



**B&R MHP**

**B&R MHP &  
Olympic Village**

Port Angeles / North Olympic  
Peninsula, Washington



**Olympic Village**





# B&R MHP



An aerial photograph of a residential area, likely a mobile home park, surrounded by dense green forest. A dark banner is overlaid on the top left of the image, containing the title 'Olympic Village' in white text.

# Olympic Village

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# The Offering

Properties may be offered individually or as a portfolio.

JLL, as exclusive advisor, is pleased to present the opportunity to acquire B&R MHP and Olympic Village MHC (collectively, the “Portfolio”), a two property manufactured housing portfolio located in Port Angeles, Washington. The Portfolio provides investors with immediate exposure to a resilient, needs based housing sector in a supply constrained coastal Washington market characterized by strong affordability dynamics and limited new manufactured housing development.

The Portfolio consists of stabilized, all age manufactured housing communities with a predominantly tenant owned home base, supporting durable cash flow, limited capital expenditure requirements, and long average lengths of resident tenure. Both communities benefit from proximity to regional employment centers, healthcare providers, and essential retail while remaining significantly discounted to alternative housing options, including single family rentals and homeownership.

Combining with historically strong manufactured housing fundamentals and sustained housing undersupply across the Olympic Peninsula, the Portfolio is well positioned for long term income durability and defensive performance.



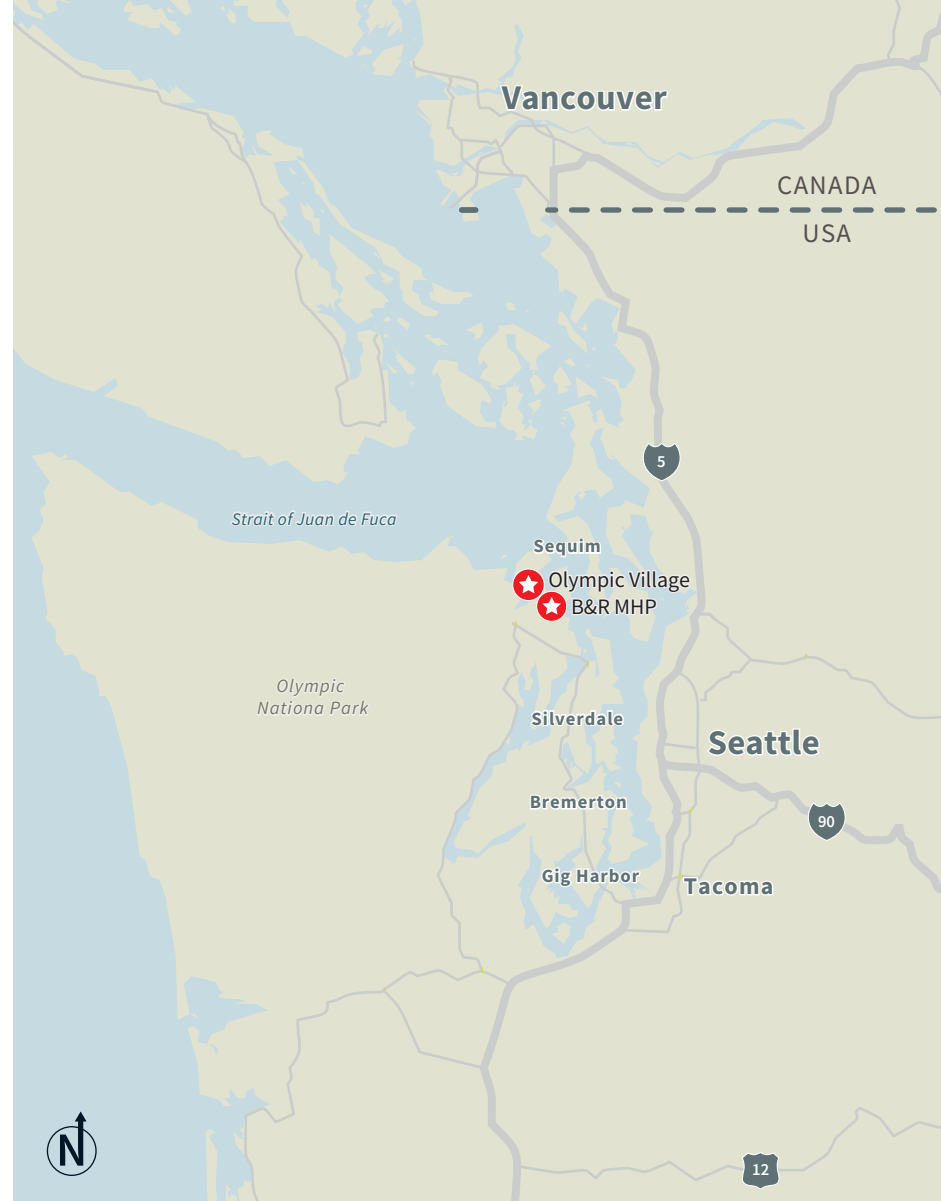
B&R MHP



Olympic Village



Olympic Village



	Community type	Sites	Occupancy	Avg. In place rent	Utilities
<b>B&amp;R MHC</b>	All Age	78	100%	\$829.50/mo	City-Water/Septic
<b>Olympic Village MHC</b>	All Age	76	95%	\$619.50/mo	Well/Septic

**B&R MHC is currently connecting to full city services**



B&R MHP

# Investment Highlights



## **Defensive, Needs Based Housing with Durable Demand**

Manufactured housing serves a critical affordability gap, providing housing at a meaningful discount to single family rentals and homeownership. This structural affordability advantage supports long term occupancy, limits downside risk, and reinforces consistent cash flow across economic cycles.



## **Stable In Place Income with Predictable Growth**

The Portfolio benefits from in place rents positioned below replacement housing alternatives. Washington State's rent increase framework provides predictable annual income growth while supporting resident retention and long average lengths of stay.



## High Barriers to Entry and Limited Competitive Supply

New manufactured housing development remains highly constrained due to zoning restrictions, entitlement hurdles, and limited municipal incentives. Existing communities benefit from long term supply protection and durable pricing power.



## Significant Discount to Alternative Housing Options

All in housing costs at the communities remain materially below single family rental and ownership alternatives. This cost advantage supports sustained demand, extended resident tenure (averaging 14 years), and continued occupancy stability.



