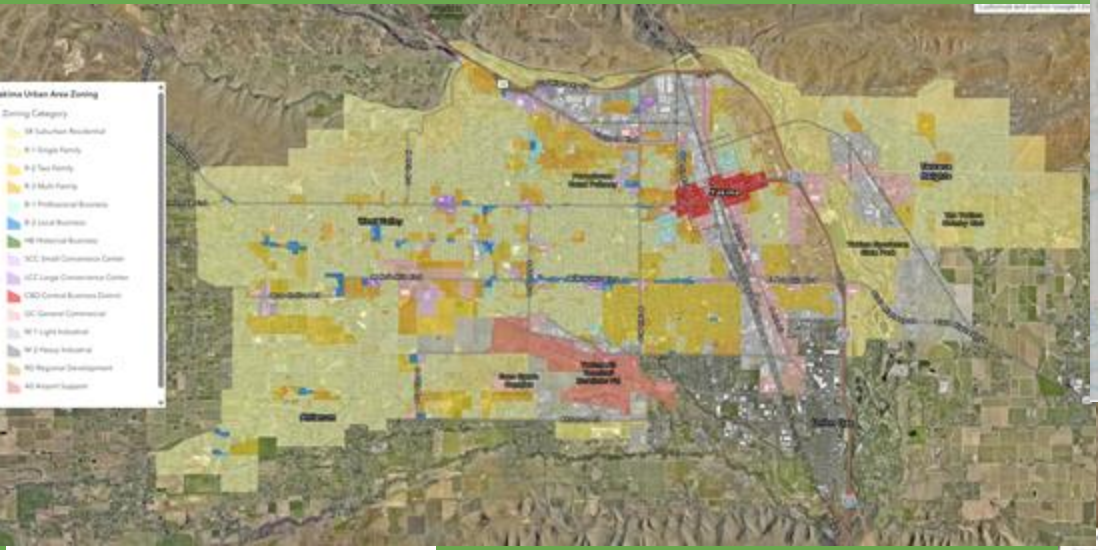
The Goal

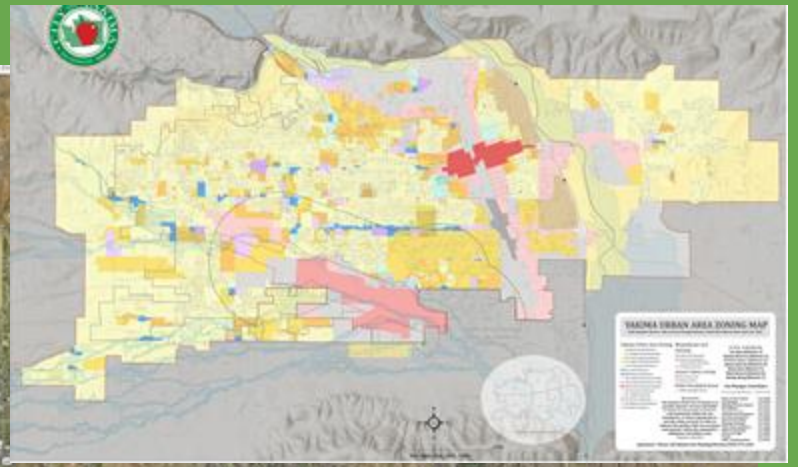
1. Open your mind to the possibilities of Commercial Real Estate
2. Help you make informed decisions

- This is a discussion, ask questions!!
- Es una discusión hagan preguntas!!

