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*Via Email: [steven.walti@nwnatural.com](mailto:steven.walti@nwnatural.com) | [wkp@nwnatural.com](mailto:wkp@nwnatural.com)*

NW Natural  
Attn: Steve Walti and Wayne Pipes  
220 NW Second Avenue  
Portland, Oregon 97209

**Re: Broker Opinion of Value – NW Natural Facility – 176 W. Marine Drive, Astoria, OR**

Dear Steve and Wayne:







Cushman & Wakefield of Oregon, Inc. (“Cushman & Wakefield”) is pleased to provide an opinion of value for the **NW Natural Facility – 176 W. Marine Drive, Astoria, OR** property. The NW Natural Facility is located at the northeast corner of W. Marine Drive and Columbia Avenue in Astoria, Oregon.

The NW Natural Facility in Astoria, OR consists of two buildings, one a ±12,046 square foot office and the other a ±3,529 square foot warehouse building. Combined, the two buildings total ±15,575 square feet and are situated on a 1.31 acre site that has frontage along two streets as well as the Columbia River. The site has zoning designation of C3 (General Commercial).

Given the nature of the subject property, in our opinion, the best indication of value is to analyze similar buildings that have recently sold in the general area. The following properties were selected for various reasons such as current use, size and location.



## Building Sales

Property	Building Size (SF)	Land Area (SF)	Land to Building Ratio	Year Built	Zoning	Status	Sale Price	Price per SF	Comments
 176 W. Marine Drive Astoria, OR	15,575	57,064	3.7:1	1945 & 1985	C-3 General Commercial	-	-	-	
 781 Avenue A Seaside, OR	4,179	5,663	1.4:1	2013	C-3 General Commercial	Sold Sep-18	\$460,000	\$110.07	This building contains approximately 14% office build out. Located just west of US Highway 101 in Seaside, OR.
 279 6th Street Astoria, OR	2,886	9,500	3.3:1	1974 Ren. 1996	C-4 Central Commercial	Sold Jun-18	\$380,000	\$131.67	Small office building located at the northwest corner of 6th Street and Commercial Street in Astoria, OR approximately two blocks south of US Highway 30.
 409 E. Garibaldi Avenue Garibaldi, OR	8,560	33,106	3.9:1	1990	C-1 Commercial	Sold Nov-17	\$560,000	\$65.42	This building contains approximately 17% office build out. Located along the north side of US Highway 101 in Garibaldi, OR.
 101 15th Street Astoria, OR	19,992	49,223	2.5:1	1924	A-2A Aquatic Two-A	Sold Dec-16	\$1,400,000	\$70.03	This building contains mix of office and industrial uses. The improvements are located on pilings as much of the site is submerged by the Columbia River. The current zoning allows for a wide range of conditional office and retail uses. It is noted that two sources state different sale prices. Therefore, the indicated sale price is the average of the two.
 92380 G Road Astoria, OR	3,200	10,640	3.3:1	1994	RCC Rural Community Commercial	Sold Sep-16	\$170,000	\$53.13	This is a smaller warehouse that features small amount of interior buildout. The property is located along the north side of US Highway 101 Business Route, south of Astoria.

	Building Size (SF)	Land Area (SF)	Land to Building Ratio	Sale Price	\$/SF
High	19,992	49,223	3.9:1	\$1,400,000	\$131.67
Low	2,886	5,663	1.4:1	\$170,000	\$53.13
Average	7,763	21,626	2.9:1	\$594,000	\$86.06

Comparable 1 is a smaller building in a superior overall location that was constructed in 2013. However, this building has less office space. Overall, the subject's unit value should be below this comparable.

Comparable 2 is a smaller office building in a location relatively similar to the subject. Overall, the subject's unit value should be below this comparable.

Comparable 3 is a smaller building that was constructed in 1990. However, this building has less office space and is located in an inferior location. Overall, the subject's unit value should be higher relative to this comparable.

Comparable 4 is a larger building that was constructed in 1924. Although, the location of this property relatively similar to the subject, the property is constructed on pilings. Overall, the subject's unit value should be higher relative to this comparable.

Comparable 5 is a smaller building that was constructed in 1994. However, this building has less office space and is located in an inferior location. Overall, the subject's unit value should be higher relative to this comparable.

Overall, the subject's unit value should be between Sales 1 and 4. Overall, a value range of \$70.00 to \$90.00 per square foot is reasonable. This equates to a rounded value range of \$1,090,000 to \$1,400,000.



### **Broker Opinion of Value**

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This is a Broker Opinion of Value based upon Cushman & Wakefield, Inc.'s general knowledge of the marketplace as real estate brokers and should not be relied upon as a real estate appraisal prepared by professional appraisers. In making any decision that relies on the materials presented herein, you should know that Cushman & Wakefield, Inc. has not followed the guidelines for development of an appraisal or analysis contained in the Uniform Standards of Professional Appraisal Practice of the Appraisal Foundation. Ranges of value are based on the subject property being unaffected by any exceptions to title, environmental, soil, zoning or other conditions that may exist now or in the future.

Sincerely,

**Cushman & Wakefield of Oregon, Inc.**

A handwritten signature in black ink, appearing to read "Matt Johnson", written in a cursive style.

Matt Johnson  
Executive Director