



*Creating Compact Innovative Homes in Dynamic Urban Communities*

## **MISSION STATEMENT**

Steve Smith Development LLC is committed to providing innovative housing of enduring quality to dynamic urban communities.

## **COMPANY PROFILE**

For more than 20 years Steve Smith and his team have been building an impressive resume of achievement and success in the multifamily industry. By carefully assessing each step in the development process—from market research and site selection to design, construction, marketing and customer service—they have delivered high-quality apartment, condominium and mixed-use projects that have commanded premium pricing. Steve's track record includes over 40 different projects totaling nearly 4,000 dwelling units. This includes projects that he developed and built and also projects that he only entitled and then sold to other developers who later built the project. In 2005 the company entered the affordable senior apartments market by teaming up with SHAG (the Senior Housing Assistance Group) to build the 206-unit Cedar Park apartments in Seattle's Lake City neighborhood. This project was financed utilizing state tax-exempt bonds and federal tax credits allocated by the Washington State Housing Finance Commission. The project was completed in 2008 and has enjoyed remarkable success, achieving 95% occupancy in an otherwise difficult rental market for landlords.

## **STEPHEN H. SMITH, PRESIDENT**

A native of Seattle, Steve Smith developed his first apartment project in 1987 while simultaneously attending the University of Washington and working as a commercial real estate broker. In 1995 he received his Bachelor of Arts from the university's Henry M. Jackson School of International Studies and continued his burgeoning career in multifamily housing. Steve's focus has always been on urban revitalization. In the late 1990s, Steve's company at the time, The Fortune Group was the most prolific developer of multi-family projects (including Entitlement Projects) in the city of Seattle. Virtually all projects were (and continue to be) high-density developments in the various neighborhood urban centers dotting the Puget Sound area. This type of development is considered to be very "green" due to its relatively low impact on the environment. Land usage is minimal, with some projects achieving density of 200 units per acre. Unit sizes are compact yet efficient. And due to the projects' convenient locations, many residents find they no longer need to own personal vehicles, instead relying on the many other transportation options.

Steve is a licensed real estate broker in the state of Washington and is a member of the Commercial Brokers Association and the Northwest Multiple Listing Association. He has also earned the Certified Marketing Professional designation by the National Association of Homebuilders for his extensive experience in new home and condominium sales and marketing.

## **THE STEVE SMITH DEVELOPMENT LLC TEAM**

JOHN B. SULLIVAN, Chief Financial Officer  
MARIA KRITSONIS, Acquisitions Manager  
TERRY KRAAYENBRINK, Construction Manager  
BRYNN HOWER, Office Manager  
JEAN MOYES, Accounting Manager

# STEVE SMITH DEVELOPMENT LLC PROJECT PORTFOLIO

## CURRENT PROJECTS ●

Location	Year	Project	Address	Units	Value (\$m)
1	2009	Bellevue Townhomes	3421 115th Ave NE, Bellevue	13	6
2	2008	Cedar Park Apartments	12740 30th Ave NE, Seattle	207	32
2	2009	Lake City Way Senior Apts-S	13716 Lake City Way NE, Seattle	152	24
2	2011	Lake City Way Senior Apts-N	13730 Lake City Way NE, Seattle	160	25
3	2008	Holman Road Townhomes	10134 Holman Road NW, Seattle	18	7

## PAST PROJECTS ●

27	2006	Matae Condominiums	159 Denny Way, Seattle	81	26
18	2005	Maxwell Condominiums	700 E Denny Wy, Seattle	53	13
18	2002	Jeffrey Apartments	412 11th Ave, Seattle	72	15
18	2002	Oliver Apartments	1125 E Olive, Seattle	62	14
19	2002	Mosaic Apartments	668 S Lane St., Seattle	75	13
13	2000	Landings Lake Union Condos	3919 Latona Ave N, Seattle	27	10
16	2000	Maxwell Apartments	700 E Denny Wy, Seattle	53	10
26	1999	Solara Apartments	12730 Lk. City Way NE, Seattle	238	50
12	1998	Cityview Apartments	4300 Aurora Ave N	44	6
16	1997	Harvard Off-Broadway Apts	212 Harvard Ave E, Seattle	20	4
25	1996	Brookfield Condominiums	12505 4th Ave W, Everett	94	15
24	1996	Maple Knolls of Richmond Beach	20048 15th Ave NW, Shoreline	31	10
20	1996	Summit on California Condos	4409 California Ave SW, Seattle	18	6
23	1995	Lake Washington Heights Condos	15020 Bothell Wy NE, Lk Forest Pk	31	10
15	1994	Cornerstone Queen Anne	500 Aloha St., Seattle	35	12
18	1994	Alderview Apartments	300 11th Ave, Seattle	35	6
22	1991	Brookhaven Apartments	30823 18th Ave S, Federal Way	72	9
14	1990	Hazelton Apartments	4328 7th Ave NE, Seattle	27	4
8	1989	Pinehurst East Condos	12026 15th Ave NE, Seattle	18	4
8	1989	Pinehurst West Apartments	12007 15th Ave NE, Seattle	18	3
16	1989	Ravenna Manor Condominiums	5110 Ravenna PL NE, Seattle	5	2

## ENTITLEMENT PROJECTS ● (These projects were entitled by Steve Smith & then sold to other developers which sometime later built the project.)

15	2003	Cairns Apartments	422 Yale Ave N, Seattle	101	25
18	2003	Braeburn Condominiums I	1400 E Pine St, Seattle	153	46
18	2003	Cameo Condominiums	1527 15th Ave, Seattle	50	18
11	2001	Guinevere Apartments	522 N 85th St., Seattle	141	25
15	2001	Alcyone Apartments	301 Minor Ave N, Seattle	143	40
19	2001	Tobira Condos	108 5th Ave S, Seattle	88	25
17	2000	Vine Condominiums	2605 Western Ave, Seattle	174	60
9	2000	Stratford at Maple Leaf	9001 Lake City Way NE, Seattle	119	12
10	2000	Ballard Condominiums	1545 NW 57th, Seattle	166	50
17	2000	Bellora Condominiums	2708 Elliott Ave, Seattle	89	45
19	2000	M Street Apartments	900 8th Ave, Seattle	150	80
21	2000	Belle Arts Apartments	111 108th Ave NE, Bellevue	128	20
10	1999	Canal Station Condominiums	5451 Leary Ave NW, Seattle	190	57
14	1999	Allegro Apartments	4115 Roosevelt Wy NE, Seattle	141	20
18	1999	Portico Apartments	404 Terry Ave, Seattle	45	7
17	1998	Lenora Apartments	211 Lenora Street, Seattle	107	25
17	1997	Pete Gross House	525 Minor Ave N, Seattle	70	15
18	1997	Aldercrest Apartments	303 10th Ave, Seattle	47	8
21	1997	Second Street Apartments	11115 NE 2nd Street, Bellevue	80	15
11	1996	Evanston Apartments	600 N 85th Street, Seattle	40	5
				3951	955

