



# The Ridges

Bremerton, Washington

EXCLUSIVE  
OFFERING  
MEMORANDUM





# The Ridges | 9.85 acres

## **CITY OF BREMERTON, WASHINGTON**

33 single-family lots with approved Kitsap County Site Development Activity Permit.

**EXCLUSIVE OFFERING MEMORANDUM**





Land Advisors is a nationwide team of respected, connected and talented land professionals that provide advisory and brokerage services to clients who need a rock-solid, data driven roadmap for acquiring, selling, financing or developing land and land-related assets.



**WES FALKENBORG**

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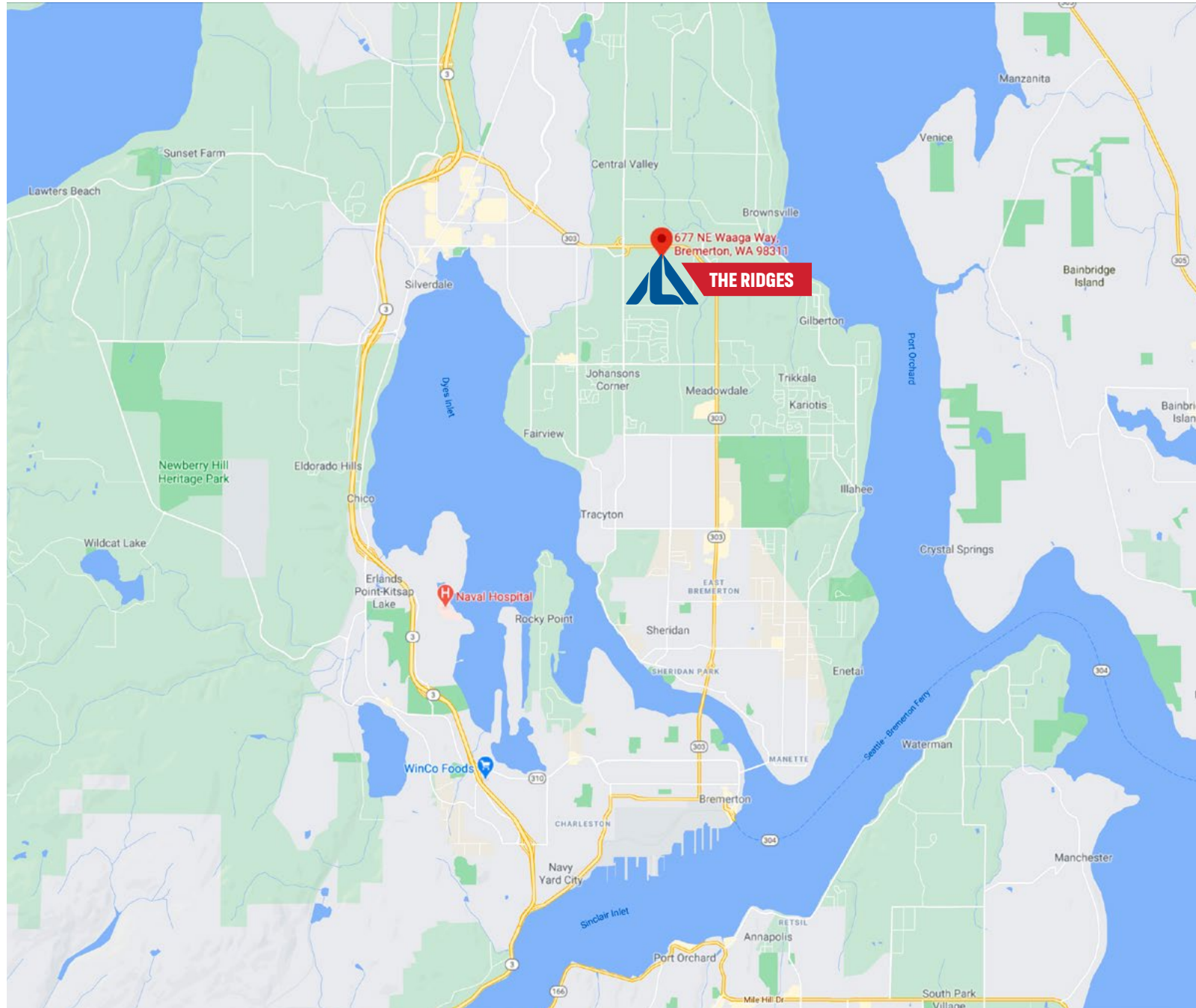
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## Property Description

Land Advisors Organization presents a rare opportunity to acquire 33 single-family lots with engineering approval in a development known as The Ridges.