## Resilient, Non Correlated Living Sector

Manufactured housing has demonstrated long term resilience with uninterrupted year over year NOI growth over multiple economic cycles. The sector benefits from long resident tenures and low correlation to broader economic volatility, enhancing downside protection.



B&R MHP



Olympic Village

EXECUTIVE SUMMARY

PROPERTY OVERVIEW



LOCATION OVERVIEW

MARKET COMPARABLES



Olympic Village

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# Portfolio

## Cash Flows

	Historical Statement		JLL In-Place Estimate			Pro Forma					
Total Site Count	154		\$/site/%			Year 1	Year 2	Year 3	Year 4	Year 5	Year 6
<b>Income</b>											
Rental Income	1,239,794		1,304,226	8,469		1,409,379	1,463,217	1,512,649	1,558,028	1,604,769	1,652,912
Other Income	13,027		13,418	87		13,820	14,235	14,662	15,102	15,555	16,022
<b>Total Gross Potential Income</b>	<b>1,252,821</b>		<b>1,317,644</b>	<b>8,556</b>		<b>1,423,199</b>	<b>1,477,452</b>	<b>1,527,311</b>	<b>1,573,130</b>	<b>1,620,324</b>	<b>1,668,934</b>
General Vacancy & Credit Loss	(56,998)		(23,292)			(24,457)	(35,692)	(45,379)	(46,741)	(48,143)	(49,587)
<b>Effective Gross Income</b>	<b>1,195,823</b>		<b>1,294,351</b>	<b>8,405</b>		1,398,742	1,441,759	1,481,931	1,526,389	1,572,181	1,619,346
<b>Expenses</b>											
Utilities	(57,087)	4.8%	(58,514)	(380)	4.5%	(59,977)	(61,476)	(63,013)	(64,589)	(66,203)	(67,859)
Property Taxes	(32,078)	2.7%	(30,009)	(195)	2.3%	(30,759)	(31,528)	(32,317)	(33,125)	(33,953)	(34,802)
Repairs & Maintenance	(53,839)	4.5%	(55,185)	(358)	4.3%	(56,565)	(57,979)	(59,428)	(60,914)	(62,437)	(63,998)
Management Fee	(7,292)	0.6%	(38,831)	(252)	3.0%	(41,962)	(43,253)	(44,458)	(45,792)	(47,165)	(48,580)
Payroll	-	0.0%	(38,500)	(250)	3.0%	(39,463)	(40,449)	(41,460)	(42,497)	(43,559)	(44,648)
Insurance	(7,200)	0.6%	(7,380)	(48)	0.6%	(7,565)	(7,754)	(7,947)	(8,146)	(8,350)	(8,559)
General & Administration	(6,437)	0.5%	(6,598)	(43)	0.5%	(6,763)	(6,932)	(7,105)	(7,283)	(7,465)	(7,652)
Professional Service Fees	-	0.0%	(12,944)	(84)	1.0%	(13,267)	(13,599)	(13,939)	(14,287)	(14,644)	(15,011)
<b>Total Operating Expenses</b>	<b>(163,933)</b>		<b>(247,960)</b>	<b>(1,610)</b>		<b>(256,320)</b>	<b>(262,970)</b>	<b>(269,668)</b>	<b>(276,632)</b>	<b>(283,777)</b>	<b>(291,107)</b>
Expense Ratio	14%		19%			18%	18%	18%	18%	18%	18%
<b>Net Operating Income</b>	<b>1,031,890</b>		<b>1,046,391</b>	<b>6,795</b>		<b>1,142,422</b>	<b>1,178,790</b>	<b>1,212,263</b>	<b>1,249,757</b>	<b>1,288,404</b>	<b>1,328,240</b>
Capital Reserves	-		(7,700)	(50)		(7,893)	(8,090)	(8,292)	(8,499)	(8,712)	(8,930)
<b>Cash Flow Before Debt Service</b>	<b>1,031,890</b>		<b>1,038,691</b>	<b>6,745</b>		<b>1,134,530</b>	<b>1,170,700</b>	<b>1,203,971</b>	<b>1,241,258</b>	<b>1,279,692</b>	<b>1,319,310</b>



# B&R MHP

## Property Overview

<b>Property name</b>	<b>B&amp;R MHP</b>
<b>Address</b>	611 Cedar Ave, Port Hadlock, WA
<b>Parcel(s)</b>	901023002, 901023016
<b>Sites</b>	78
<b>Total land size</b>	21.16 AC
<b>Type</b>	All-age
<b>Gated</b>	No
<b>Roads</b>	Paved
<b>Ground Lease</b>	No
<b>Avg. Lot Rent</b>	\$829.50/mo
<b>Asking Lot Rent</b>	\$840.00/mo
<b>Occupancy</b>	100%
<b>Rent Control</b>	State Level
<b>Last Rent Increase</b>	1/1/2026
<b>Utilities</b>	City-Water/Septic
<b>Utilities Included in Rent</b>	Trash/Recycling
<b>Utilities Paid by Tenant</b>	Electricity/Gas
<b>Amenities</b>	Mailboxes



