
Big Pasco Industrial Center Lease Market Rent Opinion

Client: Port of Pasco

By:

Kirt R. Shaffer
Tippett Company
of Washington, LLC

Effective Date:

September 28, 2026



No warranty or representation, expressed or implied, is made as to the accuracy of the information contained herein, including but not limited to dimensions and/or square footage of buildings or the condition of any of the aforementioned. The same is subject to errors and omissions and is the opinion of the Broker based on the Broker's best efforts to analyze current market data.

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STATEMENT OF WORK

At the request of the Port of Pasco (Client), Kirt R. Shaffer, of Tippet Company of Washington, LLC (Broker), has prepared this Broker Market Rent Opinion for the real property located in and generally identified as Big Pasco Industrial Center (BPIC). The assignment considers the land located within the BPIC that Client is marketing for lease (Subject Property).

For purposes of this report, "Subject Property" refers collectively to the land within the BPIC that is currently available or may be offered for lease by the Client.

Rather than developing a specific market rent conclusion for particular parcel the analysis establishes a reasonable rental range for use as a general benchmark in evaluating the Client's portfolio.

In developing the indicated market rent ranges, consideration was given to available comparable-sale transactions, current market offerings, location, zoning, access, utilities, site characteristics, prevailing market conditions, and the Client's historically used 7.0% return benchmark to reach a final rent conclusion. Actual achievable rental rates for a particular parcel may vary depending upon its specific condition, configuration, lease terms, tenant improvements, concessions, and other transaction-specific considerations.

The purpose of this report is to assist the Client in evaluating rental-rate positioning and lease terms for current or prospective tenants. The opinion is subject to the assumptions, limiting conditions, qualifications, and lease terms stated in this report.

Kirt R. Shaffer is a licensed real estate broker in the State of Washington and has prepared this report on behalf of Tippet Company of Washington, LLC. Neither Kirt R. Shaffer nor Tippet Company of Washington, LLC has acted as a licensed or certified real estate appraiser in preparing this report. This report constitutes a professional brokerage opinion and is not an appraisal.

This report was prepared solely for the Client's internal use in evaluating rental-rate positioning and potential lease terms for the Subject Property. No other party is an intended user of this report, and no third party may rely on it without Broker's prior written consent.

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EXECUTIVE SUMMARY

At the request of the Port of Pasco, Kirt R. Shaffer of Tippet Company of Washington, LLC has prepared this Broker Market Rent Opinion for land located at the BPIC in Pasco, Washington.

Market Rent Conclusion

As of September 28, 2026, Broker concludes that land within the Subject Property has an indicated value of approximately **\$165,000 to \$180,000 per acre**. This conclusion is based primarily on adjusted comparable-sale evidence, with current market offerings, limited land-lease research, existing Client leases, and a CPI-indexed update of Broker's 2021 opinion considered as secondary reasonableness checks.

Applying an annual return range of **6.0% to 8.0%** produces an indicated initial base rent of approximately **\$825 to \$1,200 per acre per month**, or **\$9,900 to \$14,400 per acre per year**, on a modified triple-net basis. The central 7.0% benchmark indicates approximately **\$963 to \$1,050 per acre per month**. The appropriate rate for an individual parcel will generally fall within the concluded range but may vary when supported by significant parcel-specific or transaction-specific considerations.

The greatest weight was placed on the adjusted comparable-sale evidence in developing the land-value conclusion. Broker then applied the selected annual return range to derive the indicated monthly rent per acre. Existing Client leases were considered as secondary evidence because their commencement dates, renewal histories, parcel characteristics, and negotiated terms may not reflect current arm's-length market conditions on a directly comparable basis. In addition, Broker CPI-indexed the lease rates noted in Broker's 2021 opinion as a reasonableness check. Because the subject inventory includes land with varying utility and condition, the concluded range should be applied on a parcel-specific basis rather than uniformly throughout the property.

The concluded market rental ranges assume a minimum lease term of three years and exclude any premium associated with month-to-month occupancy and any allowance for landlord-funded tenant improvements. Any applicable premium or improvement allowance should be evaluated separately based on the proposed lease terms and transaction-specific circumstances.

This conclusion is a professional brokerage opinion and is not a licensed or certified appraisal.