Located just east of downtown Silverdale, future homeowners will have quick access to the new Harrison Medical Campus, shopping and many retail and dining options.

Site development permit is approved allowing for a builder to begin construction Q2 of 2021. Buyer to verify all information.





## Property Overview

|                             |   |
|-----------------------------|---|
| <b>Property Name:</b>       | The Ridges                              |
| <b>Property Address:</b>    | 677 NE Waaga Way<br>Bremerton, WA 98311 |
| <b>Lot Numbers:</b>         | 1-33                                    |
| <b>Purchase Price:</b>      | \$1,278,750 (\$38,750/lot)              |
| <b>Purchase Type:</b>       | Purchase & Sale Agreement               |
| <b>Sellers Information:</b> | The JWJ Group LLC                       |
| <b>Acreage:</b>             | 9.85 Acres                              |
| <b>Zoning:</b>              | Urban Restricted                        |
| <b>Lot/Unit count:</b>      | 33 Single Family Lots                   |
| <b>Entitlement Status:</b>  | Site Development Permit Approved        |
| <b>Site Condition:</b>      | Undeveloped                             |

## Jurisdictions & Utilities

|                 |                                |
|-----------------|--------------------------------|
| <b>City:</b>    | Bremerton                      |
| <b>County:</b>  | Kitsap                         |
| <b>Power:</b>   | Puget Sound Energy             |
| <b>Gas:</b>     | TBD                            |
| <b>Sewer:</b>   | Kitsap County                  |
| <b>Water:</b>   | Silverdale Water District      |
| <b>Fire:</b>    | Kitsap County Fire District #1 |
| <b>Schools:</b> | Central Kitsap School District |