# B&R MHP

## Cash Flow

	Historical Statement		JLL In-Place Estimate			Pro Forma					
Total Site Count	78		\$/site/%			Year 1	Year 2	Year 3	Year 4	Year 5	Year 6
<b>Income</b>											
(1) Rental Income	701,050		776,412	9,954		815,233	839,690	864,880	890,827	917,551	945,078
(2) Other Income	3,295		3,394	44		3,496	3,601	3,709	3,820	3,934	4,052
<b>Total Gross Potential Income</b>	<b>704,345</b>		<b>779,806</b>	<b>9,998</b>		<b>818,728</b>	<b>843,290</b>	<b>868,589</b>	<b>894,646</b>	<b>921,486</b>	<b>949,130</b>
(3) General Vacancy & Credit Loss	(19,760)		(23,292)	3.0%		(24,457)	(25,191)	(25,946)	(26,725)	(27,527)	(28,352)
<b>Effective Gross Income</b>	<b>684,585</b>	<b>%EGI</b>	<b>756,513</b>	<b>9,699</b>	<b>%EGI</b>	794,271	818,099	842,642	867,922	893,959	920,778
<b>Expenses</b>											
(4) Utilities	(48,508)	7.1%	(49,721)	(637)	6.6%	(50,964)	(52,238)	(53,544)	(54,882)	(56,254)	(57,661)
(5) Property Taxes	(21,743)	3.2%	(19,613)	(251)	2.6%	(20,103)	(20,606)	(21,121)	(21,649)	(22,190)	(22,745)
(4) Repairs & Maintenance	(4,073)	0.6%	(4,175)	(54)	0.6%	(4,279)	(4,386)	(4,496)	(4,608)	(4,723)	(4,842)
(6) Management Fee	-	0.0%	(22,695)	(291)	3.0%	(23,828)	(24,543)	(25,279)	(26,038)	(26,819)	(27,623)
(7) Payroll	-	0.0%	(19,500)	(250)	2.6%	(19,988)	(20,487)	(20,999)	(21,524)	(22,062)	(22,614)
(8) Insurance	(3,600)	0.5%	(3,690)	(47)	0.5%	(3,782)	(3,877)	(3,974)	(4,073)	(4,175)	(4,279)
(4) General & Administration	(3,549)	0.5%	(3,638)	(47)	0.5%	(3,729)	(3,822)	(3,917)	(4,015)	(4,116)	(4,219)
(9) Professional Service Fees	-	0.0%	(7,565)	(97)	1.0%	(7,754)	(7,948)	(8,147)	(8,350)	(8,559)	(8,773)
<b>Total Operating Expenses</b>	<b>(81,473)</b>		<b>(130,596)</b>	<b>(1,674)</b>		<b>(134,427)</b>	<b>(137,907)</b>	<b>(141,477)</b>	<b>(145,140)</b>	<b>(148,899)</b>	<b>(152,755)</b>
Expense Ratio	12%		17%			17%	17%	17%	17%	17%	17%
<b>Net Operating Income</b>	<b>603,112</b>		<b>625,917</b>	<b>8,025</b>		<b>659,845</b>	<b>680,193</b>	<b>701,166</b>	<b>722,781</b>	<b>745,060</b>	<b>768,023</b>
(10) Capital Reserves	-		(3,900)	(50)		(3,998)	(4,097)	(4,200)	(4,305)	(4,412)	(4,523)
<b>Cash Flow Before Debt Service</b>	<b>603,112</b>		<b>622,017</b>	<b>7,975</b>		<b>655,847</b>	<b>676,095</b>	<b>696,966</b>	<b>718,477</b>	<b>740,648</b>	<b>763,500</b>

### Notes

- |   |  |
|---|--|
| (1) Underwritten to latest Rent Roll income     | (6) 3.0% of effective gross income               |
| (2) 2025 P&L +3.0%                              | (7) \$250/site for Payroll expense               |
| (3) 3.0% general vacancy factor                 | (8) Underwritten to \$3,600 + 2.5% annual growth |
| (4) 2025 P&L +2.5%                              | (9) 1.0% of effective gross income               |
| (5) Underwritten to actual 2025-26 RE Tax bill. | (10) Reserves of \$50/site                       |

# Olympic Village

## Property Overview



<b>Property name</b>	<b>Olympic Village</b>
<b>Address</b>	6062 Highway 20, Port Townsend, WA
<b>Sites</b>	78 (inclusive of 2 shops)
<b>Total land size</b>	21.33 AC
<b>Type</b>	All-age
<b>Gated</b>	No
<b>Roads</b>	Paved
<b>Ground Lease</b>	No
<b>Avg. Lot Rent</b>	\$619.50/mo
<b>Asking Lot Rent</b>	\$650.00/mo
<b>Occupancy</b>	93%
<b>Rent Control</b>	State Level
<b>Last Rent Increase</b>	6/1/2025
<b>Utilities</b>	Well & Septic
<b>Utilities Included in Rent</b>	W/S/T
<b>Utilities Paid by Tenant</b>	Electricity/Gas
<b>Amenities</b>	Covered Mailboxes



Olympic Village

# Olympic Village

## Cash Flow

	Historical Statement		JLL In-Place Estimate			Pro Forma					
Total Site Count	76		\$/site/%			Year 1	Year 2	Year 3	Year 4	Year 5	Year 6
<b>Income</b>											
(1) Rental Income	538,744		527,814	6,945		594,146	623,527	647,769	667,202	687,218	707,834
(2) Other Income	9,732		10,024	132		10,325	10,634	10,953	11,282	11,621	11,969
<b>Total Gross Potential Income</b>	<b>548,476</b>		<b>537,838</b>	<b>7,077</b>		<b>604,471</b>	<b>634,162</b>	<b>658,722</b>	<b>678,484</b>	<b>698,838</b>	<b>719,803</b>
(3) General Vacancy & Credit Loss	(37,238)		-	3.0%		-	(10,502)	(19,433)	(20,016)	(20,617)	(21,235)
<b>Effective Gross Income</b>	<b>511,238</b>	<b>%EGI</b>	<b>537,838</b>	<b>7,077</b>	<b>%EGI</b>	604,471	623,660	639,289	658,468	678,222	698,568
<b>Expenses</b>											
(4) Utilities	(8,579)	1.7%	(8,793)	(116)	1.6%	(9,013)	(9,239)	(9,470)	(9,706)	(9,949)	(10,198)
(5) Property Taxes	(10,335)	2.0%	(10,397)	(137)	1.9%	(10,656)	(10,923)	(11,196)	(11,476)	(11,763)	(12,057)
(4) Repairs & Maintenance	(49,766)	9.7%	(51,010)	(671)	9.5%	(52,285)	(53,593)	(54,932)	(56,306)	(57,713)	(59,156)
(6) Management Fee	(7,292)	1.4%	(16,135)	(212)	3.0%	(18,134)	(18,710)	(19,179)	(19,754)	(20,347)	(20,957)
(7) Payroll	-	0.0%	(19,000)	(250)	3.5%	(19,475)	(19,962)	(20,461)	(20,972)	(21,497)	(22,034)
(8) Insurance	(3,600)	0.7%	(3,690)	(49)	0.7%	(3,782)	(3,877)	(3,974)	(4,073)	(4,175)	(4,279)
(4) General & Administration	(2,888)	0.6%	(2,960)	(39)	0.6%	(3,034)	(3,110)	(3,188)	(3,268)	(3,349)	(3,433)
(9) Professional Service Fees	-	0.0%	(5,378)	(71)	1.0%	(5,513)	(5,651)	(5,792)	(5,937)	(6,085)	(6,237)
<b>Total Operating Expenses</b>	<b>(82,460)</b>		<b>(117,364)</b>	<b>(1,544)</b>		<b>(121,894)</b>	<b>(125,063)</b>	<b>(128,191)</b>	<b>(131,492)</b>	<b>(134,878)</b>	<b>(138,351)</b>
Expense Ratio	16%		22%			20%	20%	20%	20%	20%	20%
<b>Net Operating Income</b>	<b>428,778</b>		<b>420,474</b>	<b>5,533</b>		<b>482,577</b>	<b>498,597</b>	<b>511,098</b>	<b>526,976</b>	<b>543,344</b>	<b>560,217</b>
(10) Capital Reserves	-		(3,800)	(50)		(3,895)	(3,992)	(4,092)	(4,194)	(4,299)	(4,407)
<b>Cash Flow Before Debt Service</b>	<b>428,778</b>		<b>416,674</b>	<b>5,483</b>		<b>478,682</b>	<b>494,604</b>	<b>507,006</b>	<b>522,781</b>	<b>539,045</b>	<b>555,810</b>

