is located on a 11,000 SF general commercial zoned lot in the West Moreland / Brooklyn Neighborhood of SE Portland Oregon.

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**SOLD BY COMMERCIAL BLACK**

**321 SW Fourth Avenue, Portland, Oregon - 97204 - Title & Trust Building - Downtown Portland Oregon**

Year Built: 1897 Market: Investment Sold: 2001 Building: +/- 19,525 SF Current Occupancy: 100% Cap Rate: 9.13%



Commercial Black brokered this building transaction in 2001. This property is a 19,525 square foot eight story office building built in 1897.

At time of sale, this building was 95% occupied but the rental rates were comparatively low.

This building is elevator served but it did not have central HVAC, Heating and Air Conditioning was limited to the top floor only.

When the property was sold back in 2001 the yields (Cap Rates) were considerably higher. This property had a cap rate of 9.13% at the time of sale.

This building was purchased as an investment by a local buyer. Alternative markets such as the owner user market may have generated the highest price for this property in todays market.

A sluggish economy in 2001 produced an investor willing to speculate on the small office tenant market. The buyer occupied on of the floors and leased the balance of the building out.

This building is located 4th and SW Stark in Downtown Portland Oregon

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**SOLD BY COMMERCIAL BLACK**

**211 SE Madison Street - Portland Oregon 97214 Buckman - Central Eastside Industrial District**

Price: \$1,050,000.00 Market: User Built: 1923 Acquired: 2010 Land: +/- 10,000 SF Building: +/- 20,000 SF Buckman



Commercial Black brokered this transaction in 2010. Property is a 20,000 SF industrial building built in 1923 on a 1.13 acre lot.

The buyer is an owner/user dba Portland Store Fixtures whose business purchases 2nd hand retail store fixtures.

They purchased the property as an existing tenant and will continue to occupy roughly half of the building while leasing the other half to another existing tenant.

\$1,050,000.00 (100% Leveraged) @ 5.00% over 25 year AM = \$6,138 per month P&I (NNN). Divided by the 20,000 SF = \$3.13 per SF compared to 10.00 PSF 2017 Rental Average.

This property is located in East Portland - Close in Eastside Industrial - Portland Oregon.

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**SOLD BY COMMERCIAL BLACK**

**302 - 310 NW 6th Avenue - Portland Oregon - Downtown Portland**

Sales Price: \$1,330,000 Market: Investment Purchased: 1999 Land: +/- 10,000 SF Building Size: +/- 30,000 SF Zoning: EXD



Commercial Black brokered this investment sales transaction in 1999.

This property in Portland's Old Town/River District, was renovated and now houses 79 Studio Apartments.

Central City Concern purchased the property and occupies most of the street level retail space for office and administration purposes.

The price per building square foot at acquisition was \$45.00. After renovation costs in todays market it would be valued in the \$300.00 per square foot.

The main reason that todays economics are so vastly different from 1999 is that an additional \$125.00 per square foot went into improvements costs and seismic upgrades in order to receive a certificate of occupancy from the city.

Use, occupancy and relative hazard classifications affect every building.

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**SOLD BY COMMERCIAL BLACK**

**4475 Lakeview Blvd - Lake Oswego Oregon**

Sales Price: \$1,585,000 Market: User Purchased: 2008 Building: +/- 12,000 SF Land: +/- 44,258 SF Price Per SF: \$133.00 Year built: 2008



Commercial Black brokered this owner user transaction in 2008 while representing the Seller.

This property was sold to an owner user who was planning to occupy the second floor office space while continuing to lease out the ground floor retail.

This building has an abundance and located within blocks for the canals for Lake Oswego.

The economics for the Base acquisition is: \$1,585,000 fully leveraged at 5.50% over a 25 year amortization would be \$9.73 per square foot. If renovation costs are approximately \$300 leveraged for every \$50,000 in debt, a \$1,000,000 improvement debt adds an additional \$6,000.00 per month or \$6.00 per SF NNN. This generates a good overall margin.

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**SOLD BY COMMERCIAL BLACK**

**4617 SE Milwaukie Avenue - Portland Oregon - Westmoreland**

Sales Price: \$2,300,000 Market: User Built: 1927 Purchased: 2014 Land: +/- 34,622 SF Building Size: +/- 18,677 SF Zoning: CG



Commercial Black brokered this owner user sales transaction in 2014.

This building was sold to a user whereby the seller financed the sale to the user.

The owner user metric is: \$2,300,000—10% = \$230,000 over 25 years at 5.00% = \$7.70 per year P&I (NNN).

After making a considerable investment in improving this building the leverages cost to occupy increases to roughly \$13.00 Per SF NNN (P&I).

The market for this building to lease today is roughly \$18-\$20 Per SF NNN. That equates to considerable equity accrued over the last few years.

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