Construction and Real Estate

Ultrarunning


Yakima Urban Area Zoning
Zoning Category

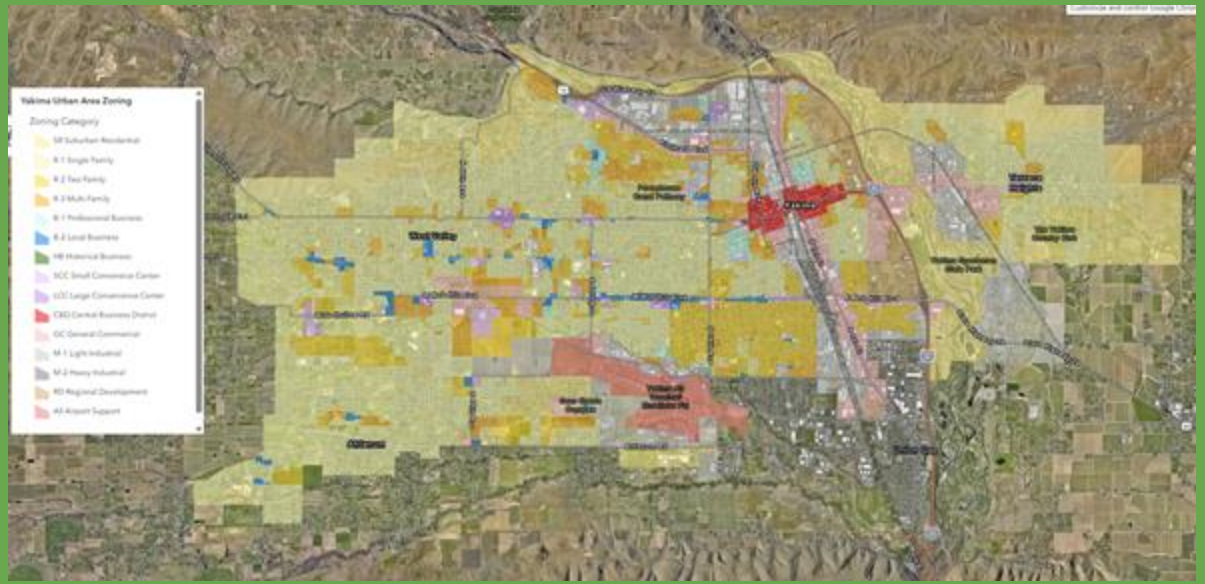

YAKIMA URBAN AREA ZONING MAP

2.2.8. District 7

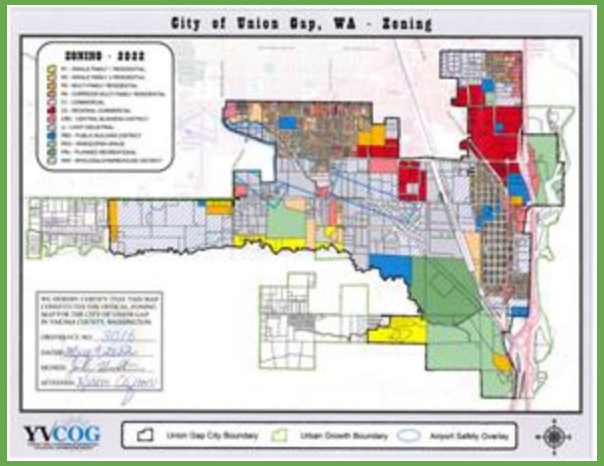