### Notes

- |   |  |
|---|--|
| (1) Underwritten to latest Rent Roll income     | (6) 3.0% of effective gross income               |
| (2) 2025 P&L +3.0%                              | (7) \$250/site for Payroll expense               |
| (3) 3.0% general vacancy factor                 | (8) Underwritten to \$3,600 + 2.5% annual growth |
| (4) 2025 P&L +2.5%                              | (9) 1.0% of effective gross income               |
| (5) Underwritten to actual 2025-26 RE Tax bill. | (10) Reserves of \$50/site                       |



# Location Overview

## Jefferson County

### A Strategic Investment In An Affordable Lifestyle Haven

This two-property MHC portfolio offers a compelling investment in Port Townsend and Port Hadlock, Washington, communities situated within the scenic and desirable Jefferson County. The location provides a powerful combination of high quality of life and a significant cost advantage over the Seattle metropolitan area, driving strong and consistent demand for affordable housing as the county's population has grown nearly 14% since 2010.

### Unmatched Lifestyle And Location

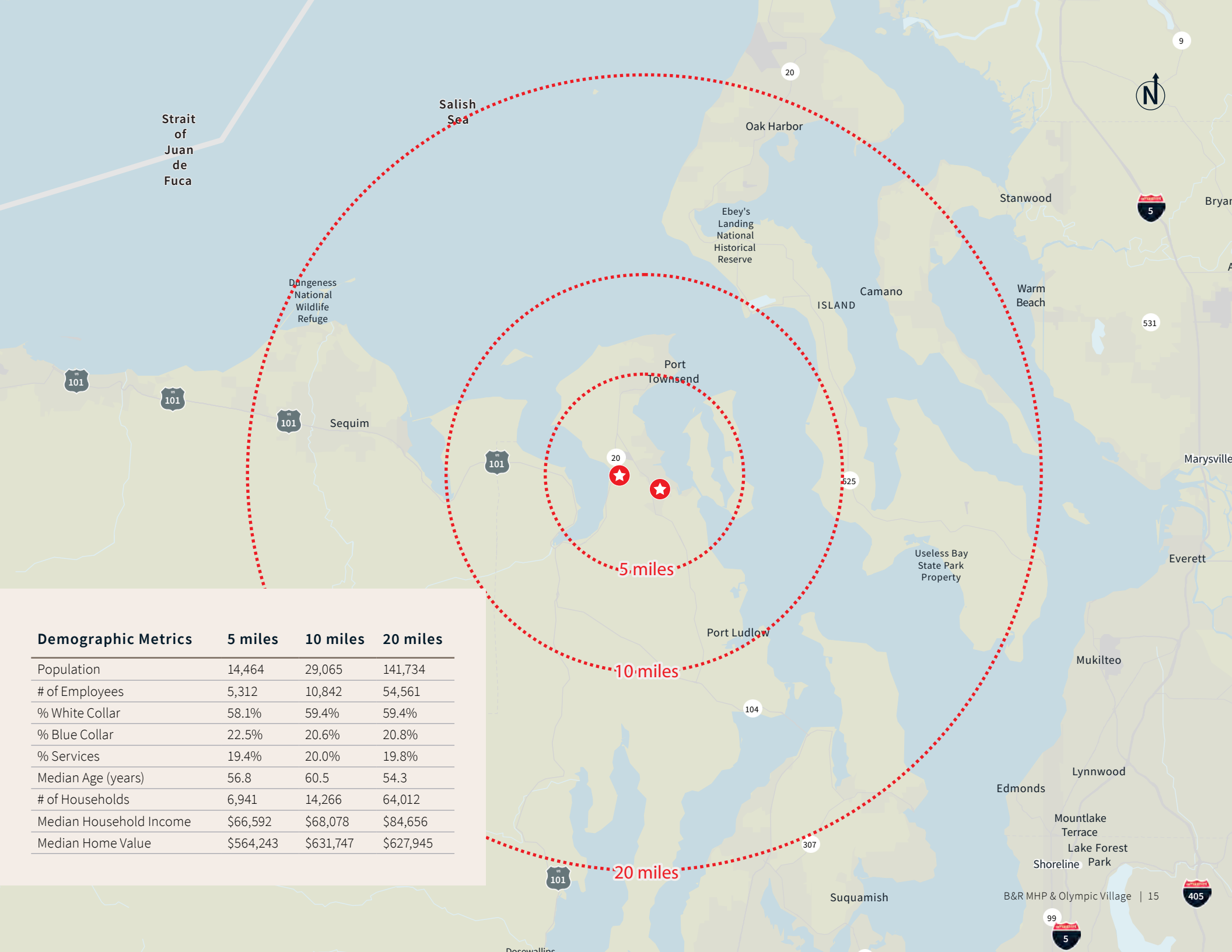
Located on the majestic Olympic Peninsula, the region is a haven for outdoor recreation, bordered by the Puget Sound and Olympic National Park. The portfolio is split between the historic Victorian seaport and cultural hub of Port Townsend—the only incorporated city in Jefferson County—and the adjacent community-focused town of Port Hadlock. Port Townsend is a significant tourism driver, with peak season in August, which supports the local economy.