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PROPERTY INFORMATION

<u>Address:</u>	Big Pasco Industrial Center, Pasco, WA
<u>Type:</u>	Industrial Land
<u>Parent Parcel ID:</u>	112-420-032
<u>Owner of Record:</u>	Port of Pasco
<u>Industrial Center Area:</u>	369.21 acres
<u>Leasable Land Inventory:</u>	400 acres, approximately
<u>Currently Available:</u>	48 acres, approximately
<u>Zoning:</u>	Heavy Industrial (I-3)
<u>Utilities:</u>	Available
<u>2026 County Assessment:</u>	Tax-Exempt

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The Subject Properties are located in the BPIC in Pasco, WA. BPIC is located along the Columbia River in southeastern Pasco. State Route 397 runs along the industrial park's western boundary. BPIC comprises multiple larger World War II-era buildings, along with some more recently constructed buildings.

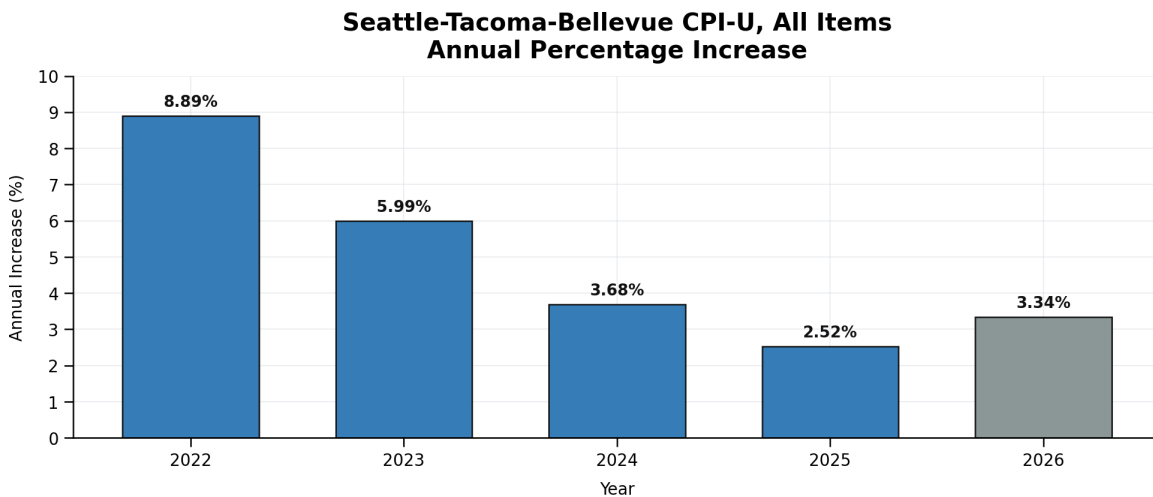
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MARKET ANALYSIS

Land-Value and Rent Analysis

The rental rates presented in this report provide general guidance for land within the BPIC. Individual parcels vary in size, location, access, utilities, condition, configuration, and existing improvements. These differences may warrant upward or downward adjustments to the concluded range, as discussed below.

Broker's November 2021 Market Rent Opinion concluded to a midpoint land value of \$130,680 per acre and applied Client's historical desired rate of return for land leases, of 7.0%, resulting in rent of \$762.30 per acre per month. Broker understands that Client subsequently used the indicated rent as the basis for new land leases. As a reasonableness check, Broker applied the annual changes in the Seattle-Tacoma-Bellevue CPI-U, All Items, for 2022 through 2025, together with the preliminary year-to-date change available for 2026 as of the effective date. This results in a CPI-indexed rent of \$966.39 per acre per month. At a 7.0% annual return, that rent implies a land value of \$165,666 per acre.



* 2026 is preliminary/YTD through the latest available 2026 observation, not a completed calendar year.

Source: U.S. Bureau of Labor Statistics via FRED, series CUURA423SA0. Not seasonally adjusted.

CPI Benchmark

2021 benchmark escalated using applicable CPI changes:

Land Value - \$165,666 per acre or \$3.80 per square foot

Monthly Rent 7.0% Annual Return - \$966.39 per acre

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Comparable Sales Method

Land Value - \$151,822 to \$188,572 per acre or \$3.49 to \$4.33 per square foot

Monthly Rent 7.0% Annual Return - \$886 to \$1,100, rounded

Rounded Reconciled Land Value and 7.0% Benchmark

Land Value - \$165,000 to \$180,000 per acre or \$3.80 to \$4.15 per square foot

Monthly Rent 7.0% Annual Return - \$963 to \$1,050 per acre, rounded

The 7.0% calculation is presented as a central benchmark within the selected annual return range. Broker concluded that an annual return range of **6.0% to 8.0%** is appropriate to reflect differences in parcel characteristics, development requirements, lease structure, term, security, and other transaction-specific considerations. Accordingly, the final market-rent conclusion reflects the broader 6.0% to 8.0% range rather than the 7.0% benchmark alone.