2.2.6. District 5

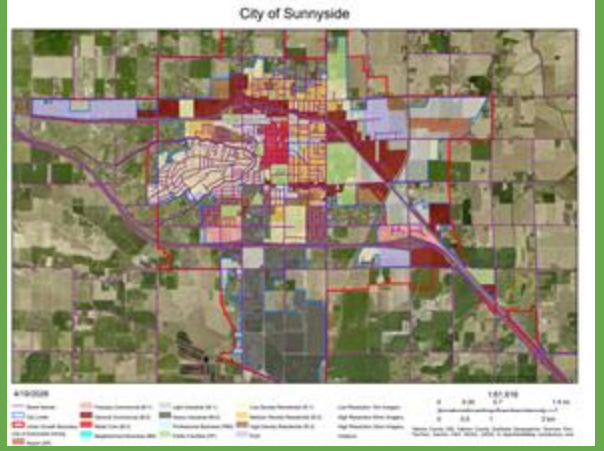
Planning and Zoning

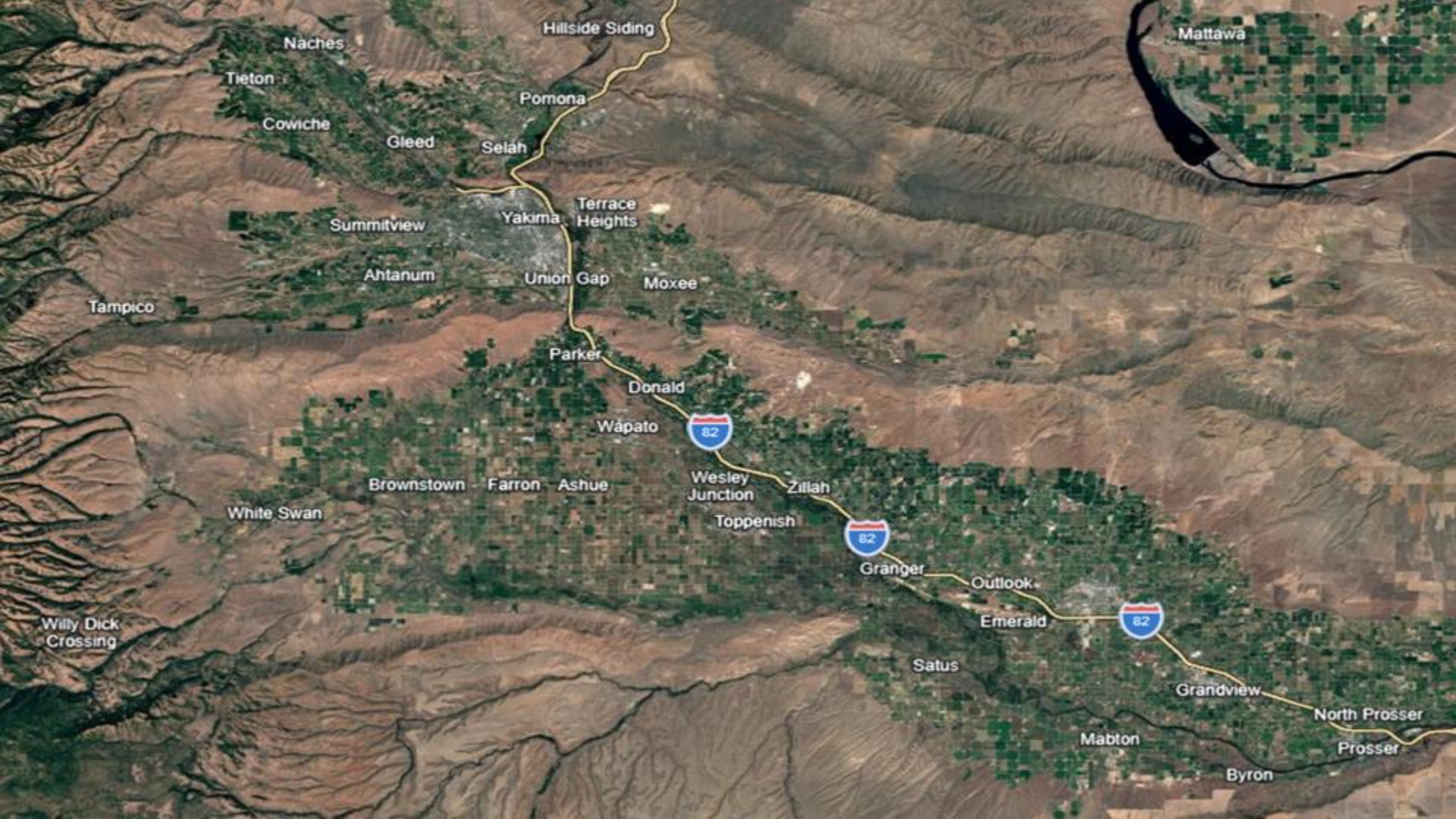
- R-10/5
- R-1, R-2, R-3
- CBD
- GC
- RD
- M-1, M-2
- SCC, LCC
- B-1, B-2
- C-1, C-2
- Agriculture