### The Affordability Driver

A critical investment theme is the stark disparity in housing costs between Jefferson County and the Seattle-Tacoma MSA. Seattle's cost of living is 45% higher than the national average, with housing expenses soaring to 104% above the national average. In early 2026, the median home price in Seattle was approximately \$865,000, and the King County median was \$880,000. By contrast, the average home value in Jefferson County is \$594,864. This significant affordability gap makes Jefferson County a magnet for those “priced out” of primary metros, fueling durable demand for affordable housing options like MHCs.

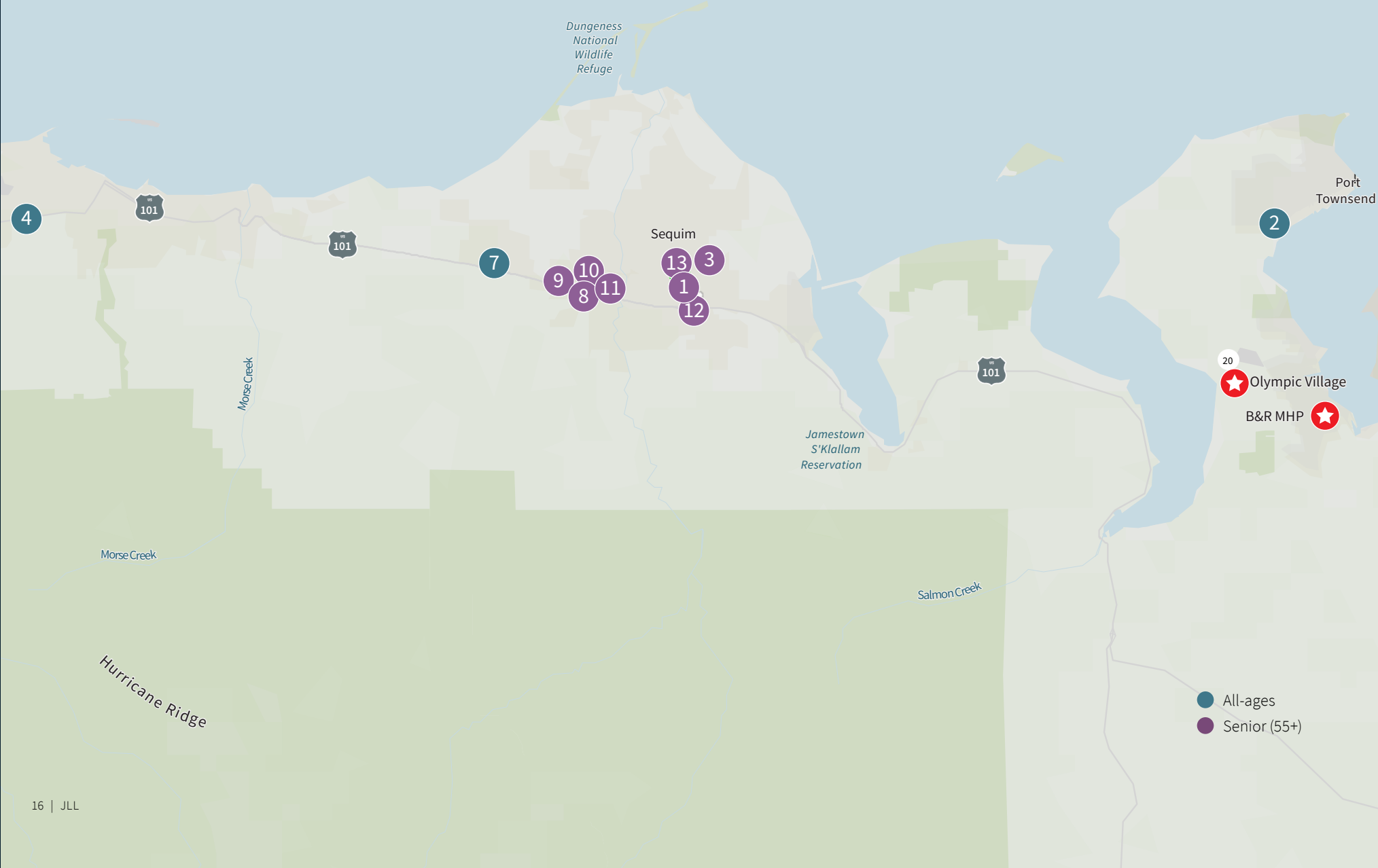
### Essential Infrastructure and Economy

The market is fundamentally supported by robust local infrastructure and a resilient economy. Jefferson Healthcare, a major local employer, generates an annual payroll of over \$90 million and serves as a critical community anchor. In 2024, the system cared for 34,749 patients, providing over 65,000 primary care visits and more than 50,000 specialty clinic visits. The county's economy is a blend of maritime trades, healthcare, and tourism, with a median household income of about \$74,048. The properties are strategically connected to the broader region via State Route 20 and the Washington State Ferries system, providing a vital link to Island County and beyond.



**Demographic Metrics**      **5 miles**      **10 miles**      **20 miles**

Population	14,464	29,065	141,734
# of Employees	5,312	10,842	54,561
% White Collar	58.1%	59.4%	59.4%
% Blue Collar	22.5%	20.6%	20.8%
% Services	19.4%	20.0%	19.8%
Median Age (years)	56.8	60.5	54.3
# of Households	6,941	14,266	64,012
Median Household Income	\$66,592	\$68,078	\$84,656
Median Home Value	\$564,243	\$631,747	\$627,945



# Rent Comparables

	Property Name	Address	City	Type	Sites	Occupancy	Total Rent	Services In Rent*
★	B&R MHP	611 Cedar Ave 77	Port Hadlock-Irondale	All ages	78	99%	\$590	W/S/T
★	Olympic Village	6062 Highway 20	Port Townsend	All ages	78	99%	\$520	W/S/T
1	Idle Wheels	159 136th St S	Sequim	Senior (55+)	34	100%	\$650	W/S/T
2	Sea Breeze	545 Hendricks Street	Port Townsend	All ages	30	-	\$800	W/S/T/I
3	Lavender Meadows	963 N Rock Rose Ave	Sequim	Senior (55+)	217	-	\$795	W/S/T
4	Emerald MH & RV Park	1215 US-101	Port Angeles	All ages	120	95%	\$700	W/S/T
7	Lazy Acres MHP	111 Dryke Rd	Sequim	All ages	74	-	\$497	W/S/T
8	Parkwood MHC	261520 Highway 101	Sequim	Senior (55+)	209	-	\$485	W/S/T
9	Olympic View Mobile Home Park	101 Joslin St	Sequim	Senior (55+)	21	-	\$470	W/S/T
10	Carlsborg Mobile Estates-Andrea	491 Mill Road	Sequim	Senior (55+)	51	-	\$450	W/S/T
11	Green Acres Mobile Estates	330 Gupster Road	Sequim	Senior (55+)	48	100%	\$447	W/S
12	Hide Away Mobile Home Park	921 S 3RD	Sequim	Senior (55+)	48	100%	\$430	W/S/T
13	Hendrickson Estates	635 N Seventh Ave	Sequim	Senior (55+)	148	90%	\$425	None
<b>Total / Weighted Avg.</b>					<b>1156</b>		<b>\$575</b>	

