

OFFERING MEMORANDUM

THE DIE BRUKE BUILDING

*Landmark Property in the Heart of Walla Walla Wine Country
with Hospitality Conversion Potential*



38 E MAIN ST, WALLA WALLA, WA 99362

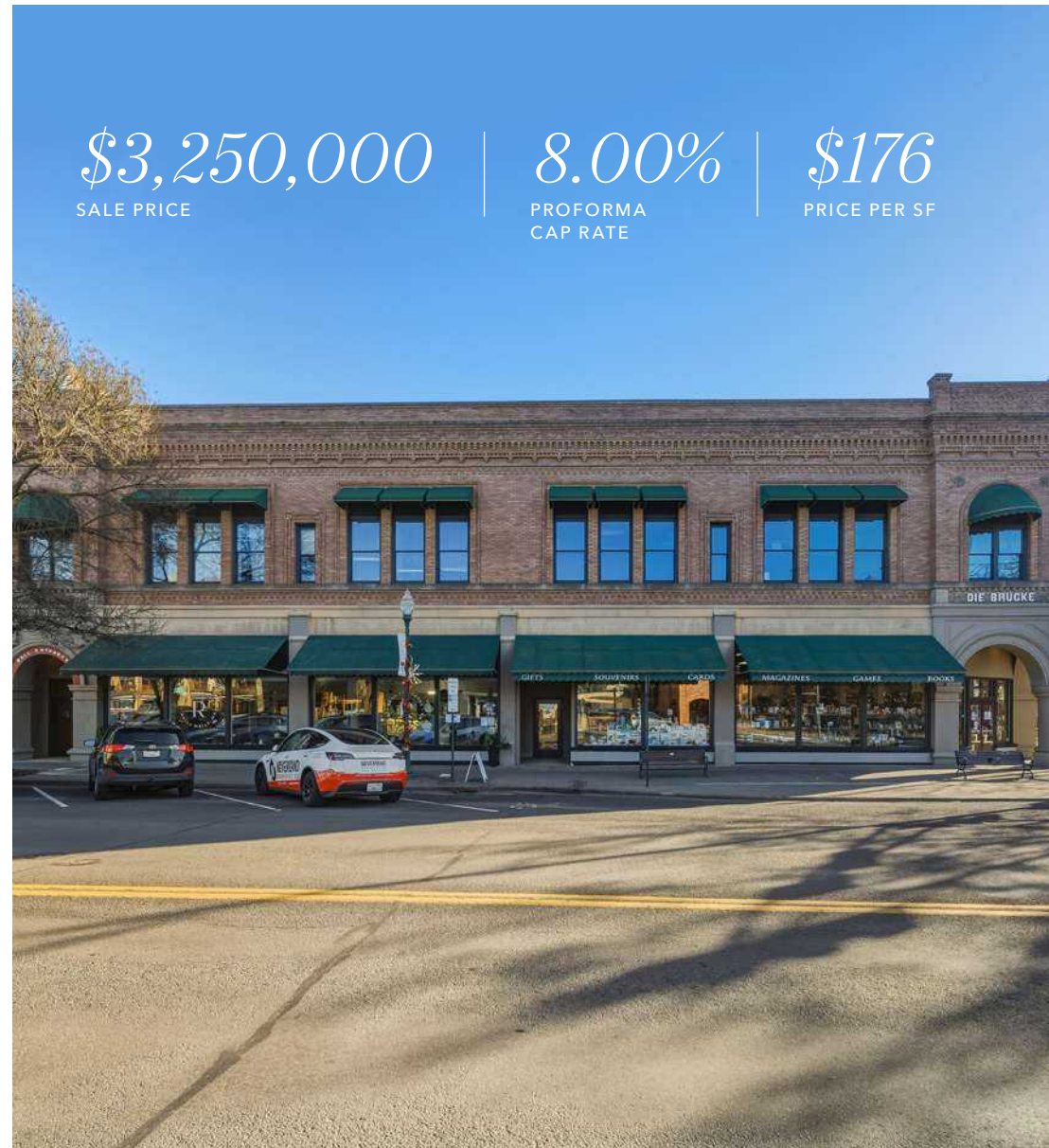
km Kidder
Mathews

PREMIER *HISTORIC BUILDING* IN THE HEART OF WALLA WALLA WINE COUNTRY

The Verger Team is offering a rare opportunity to acquire the Die Brucke Building, a landmark property located in the center of Walla Walla’s primary tourist district. Originally constructed in 1903, the 29,030 square foot building is recognized for its historical significance and plays an important role in the City of Walla Walla’s long-term preservation and revitalization initiatives. Positioned at the prominent intersection of Main St and 1st Ave within the downtown core, the property is surrounded by Walla Walla’s most sought-after wine tasting rooms, restaurants, hotels, and boutique retail. Over the past decade, Walla Walla has emerged as a nationally recognized wine destination, now home to more than 185 wineries. This growth has been reinforced by strong and repeat visitation, with 90% of visitors indicating plans to return within two years, according to the 2023 Visitor Experience Survey.