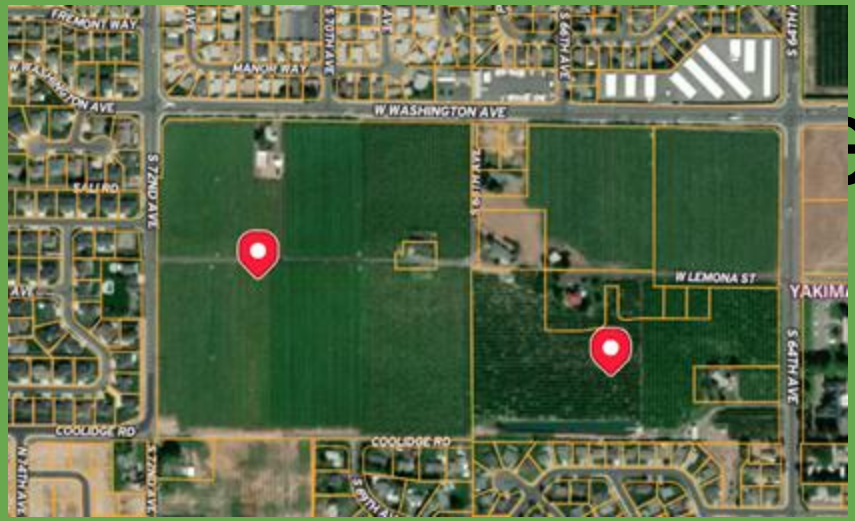


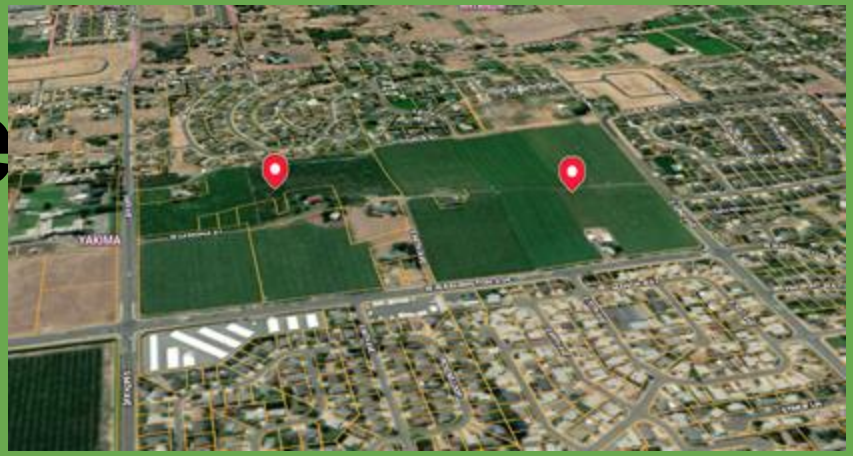
Planning and Zoning - Speed wins deals

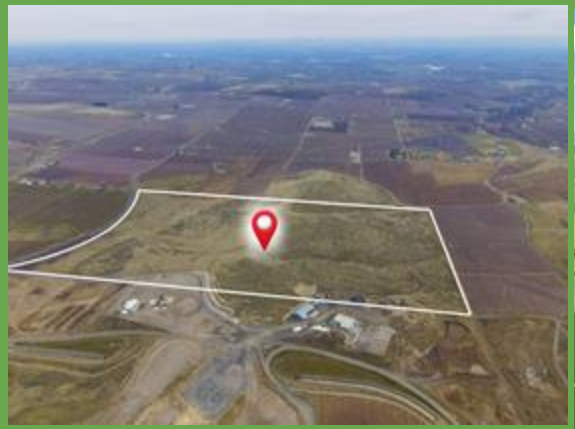





Hillside Siding
Naches
Tieton
Pomona
Cowiche
Gleed
Selah
Mattawa
Terrace Heights
Yakima
Summitview
Ahtanum
Union Gap
Moxee
Tampico
Parker
Donald
Wapato
82
Brownstown
Farron
Ashue
Wesley Junction
Zillah
White Swan
Toppenish
Granger
Outlook
Emerald
Willy Dick Crossing
Satus
Grandview
North Prosser
Mabton
Prosser
Byron


TREMONT WAY
MANOR WAY
W WASHINGTON AVE
S 72ND AVE
S 70TH AVE
S 68TH AVE
S 64TH AVE
W LEMONA ST
COOLIDGE RD


YAKIMA



Being Ready to Move Fast
Estando Listo Para moverse Rapido

- Be Ready to Move Fast
- Good opportunities disappear quickly.
- Have cash, financing, or lender approval in place.
- Know your numbers before the deal appears.
- Be ready to make a confident offer.
- Preparation is what allows you to move fast without making a bad decision

Key takeaway:

- Opportunity favors the prepared buyer.