Services included with rent

W = Water

S = Sewer

T = Trash

I = Internet or shared Wi-Fi

None = No Utilities or Services

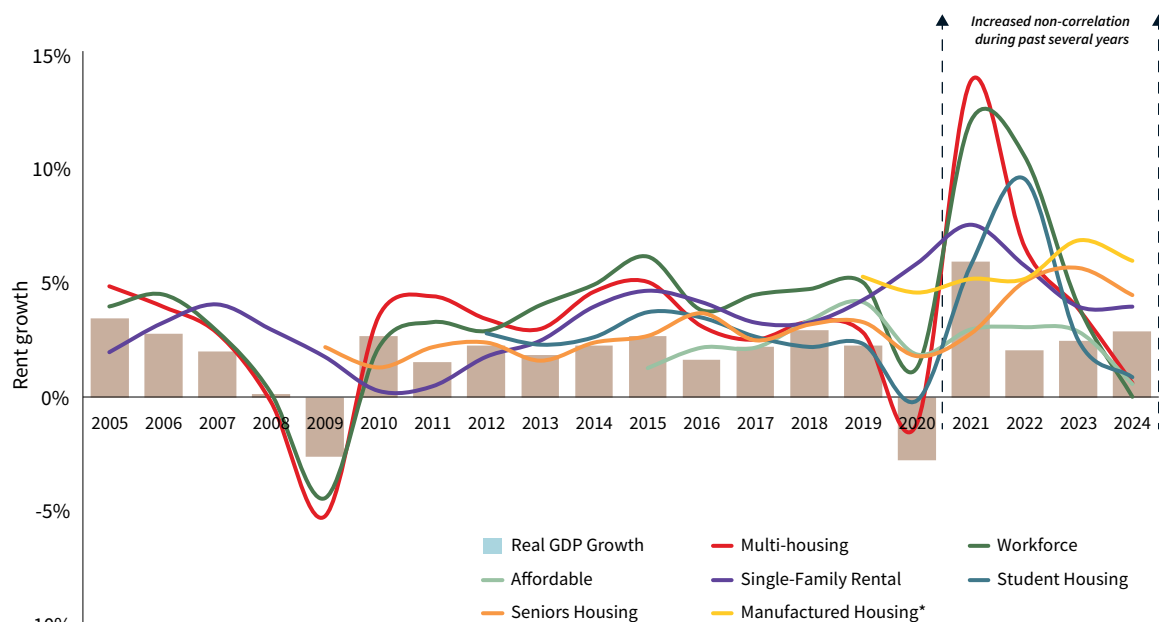
# Manufactured Housing Market Overview

**Manufactured Housing is complementary to other Living Sector asset types and non-GDP-correlated**

The differentiated demand segments and secular drivers across the various Living subsectors (Class A multi-housing, workforce housing, SFR, student housing, etc.) allow for a degree of cash flow diversification not found in other asset classes.

The past several years have generally seen greater non-correlation, enabling investors to diversify their exposure and mitigate risk. This bolsters the attractiveness and strategic importance of exposure to sector.

**Investors deepening focus across the Living subsectors amid greater non-correlation of performance**



## Living subsector performance

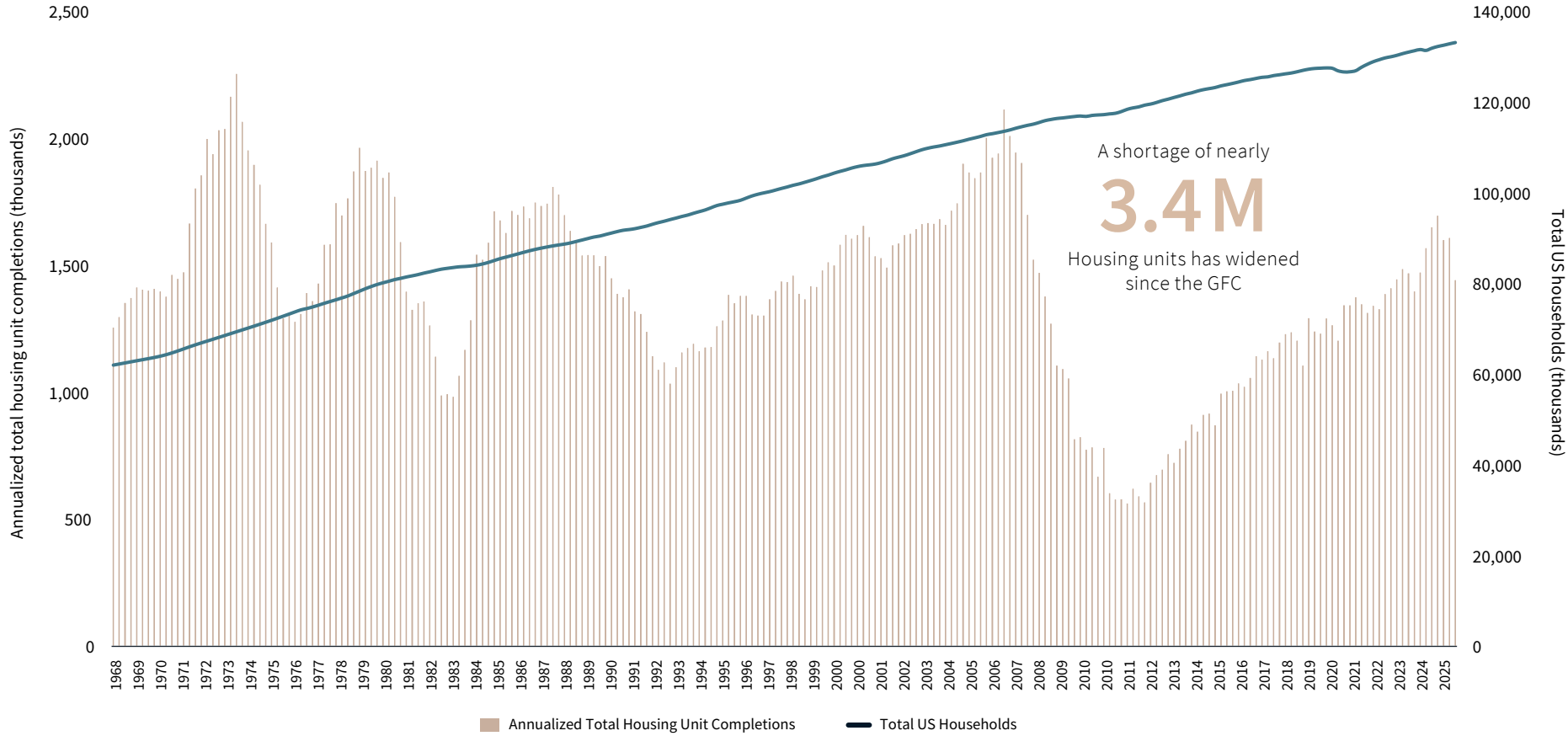
Sector	Long-term avg. rent growth	Correlation to GDP growth
Multi-housing	3.30%	0.85
Workforce	3.80%	0.71
Student housing	3.20%	0.44
<b>Manufactured housing</b>	<b>5.50%</b>	<b>0.36</b>
Seniors housing	3.00%	0.26
Affordable	2.50%	0.19
Single-family rental	3.50%	0.18