Additional Considerations Affecting Negotiated Rent

Broker developed the market-rent indication by multiplying the reconciled land-value range by a selected annual rate of return. Because both the land-value indication and the selected rate of return may vary, the resulting rent can differ depending on the parcel and the terms of the transaction.

In selecting an annual return range, Broker considered the long-term nature of land ownership, the modified triple-net lease structure, the tenant's responsibility for premises-related expenses, parcel-specific development risks, lease term, tenant credit, and the relative illiquidity of leased industrial land. Based on these considerations, Broker selected a 6.0% to 8.0% annual return range, with 7.0% serving as the central benchmark.

The selected return range is a brokerage judgment used to convert the reconciled land-value indication into the benchmark noted above. It is not presented as a capitalization rate extracted directly from a statistically sufficient set of comparable ground leases.

The concluded rental range is intended as a portfolio-level benchmark. The rate applied to an individual parcel may warrant an upward or downward adjustment based on that parcel's utility, development condition, access, configuration, improvements, lease terms, and tenant-related considerations.

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All else being equal, land-lease rates on a per-acre basis may be higher for premises containing less than one acre and lower for premises containing more than five acres.

Below is a list of some of the common parcel attributes that may justify an adjustment (up or down) to the lease rate. Parcel-specific characteristics primarily affect the indicated market-rent range, while tenant financial capacity, security, guaranties, lease duration, and improvement obligations may affect the final negotiated economic terms. If tenant improvements provide a long-term benefit to the premises, Client may consider a rent concession or other accommodation. Conversely, improvements that provide limited long-term benefit or may require future removal or restoration could warrant additional rent, security, or other compensation.

Potential upward adjustments

- Existing utility stubs serving the premises;
- Electrical infrastructure suitable for the tenant's intended use;
- Completed frontage improvements, including curb, gutter, roads, sidewalks, and streetlights;
- Level topography requiring minimal grading;
- Existing gravel, paving, or fencing;
- Efficient parcel configuration;
- Rail access;
- Premises containing less than one acre.

Potential downward adjustments

- Off-site utility-extension costs;
- Extraordinary grading or site-preparation requirements;
- Required frontage improvements;
- Inefficient shape, access, or configuration;
- Premises containing more than five acres;
- Improvements that may require removal at the end of the lease.

Comparable-Sale Evidence

Comparable-sale evidence is limited because transaction volume in the local industrial-land market is low.

Adjustments for differences between each comparable and the Subject Property included, but were not limited to, the following:

- Location and access
- Site improvements and utilities

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- Parcel size, configuration, and development condition
- Other property-specific factors considered material by Broker

Due to the limited availability of directly comparable arm's-length land leases, Broker primarily developed the market-rent opinion by applying a market-oriented annual return range to the reconciled land-value indication. Existing Port leases, current sale listings, direct lease research, and the CPI-indexed 2021 rent opinion were considered as secondary reasonableness checks.

Broker concluded the comparable-sale evidence provided in this report had the most significant impact on Broker's market rent opinion.

Market Conditions within the BPIC

Client reports owning 55 buildings, including 32 warehouses, 17 other industrial buildings, an office building, and five buildings of other types, totaling 1,551,235 square feet of rentable space. Client reports that all rentable warehouse and warehouse-oriented industrial buildings included in this analysis are currently leased. Client also reports that one office building outside the scope of the concluded rental ranges is vacant. Based on total reported rentable square footage, Client reports portfolio occupancy of approximately 98.6% as of the effective date.

Assumed Lease Terms

The rental rates presented in this report reflect the following assumptions:

- Lease Term: Minimum three-year term
- Typical Premises Area: 1 to 5 acres
- Land Condition: Leasable as-is condition, without landlord-provided tenant improvements
- Lease Structure: Modified Triple-Net
- Tenant-Paid Expenses: Separately metered utilities, premises maintenance, and leasehold excise tax, if applicable
- Annual Escalation: 3.0%

For purposes of this opinion, "modified triple-net" means that the tenant is responsible for separately metered utilities, maintenance of the leased premises, and leasehold excise tax when applicable. Any other operating-expense obligations will be governed by the applicable lease.