If the bank says no it doesn’t mean it can’t happen

- Explore Financing Before the Deal Shows Up
- Traditional banks may have limited programs.
- Some businesses are considered higher risk by conventional lenders.
- Commercial loan brokers can access lenders nationwide.
- Options may include DSCR loans, bridge loans, hard money, SBA loans, rent replacement, investment, and owner-occupant financing.
- Knowing your options early helps you move faster when the right opportunity appears.

Key takeaway:

Financing is not one-size-fits-all — the right structure can make the deal possible.

Feasibility - Applying for a business license

It is important to know what will be the cities requirements prior to leasing or purchasing a building

Buffer Zones / Protected Areas
Fire department emergency escapes, door width, aisle width, sprinklers,

Permitted uses, rezones, type 1,2,3,4 reviews

Interest Rate Matters - But Price Matters More

- Do Not Let Interest Rate Distract From Value
- Interest rate matters, but purchase price matters more.
- A 6% vs. 7% rate may not be the deciding factor if the deal is $100,000 under market value.
- Focus on actual market value vs. your purchase price.
- Buying below value can create instant equity.
- A good price can give you more options later.

Key takeaway:

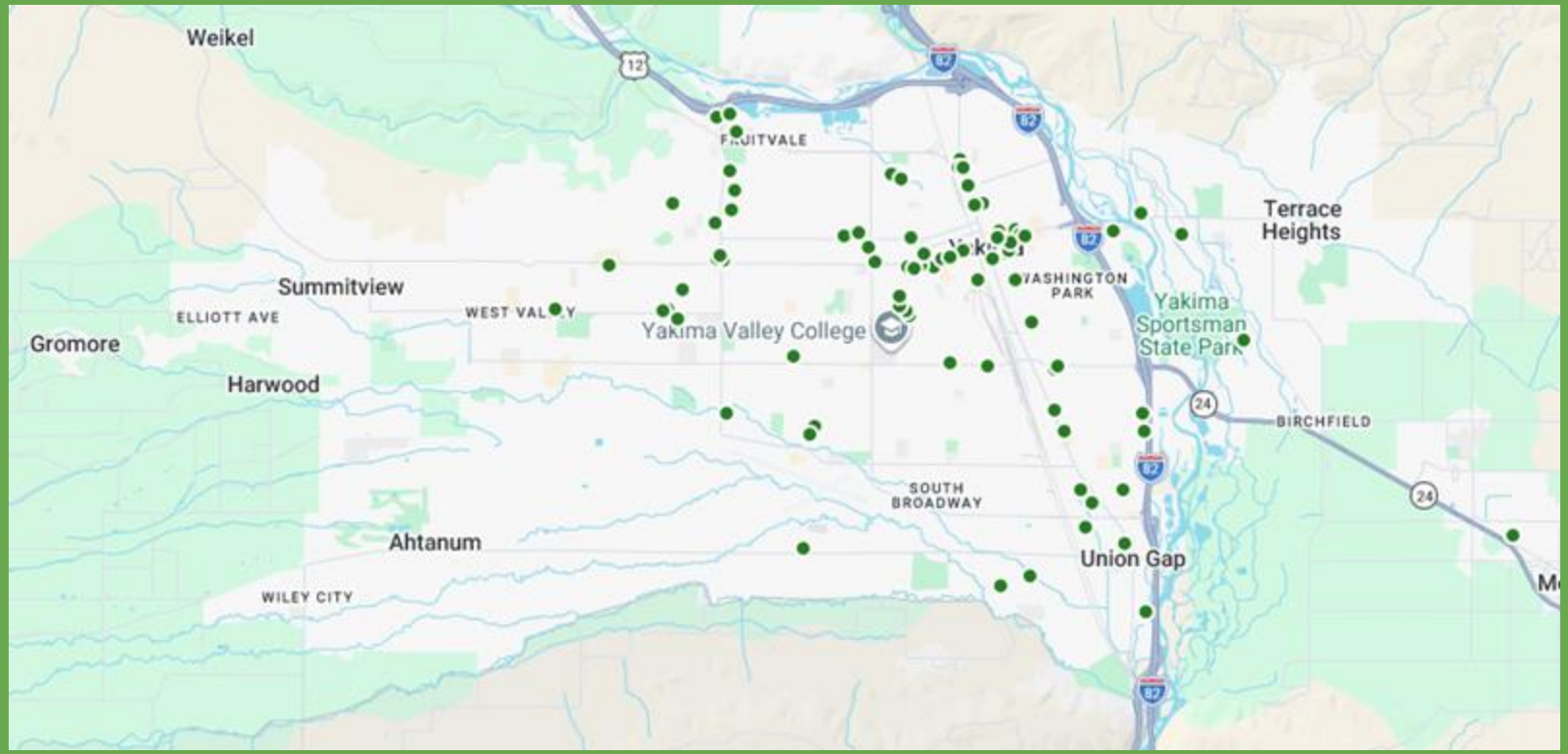
- The deal is made when you buy right — not just when you get the lowest rate.