↑ HIGHER CORRELATION

Source: JLL Research, RealPage, John Burns Real Estate Consulting, Real Capital Analytics, Green Street, NICMap, REIS

\*Manufactured rent growth is proxied by same-store revenue growth averaged across manufactured housing REITs. 2025 data will be available following Q1 U.S. GDP release.

# The national housing stock is structurally undersupplied long term; since 2010, the imbalance has become more pronounced

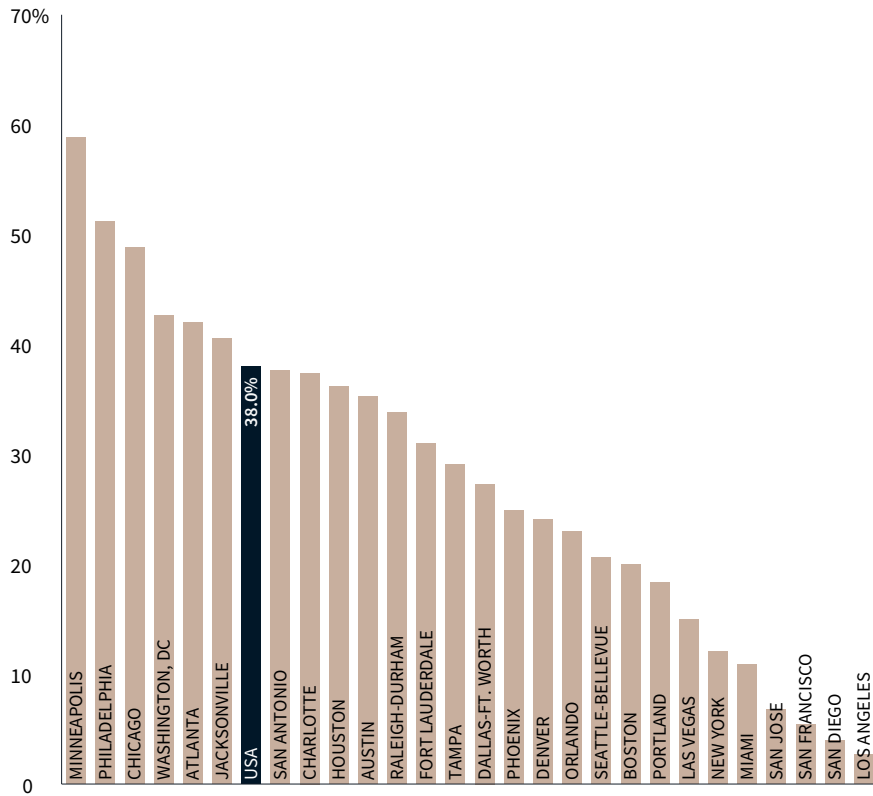


Source: JLL Research, U.S. Census Bureau; total housing unit completions pertain to both single-unit assets (SF, SFR, BFR, manufactured housing) and multi-housing assets.

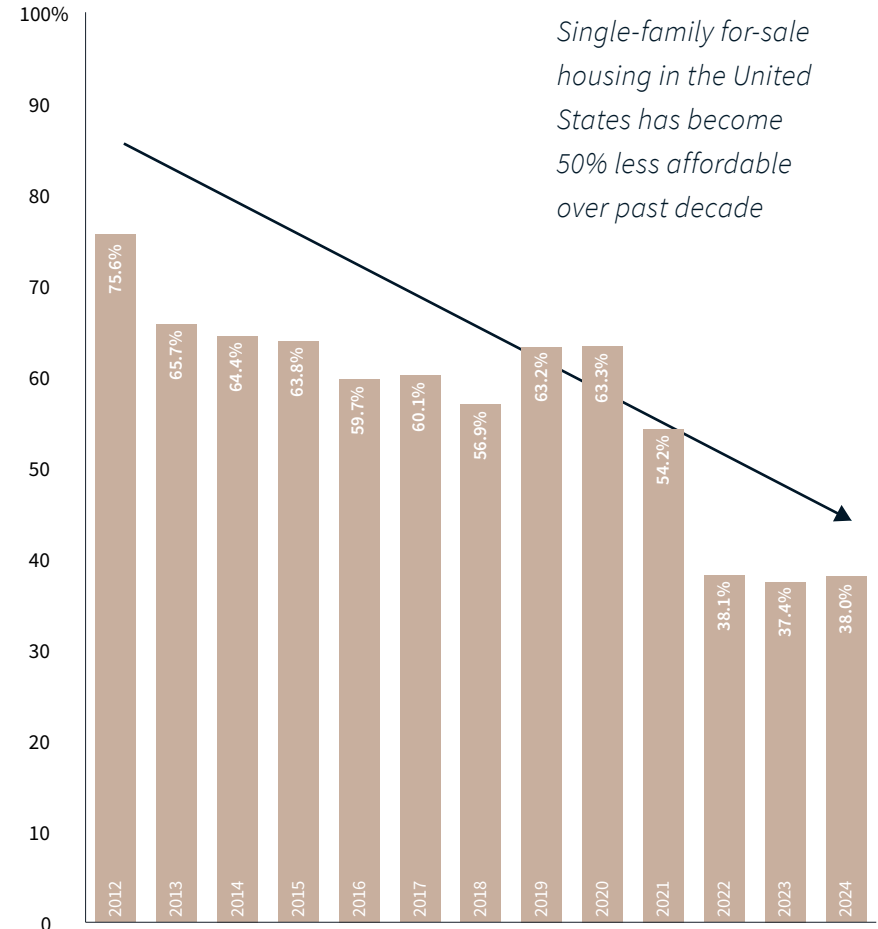
# Significantly Declining Housing Affordability Prolongs Renew Tenancy