# Property Photos





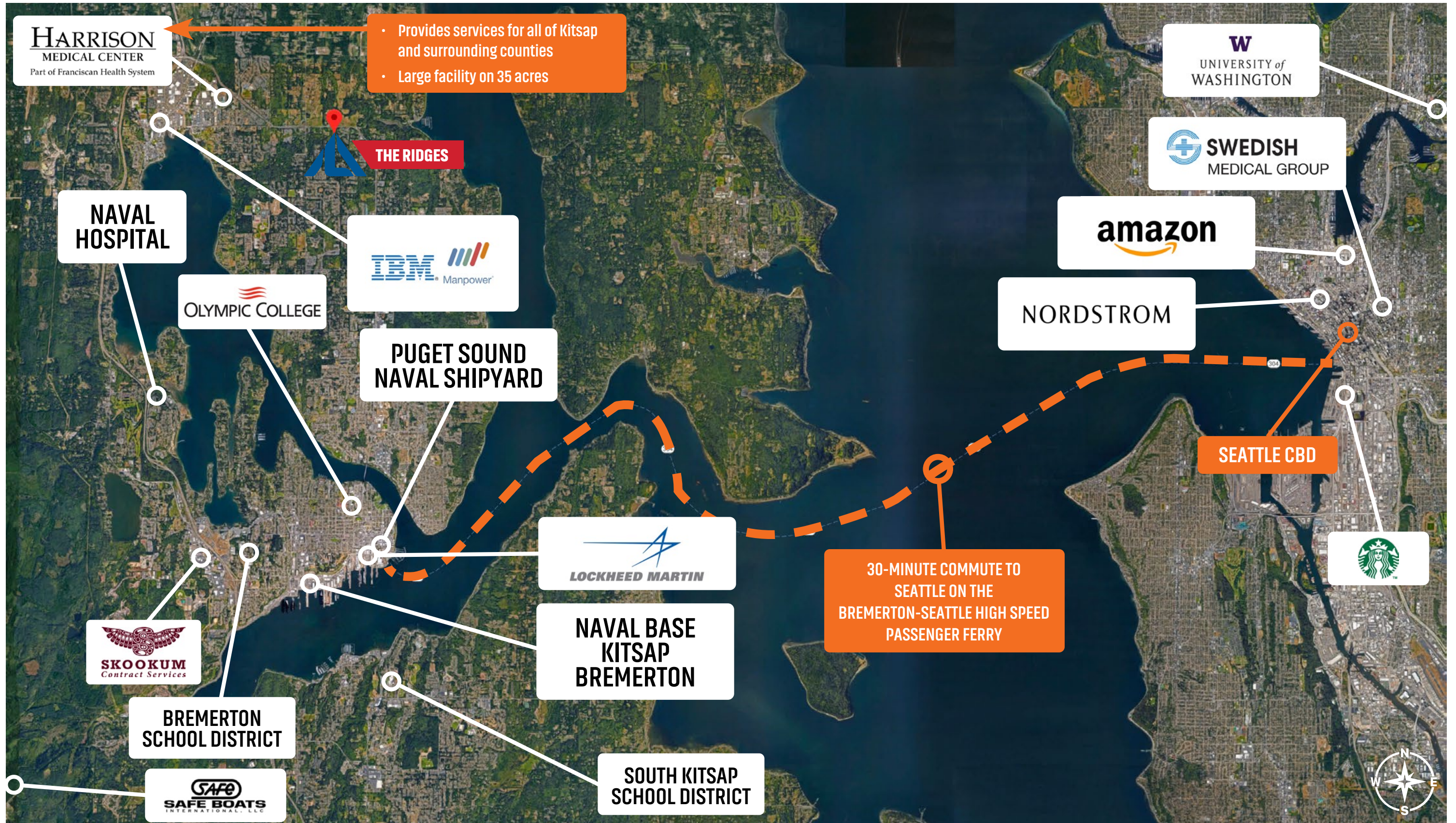
# Site Plan



# Homesite Elevation Examples



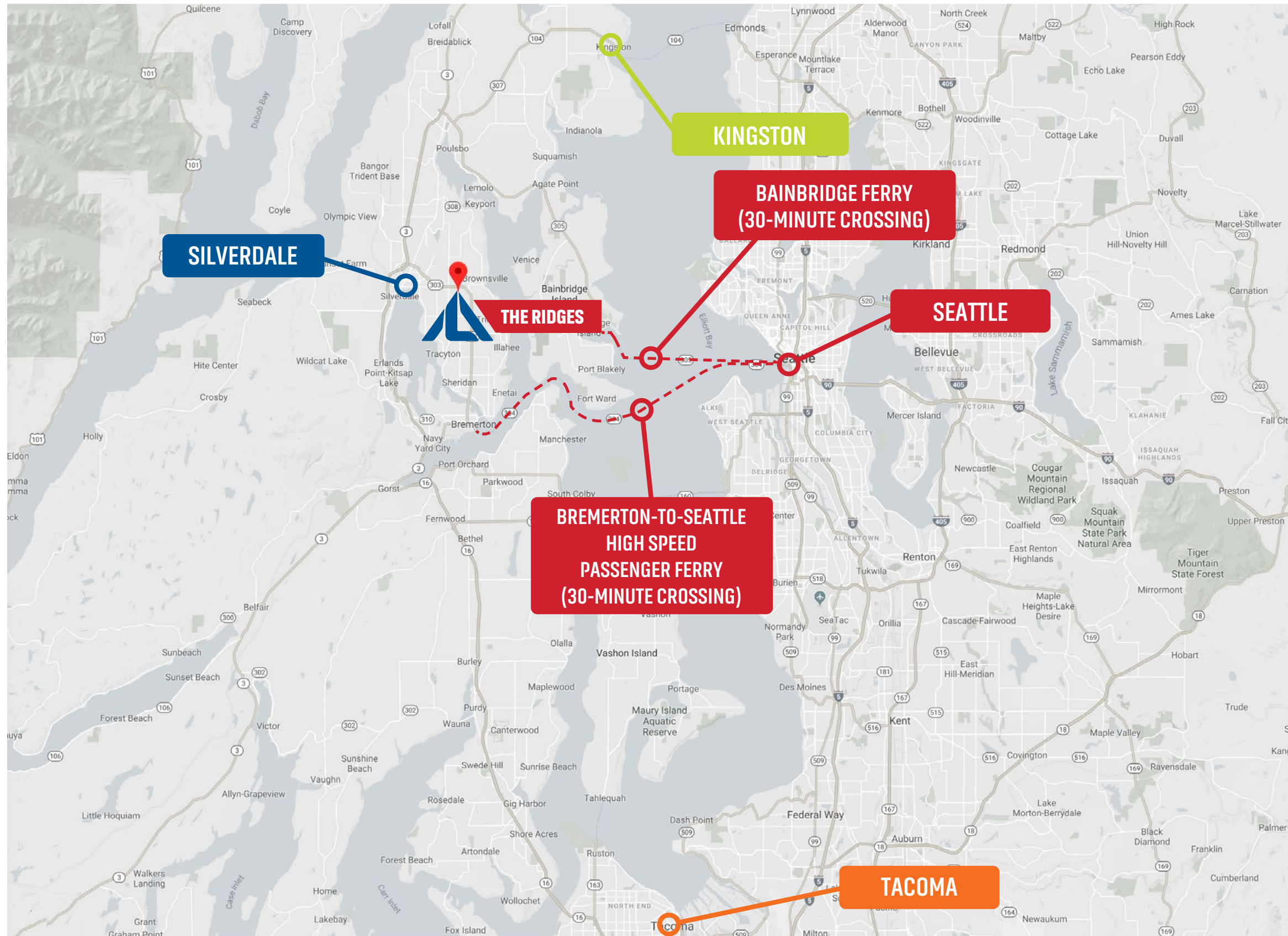
# Major Area Employers



# Area Amenities



# Area Travel Times



## TRAVEL TIMES

from The Ridges property to:

### SILVERDALE

10 minutes | 3 miles

### KINGSTON

27 minutes | 18 miles

### TACOMA

42 minutes | 46 miles

### SEATTLE (via ferry)

65 minutes | 33 miles



## LOCAL EXPERTISE WITH A NATIONWIDE NETWORK FOR ALL YOUR LAND NEEDS

Families, community developers & homebuilders depend on Land Advisors Organization to realize maximum value for developed and undeveloped land. Families trust us to find the current market value of long-held land and work as their advocate in a successful sale or development project. Experienced builders and businesspeople rely on us to evaluate properties and reliably determine the most advantageous land uses with modern forecasts.

### Dedication

Many of our team members are former collegiate athletes and we look at working with clients as forming a team together—with dedication, energy and team support. In this ever-evolving market, knowledgeable and inexperienced clients alike appreciate our transparent communication style. We're professional straight-talkers who will help you navigate the process and always tell it like it is because we're on the same team with you.