PROPERTY DETAILS

PROFORMA NOI	\$259,740
BUILDING PRICE/SF	\$176
BUILDING SF	29,030 SF
LAND AREA	14,923 SF
YEAR BUILT/RENOVATED	1903/1994
OCCUPANCY	67%
SUBMARKET VACANCY	4.6%
FRONTAGE	Main Street



\$3,250,000
SALE PRICE

8.00%
PROFORMA
CAP RATE

\$176
PRICE PER SF

INVESTMENT HIGHLIGHTS



Prime Main Street Frontage

Located at the corner of Main & 1st Ave with the highest pedestrian traffic in Walla Walla's downtown core.



Nationally Recognized Wine Region

Home to 125+ wineries within the Walla Walla Valley AVA, the region is one of North America's premier wine destinations, supporting sustained visitation and economic growth drawing over 500,000 tourist year round.



Committed Long-Term Tenants

Books & Game Co. (est. 1989) has anchored 20% of the building since 1999 – a 25+ year tenancy at this location.



Hospitality Conversion Upside

Architect-designed hotel conversion concept (Heliotrope Architects) ready for a buyer seeking boutique hotel opportunity.



Premier Pacific Northwest Tourism Destination

Walla Walla is a leading regional tourism market, driven by its nationally recognized wine industry, vibrant downtown, and year-round attractions.



Minimal Submarket Vacancy

According to Costar, Downtown Walla Walla reported less than 4% vacancy in 2025, supporting durable rental rates and limited competitive supply.

→ [VIEW RENDERING HERE](#)

DIRECTLY ADJACENT TO *DOWNTOWN'S* NEW PUBLIC GATHERING HUB

Walawála Plaza is a recently completed, city-led redevelopment transforming 1st Avenue into a permanent pedestrian-oriented plaza directly next to the Die Brucke Building. Backed by public funding and strong community support, the project replaces a former street corridor with an activated outdoor space designed to drive foot traffic, increase dwell time, and enhance the surrounding retail environment.

WHY THIS MATTERS:

Direct adjacency to a high-traffic gathering place is expected to increase pedestrian flow and customer engagement. This, in turn, enhances tenant demand from food, service, and experiential users. Supported by long-term public capital investment (ARPA-funded), this positions the Property within a revitalized, walkable retail corridor.



PROFORMA VALUATION

Price	\$3,250,000
Proforma Cap Rate	8.00%
Price Per Foot	\$176

Cash flow summary for the period of 06/1/2026 - 05/31/2027

INCOME

Scheduled Base Rent		\$286,146
Increases Over Base Rent		\$2,166
Parking & Storage Income		\$3,000
Operating Expense Reimbursement		\$146,979
Scheduled Gross Income		\$438,291
Vacancy Factor	5%	(\$21,915)
Total Effective Gross Income (EGI)		\$416,376

EXPENSES

CAMS		\$67,188
Property Taxes		\$23,516
Insurance		\$42,926
Management Fee	4.0% of EGI	\$16,655
Reserves		\$1,851
Admin Fee		\$4,500
Total Operating Expenses		\$156,636
Net Operating Income		\$259,740

*Sale includes 10 parking spaces with ability to lease each space at a rate of \$150/month