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Assumptions

This opinion is subject to the following assumptions and limiting conditions:

- Broker has not performed architectural, engineering, environmental, structural, or code-compliance inspections.
- Unless otherwise stated, the Subject Property is assumed to be in leasable condition and free of material deferred maintenance.
- Parcel areas, site dimensions, utility information, and other physical data were obtained from sources believed reliable but were not independently surveyed or verified.
- Broker has not completed a survey, title review, wetlands delineation, geotechnical investigation, or environmental assessment.
- The opinion assumes that the Subject Property may lawfully continue to be used for the uses contemplated in this report.
- The opinion reflects market conditions and information available as of the effective date and may not apply at a later date.
- This report is prepared solely for Client's use for the stated purpose.

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COMPARABLE-SALE EVIDENCE

Reconciliation

Broker considered both the CPI-indexed 2021 rent benchmark and the available adjusted comparable-sale evidence. The CPI-indexed benchmark falls within the broader concluded rent range but is slightly below the central indication derived from the adjusted comparable-sale evidence. Accordingly, the adjusted comparable-sale evidence received the greatest weight in Broker's final opinion.

Broker adjusted the comparable-sale prices, as applicable, for differences in location, access, site improvements, utilities, parcel configuration, development condition, and other property characteristics considered material to the analysis. The resulting adjusted indications range from approximately \$151,822 to \$188,572 per acre.

The lower indication from the improved NKA Dietrich Road comparable and the upper indication from the more visible and accessible NKA Commercial Avenue comparable were considered useful range boundaries but received less weight because their characteristics differ materially from those of the Subject Property. Broker therefore reconciled the Subject Property to a rounded land-value range of approximately \$165,000 to \$180,000 per acre, near the central tendency of the adjusted indications.

Comparable-Sale Summary

<u>Comp #</u>	<u>Comparable</u>	<u>Adjusted Sales Price/SF</u>	<u>Initially Adjusted Sales Price/Acre</u>	<u>Relative Comparison Adjustment %</u>	<u>Relative Comparison Adjustemnt \$</u>	<u>Net Adjusted Sales Price/SF</u>	<u>Final Adjusted Sales Price/Acre</u>
1	Selph Landing	\$4.27	\$ 186,001	10%	\$ 18,600	\$ 3.84	\$ 167,401
2	Dietrich Road	\$3.49	\$ 151,822	0%	\$ -	\$ 3.49	\$ 151,822
3	1526 E. Third Avenue	\$4.68	\$ 205,592	10%	\$ 20,559	\$ 4.25	\$ 185,033
4	Commercial Avenue	\$6.66	\$ 290,110	35%	\$ 101,539	\$ 4.33	\$ 188,572
						Median	\$176,217

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Conclusion

As of September 28, 2026, Broker concludes that land within the Subject Property has an indicated value of approximately **\$165,000 to \$180,000 per acre**, equivalent to approximately **\$3.80 to \$4.15 per square foot, rounded**. Applying an annual return range of **6.0% to 8.0%** results in an indicated initial base rent of approximately **\$825 to \$1,200 per acre per month**, or **\$9,900 to \$14,400 per acre per year**, on the modified triple-net basis described in this report. At the central **7.0% annual-return benchmark**, the indicated rent is approximately **\$963 to \$1,050 per acre per month**.

The adjusted comparable-sale evidence received the greatest weight in the analysis. Current market offerings, limited land-lease research, existing Client leases, and the CPI-indexed update of Broker's 2021 opinion were considered as secondary reasonableness checks. Because individual parcels vary in size, access, configuration, utility service, development condition, and improvements, the concluded range should be applied on a parcel-specific basis.

<u>Land Value/SF</u>	<u>Land Value/Acre</u>	<u>Desired Rate</u>	<u>Rent/Acre/MO</u>	<u>Rent/Acre/YR</u>
		<u>of Return</u>		
\$ 3.80	\$ 165,528	6.0%	\$ 828	\$ 9,932
		7.0%	\$ 966	\$ 11,587
		8.0%	\$ 1,104	\$ 13,242
\$ 4.00	\$ 174,240	6.0%	\$ 871	\$ 10,454
		7.0%	\$ 1,016	\$ 12,197
		8.0%	\$ 1,162	\$ 13,939
\$ 4.15	\$ 180,774	6.0%	\$ 904	\$ 10,846
		7.0%	\$ 1,055	\$ 12,654
		8.0%	\$ 1,205	\$ 14,462

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The concluded rent range represents initial-year base rent. The assumed 3.0 percent annual escalation applies after commencement and is not included in the initial rent figures. In addition, the concluded base rent range excludes leasehold excise tax and separately metered utility charges, which are assumed to be paid by the tenant when applicable. See the Assumed Lease Terms section for the lease terms reflected in the concluded rental range.