### A Land Specialty

We're not the average real estate broker; we're a full service firm. We've spent concentrated time and worked hard getting to know the land market, properties and key players in the Pacific Northwest, and we apply that information to get the most value possible for clients as buyers or sellers. Be forewarned: we may geek out sometimes. We can't help it because the financial modeling systems we use have rewarded our clients so consistently we won't merely go with "gut feelings" or tell you what you want to hear. Our valuations usually come within 5% of the actual sale price. For us, running the numbers and using realistic data in scenarios is a valuable piece of any land puzzle.

### Satisfying Results

Clients see the greatest benefits when we advise early in a project, but even coming in later, our team will focus on closing the deal that meets the client's financial goals. We'll investigate, evaluate and most importantly listen so that our clients are satisfied at the transaction's end.

# Who is Land Advisors Organization?



Located in Bellevue, the Washington Division of Land Advisors Organization covers residential and mixed-use land activity throughout Washington State. We serve a client base inclusive of land developers, homebuilders, investors, trusted advisors, mixed-use land sellers and developers, and private estate owners. Our team of experienced, trusted advisors/brokers provides our clients with specialized land-focused market knowledge, mar-

keting, and transaction management. Providing an expanded service offering that includes resort and hospitality experience, a capital advisory group, deep market insight and research, and cutting-edge technology, we measure our success by the satisfaction of those we do business with—one transaction at a time.