## Housing opportunity index (%)

The housing opportunity index measures the % of homes sold in an area that are affordable to a family earning the area median income, based on standard mortgage underwriting criteria.



## Housing opportunity index (%)



Source: JLL Research, National Association of Home Builders

## Manufactured housing provides a far more economical alternative as the rent-to-own cost spread remains near all-time highs

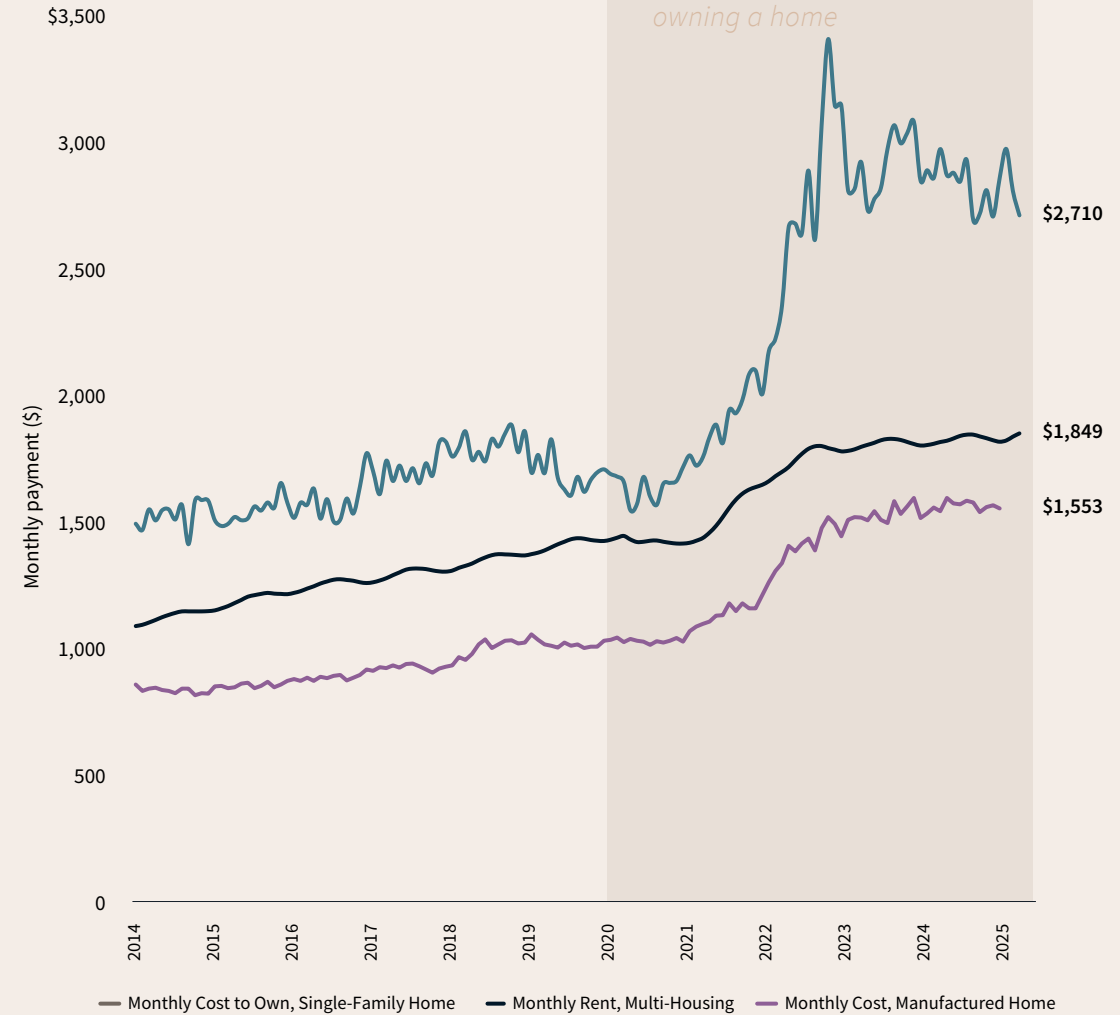
Period	30-year mortgage rate
● Today	<b>6.30%</b>
● January 2024	<b>6.64%</b>
● November 2023	<b>7.62%</b>
● June 2022	<b>5.52%</b>
● September 2021	<b>2.90%</b>
● April 2020	<b>3.31%</b>

Source: JLL Research, U.S. Census Bureau, Freddie Mac, RealPage, NerdWallet, Green Street, EDGAR public filings

Note: Cost to own includes principal, interest, property taxes, and insurance on a 30-year fixed rate mortgage assuming standard mortgage underwriting criteria on a median-priced new home, based on national data.

Cost of manufactured housing includes average pad site rent (calculated as an average of SUI and ELS pad site rents nationally) in addition to principal, interest, and insurance on a 30-year fixed rate mortgage assuming standard mortgage underwriting criteria on an average-price new manufactured home, based on national data.

## Single family, multi-housing vs. manufactured home housing costs





# Transaction Guidelines

The offering is being conducted exclusively by JLL. The prospective investor will be selected by ownership in its sole and absolute discretion based on a variety of factors including, but not limited to:



Purchase price



Financial strength



Source of capital, both equity and debt, for the transaction



Amount and timing of deposits



Thoroughness of the Property underwriting



Level of the Property due diligence conducted



Schedule of due diligence and closing



Any contingencies, including committee approvals, required to close the transaction



## Offering Process



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Port Angeles / North Olympic Peninsula, Washington

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