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From: [Hoyt, Mark](#)

Sent: Monday, October 26, 2020 12:14:17 PM

To: [City Council](#); [Will Hall](#); [Keith Scully](#); [Chris Roberts](#); [Keith McGlashan](#); [Betsy Robertson](#); [Doris McConnell](#); [Susan Chang](#)

Subject: [EXTERNAL] Shoreline City Council - Homeless Shelter at 165th is 3 steps backwards

Sensitivity: Normal

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Hello esteemed Councilmembers.

I am the Managing Director in the Seattle area for Trammell Crow Residential. Trammell Crow Residential is headquartered in Dallas, TX and we have developed over 250,000 multi-family units in our 40+ year history. We have been very active in the Pacific Northwest and developed over 15,000 units. Currently, we are developing 8 projects for a total of 2,300+ multi-family housing units in Seattle metro. In Shoreline, we are developing the 330 unit multi-family project in the triangular shaped parcel bounded by Aurora Ave, 155th and Westminster Ave (15560 Westminster Way N) which is scheduled to be completed with construction in Q3 2021.

As you know, institutional capital has poured billions of dollars into multi-family development into Seattle metro in the last decade. The vast majority of the investment has been in urban Seattle and urban Bellevue. The vast majority of investments in suburban submarkets have been in Redmond, Kirkland, Issaquah, and Bothell. Shoreline has only had a handful of institutional multi-family investments in the city. You might ask yourselves WHY? Why has Shoreline not received a proportional share of housing investment in the city directly adjacent to Seattle to the North? In short, it is complicated and I would be happy to discuss the details with any of you if you are interested.

In my opinion, the Aurora Ave corridor between 145th and 185th represents the best opportunity for future development in Shoreline. The city has recognized Aurora Square as a great opportunity and provided the MFTE to promote housing development in the area, which was a wise investment in the city. While the pace is slow, the city policies of attracting investment in / around Aurora Square is working well! I commend you on your policies as it has attracted our organization and our \$115M+ investment in our project. As you know, your policies have also attracted Merlone Geier to acquire and start the development process of the 17 acre former Sears project. This is a fantastic outcome and you should be proud of your efforts in improving your city.

I am writing you regarding the potential to convert the Oaks at Forest Bay Nursing Facility into a homeless shelter. In my opinion, it is not wise to allow this to be located in your great city, and particularly in this location. In my opinion, there is literally no action that could be taken that would be of larger detriment to attracting future investment in your city. The city investments in Aurora Square and the street improvements have essentially been **two big steps forward** and the city is finally bearing the fruit of smart investments and policies. However, placing a homeless shelter square in the middle is essentially **three big steps backwards** and will negate these investments and smart policies. The development business is binary. Projects either happen or they don't. A homeless shelter will prevent investment from happening...however, there will be no evidence of it. It will result in organizations like ours simply never starting to work on a project in the area.

We were able to consummate our investment in Shoreline in part because it was not in Seattle. The schools are of better quality. It is away from the urban problems that Seattle is wrestling with. It is away from the newer restrictive housing regulations. As you all know, the stretch of Aurora Ave between ~90th and 145th is seedy at best. When one drives north across 145th, it is apparent that the neighborhood improves. Quality of retail improves. Quality of streetscapes via light poles and municipal signage improves. It is evident that one is in a "better" neighborhood. Shoreline is a more attractive place to invest than north Seattle. This story resonates with institutional investors. However, this story will no longer be true if a homeless shelter is located at 165th.

Finally, this is also personal for me. My mother lives in the Forest Villa Condominiums located at 160th & Linden and my mother-in-law lives near 175th & Meridian. A homeless shelter will absolutely result in a less safe pedestrian environment for senior citizens.

We understand that we have a significant housing shortage in our region and that homelessness is a serious problem. However, I strongly encourage you to not allow this homeless shelter in this location. It will not benefit residents of the city. It will restrict future investment in your city.

Thanks for taking time to read this.

Best regards,
-Mark

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