**Scott Cameron**  
Co-Founding Principal  
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As a Co-Founding Principal of Land Advisors Organization-Washington Division, Scott leverages his twenty five years of experience in the real estate industry as a trusted advisor and broker to a wide array of valued clients including publicly traded and private homebuilders, developers, investors, financial institutions, private parties and master planned community & resort developers.

Scott began his career with East West Partners where he served as a sales consultant and marketing director for master planned community sales. He then became a founding partner in The Lakemont Company, an East West Partners Company. Scott later co-founded Coldwell Banker Bain New Homes and was an executive with Bennett Homes before launching the Cameron Real Estate Group in 2003, which transitioned into the Cameron Land Group in partnership with Wes Falkenberg.

Scott is a licensed Washington real estate broker and earned his Bachelor Degree in Business Administration from the University of Notre Dame. Scott is a member of the Master Builders Association of King and Snohomish Counties and an active supporter of several community non-profits.



**Wes Falkenberg**  
Co-Founding Principal  
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Wes provides a full range of professional sales and marketing services to landowners, developers, homebuilders, lenders, and investors for new single family residential and multifamily land opportunities in Washington. Drawing on extensive market knowledge, research expertise and negotiating experience to successfully guide his clients through the transaction process.

Prior to joining Land Advisors Organization, Wes was a partner and co-founder of the Cameron Land Group, a regional land brokerage team. Wes is a member of the Urban Land Institute and is actively involved with the Master Builders Association of King and Snohomish Counties.

Wes earned his Bachelor Degree from Washington State University, where he was also a member of the baseball team and two-year captain. A longtime Washington resident, Wes now resides with his family in Issaquah, Washington.



**Mathis Jessen**  
Broker  
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Mathis joined Land Advisors Organization in 2016 as the teams Sales & Operations Coordinator. Mathis earned his real estate brokers license in 2017 and brings a fresh perspective to the business as a team player and positive problem solver.

A German native, Mathis earned his Bachelor Degree in Communications and Geography from the University of Washington. While studying at UW Mathis won national championship titles and served as co-captain in his senior year on the varsity rowing team. Following graduation he helped build a rowing club on the east coast before joining the coaching staff at Boston University where he leveraged his international background for talent recruiting to elevate the program to its best performance in school history.

Mathis and his wife reside in Ballard and enjoy the PNW outdoors, cooking and quality time with family in Germany and/or Seattle.



**Nate Ward**  
Broker  
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Nate joined Land Advisors in 2018 after relocating from Washington, DC and brings a unique, East Coast perspective to the Washington Division team. He will focus primarily on Urban Residential/Infill projects in the greater Seattle area.

Originally from Northern VT, Nate and many of his family members, beginning with his grandfather, worked in real estate. Soon after college, he relocated to the DC Metro area and spent nearly a decade working as a federal government contractor in the areas of business development and contract financing. Looking for new challenges, Nate joined his family brokerage in DC and lead the business development and marketing efforts for the agency.

Nate is a graduate of The College of Saint Rose in Albany, NY where he studied Business Administration and played for the Golden Knights baseball program, serving as a team captain.



**Lisa Nilsson**  
Team Coordinator  
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425.526.7555

Lisa brings an extensive background in sales negotiation and executive support to Land Advisors Organization from her 30 years of experience in the building industry, real estate, development and land entitlement with Toll Brothers, CamWest Development and Wallace & Wheeler Real Estate. As the Team Coordinator, Lisa brings extensive insight to field research, land sourcing and outreach programs and is adept at the finite details of land development.

Lisa's strength is being precise to ensure that all of the elements are considered while managing all of the details involved in the big picture. With a comprehensive and detail-oriented style, Lisa acts as both an advocate and a consultant to understand the needs and goals of all stakeholders. Lisa's forward-looking and transparent approach ensures that complications are anticipated and managed before they become problems.

Lisa and her husband have lived on the Eastside for 30 years and are both passionate about the outdoors and traveling. Lisa is a member of the Master Builders Association of King & Snohomish Counties, and along with Land Advisors Organization, is an active supporter of HomeAid Puget Sound and Augie's Quest.



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