This report is a professional brokerage opinion prepared for the Client's stated use. It is not an appraisal and should not be relied upon as one.



Kirt R. Shaffer - Managing Broker

September 28, 2026

Date

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REFERENCED COMPARABLES

1. NKA Selph Landing Rd, Pasco, WA

Sale Date: 9/25/2026

Buyer: Undisclosed

Zoning: General Industrial (I-2)

Tax Parcel: 124-550-212

Land Area: 3.79 Acres

Sales Price: \$4.27/SF (\$186,001/AC)

Final Adjusted Sales Price: \$3.84/SF (\$167,401/AC)

Comments: According to the listing broker, the property is considered "shovel-ready," having been compacted and percolation tested, with no extraordinary development expenses anticipated.

Broker adjusted the sales price downward 10% for slightly superior relative comparison to the Subject Property.



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2. NKA Dietrich Rd, Pasco, WA

Sale Date: 1/05/2026

Buyer: Victory Investments Company, LLC

Zoning: Light Industrial (I-1)

Tax Parcel: 113-510-093

Land Area: 4.20 Acres

Sales Price: \$4.37/SF (\$190,250/AC)

Final Adjusted Sales Price: \$3.49/SF (\$151,822/AC)

Comments: This property is located in the Columbia East Business Park, a light industrial park of over 400 acres. Businesses located in this area are light industrial in nature.

At the date of sale, this property was leveled, graveled, and fenced.

Broker estimated the cost of 2,460 lineal feet of chain-link fencing and gates at \$40/lineal foot, for an estimated \$98,400.

Broker estimated the cost of 4.2 acres of gravel at \$15,000/acre, for an estimated \$63,000.

Broker therefore applied a total downward adjustment of \$161,400, equivalent to approximately \$38,428 per acre. Broker considered this property comparable to the Subject Property. Thus, no additional adjustment was made to the sales price.



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3. 1526 E 3rd Ave, Kennewick, WA

Sale Date: 5/16/2026

Buyer: Moy & Elida Isquierdo

Zoning: Light Industrial

Tax Parcel: 105803010158001

Land Area: 1.54 Acres

Sales Price: \$5.07/SF (\$220,779/AC)

Final Adjusted Sales Price: \$4.53/SF (\$185,033/AC)

Comments: This level rectangular property is adjacent to other light industrial/commercial properties and Port of Kennewick industrial properties, with residential across the street.

Sale included a block wall fence along two of the property lines for a total of approximately 1,280 lineal feet of split-face block wall fencing. Broker estimated the value of the fencing at \$40/lineal foot (\$51,200). Utilities are available but not stubbed to the property. Broker applied an estimate of \$25,000 for additional development costs associated with the extension of utilities to this property.

Broker also considered this property slightly superior in relative comparison to the Subject Property.

Broker estimated the contributory value of the block wall at \$51,200, deducted \$25,000 for the additional utility-extension cost, and applied a 10% relative comparison deduction, resulting in a net downward adjustment of approximately \$37,572 per acre.



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4. NKA Commercial Ave, Pasco, WA

Sale Date: 5/5/2025

Buyer: Rekk Properties, LLC

Zoning: Light Industrial (I-1)

Tax Parcel: 113-590-033

Land Area: 3.31 Acres

Sales Price: \$6.66/SF (\$290,110/AC)

Final Adjusted Sales Price: \$4.33/SF (\$188,572/AC)

Comments: This property is located in the Columbia East Business Park, at the intersection of N Commercial Ave and HWY 12. This location has high visibility and direct, convenient highway access.

The buyer is constructing a building to house its commercial insulation business.

This property's substantially superior highway visibility and access warranted a downward adjustment to the comparable. Based on Broker's market experience, Broker estimated the additional value of this property's location at 35% of the sales price. This resulted in a price adjustment of \$101,539/acre.



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COMPARABLE SALES MAP



LEGEND

1	NKA Selph Landing Rd
2	NKA Dietrich Road
3	1526 E 3rd Ave
4	NKA Commercial Ave

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