Real Estate is a Vehicle to Financial Freedom and Wealth

Carpenter vs investor example

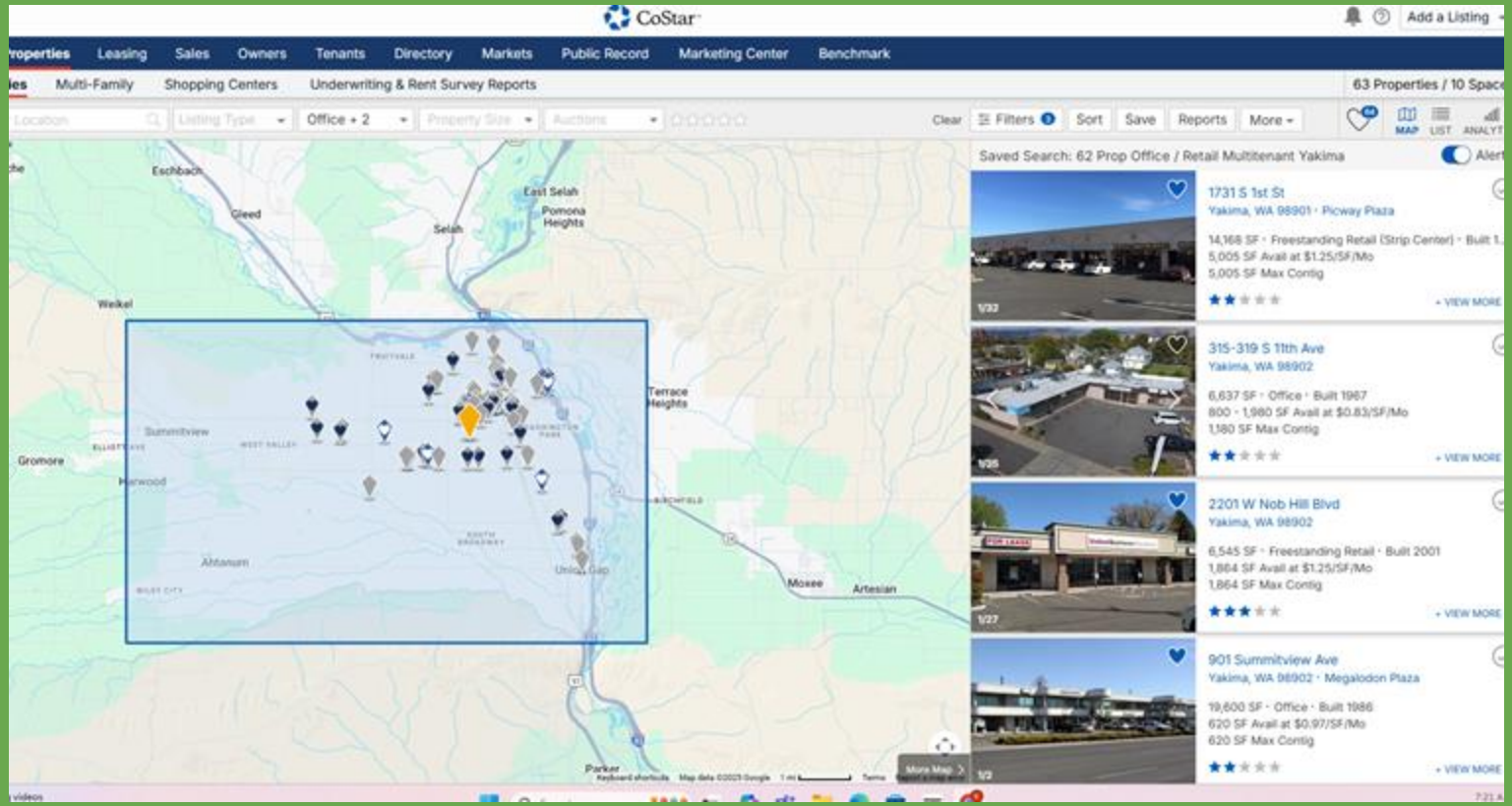
Commercial Real Estate

On market Properties



COSTAR -The most comprehensive platform for commercial real estate inf

Sourcing Opportunities



How's the Market?

Comparable Properties	Status	Date of Sale	Sale Price	Square Feet	Price/ SF	Built	Acreage		DOM
Comparable prop Yakima,									
5505 Summitview Ave , Yakima	Closed	12/17/2024	$1,050,000	3,600	291.67	1974	0.89	Office	118
3207 W Nob Hill Blvd , Yakima	Closed	9/13/2024	$311,500	1,624	191.81	1948	0.15	Office	189
812 Summitview Ave , Yakima	Closed	9/20/2024	$290,000	1,768	164.03	1965	0.1	Retail	122.00
					215.83				
304 N 3rd St , Yakima , WA	Closed	4/30/2025	$775,000.00	7,972	97.21	1984	0.49	Office	
411 N 2nd St , Yakima , WA	Closed	3/28/2025	$400,000.00	4,280	93.45	1980	0.16	Office	116.00
502 N 2nd St , Yakima	Closed	5/23/2025	$1,000,000	9,474	105.55	1992	0.66	Office	123.00
408 N 1st St , Yakima , WA	Closed	11/7/2025	$320,000	3,616	88.50	1920	0.36	Office	469.00
1206 w Lincoln Ave, Yakima	Closed	7/16/2025	$1,619,000	9,025	113.14			Office	
1212 w Lincoln Ave, Yakima	Closed	7/16/2025	$1,619,000	1,484	113.14	1970	0.22	Office	
1214 w lincoln Ave	Closed	7/16/2025	$1,619,000	3,800	113.14	1925	0.44	Office	
					103.45	1951.75	0.388333		
Average									

Analyzing the Deal

- Immediately after hearing a starter number I start calculating price per square foot
- Price Per Square Foot
- Cap Rate
- Debt Coverage Ratio
- Cash on Cash returns
- Market Comparables
- Capital Investments
- Environment / Area / Neighborhood

Pursuing Education and Development

Pursuing Accredited Land Consultant
Pursuing Certified Commercial Investment Member
Pursuing Managing Broker Designation

Ideal Clients

Landlords

- Motivated by: maximizing NOI, minimizing vacancy, improving property value.
- What to offer: leasing help, 1031 exchange opportunities, property disposition.

Tenants

- Businesses looking for space (office, industrial, retail).
- Motivated by: better lease terms, location, growth, or downsizing.
- What to offer: site selection, lease negotiation, sublease opportunities.

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YAKIMA