RENT ROLL

Tenant Name	Suite	SF	Occupied	Lease Start	Lease End	Lease Type	Monthly Base Rent	Annual Rent PSF	Rent Increase	Date	Options
Books & Game Company	101, 102	3,679	20%	5/1/2003	4/30/2030	NNN	\$7,320	\$23.88	\$7,540 3% Annually	5/1/2027	1, 5-Yr, 10-Month Notice, FMR
Rasa Vineyards	103	1,789	10%	11/1/2022	10/31/2027	NNN	\$3,429	\$23.00	\$3,578 \$1/SF Annually	11/1/2026	1, 5-Yr, 10-Month Notice, FMR
Walla Walla Democratic Central Committee	105	1,001	5%	3/1/2024	2/28/2028	NNN	\$1,251	\$15.00	\$1,335 \$1/SF Annually	3/1/2027	None
AVAILABLE	106	1,019	6%			NNN	\$1,019	\$12.00			
Swant Enterprises	107	1,176	6%	2/2/2023	1/31/2031	NNN	\$931	\$9.50	\$980 \$0.50/SF Annually	3/1/2027	
Redscape Partners	108	278	1%	3/1/2009	2/28/2027	Gross	\$676	\$29.22			
AVAILABLE	205	1,540	8%			NNN	\$1,283	\$10.00			
The Provost Team	206	1,482	8%	12/1/2022	5/31/2030	NNN	\$1,112	\$9.00	\$1,235 \$1/SF Annually	6/1/2027	1, 3-Yr, 10-Month Notice, FMR
Northwest Justice Project	207	1,371	7%	7/1/2010	12/31/2030	NNN	\$1,883	\$16.48	\$1,939 3% Annually	1/1/2027	None
Cabo to Kona	207B	656	4%	4/3/2023	3/31/2029	Gross	\$820	\$15.00	\$853 4% Annually	4/1/2027	1, 2-Yr, 10-Month Notice, FMR
Restore & Evolve	208	951	5%	2/1/2025	1/31/2030	NNN	\$555	\$7.00	\$571 3% Annually	2/1/2027	1, 5-Yr, 10-Month Notice, FMR
AVAILABLE	209	896	5%			NNN	\$747	\$10.00			
AVAILABLE	210	983	5%			NNN	\$819	\$10.00			
AVAILABLE	211	1,691	9%			NNN	\$1,691	\$12.00			
PocketiNet Communication	ROOF		0%	2/1/2006	11/30/2031	Gross	\$310		\$325 \$15 Annually	12/1/2026	
Totals		18,511	100%				\$23,845	\$15.46			

*Landlord has right to terminate all long term leases for redevelopment/conversion purposes.

OPERATING EXPENSES

	ANNUAL OPERATING EXPENSES			REIMBURSEMENTS
	Total	PSF	Notes	In-Place
Common Area Maintenance (CAMs)	\$67,188	\$3.63	1	\$63,799
Real Estate Taxes	\$23,516	\$1.27	2	\$22,330
Insurance	\$42,925.75	\$2.32	1	\$40,761
Management Fee	\$16,655	\$0.90	3	\$15,815
Reserves	\$1,851	\$0.10	4	\$0
Admin Fee	\$4,500	\$0.24	1	\$4,273
Total Operating Expenses	\$156,636	\$8.46		\$146,979

NOTES:

1) Based on 2025 P&L

2) Based on 2025 Walla Walla County Tax Assessment

3) Based on 4% of EGI

4) Based on \$0.10/SF on gross leasable area



REIMBURSEMENTS

Tenant Name	Pro Rata	CAMs	Real Estate Taxes	Insurance	Management	Reserves	Admin Fee	Total	Notes
Annual Operating Expenses		\$67,188	\$23,516	\$42,926	\$16,655	\$1,851	\$4,500	\$156,636	
Books & Game Company	20%	\$13,353	\$4,674	\$8,531	\$3,310	\$0	\$894	\$30,763	2,3,4
Rasa Vineyards	10%	\$6,494	\$2,273	\$4,149	\$1,610	\$0	\$435	\$14,961	2
Walla Walla Democratic Central Committee	5%	\$3,633	\$1,272	\$2,321	\$901	\$0	\$243	\$8,370	2
AVAILABLE	6%	\$3,699	\$1,295	\$2,363	\$917	\$0	\$248	\$8,521	2
Swant Enterprises	6%	\$4,267	\$1,494	\$2,726	\$1,058	\$0	\$286	\$9,830	2
Redscape Partners	1%	\$0	\$0	\$0	\$0	\$0	\$0	\$0	1
AVAILABLE	8%	\$5,590	\$1,956	\$3,571	\$1,386	\$0	\$374	\$12,877	2
The Provost Team	8%	\$5,379	\$1,883	\$3,437	\$1,333	\$0	\$360	\$12,393	2, 5
Northwest Justice Project	7%	\$4,976	\$1,742	\$3,179	\$1,234	\$0	\$333	\$11,464	2
Cabo to Kona	4%	\$0	\$0	\$0	\$0	\$0	\$0	\$0	1
Restore & Evolve	5%	\$3,450	\$1,208	\$2,204	\$855	\$0	\$231	\$7,948	2
AVAILABLE	5%	\$3,252	\$1,138	\$2,078	\$806	\$0	\$218	\$7,492	2
AVAILABLE	5%	\$3,568	\$1,249	\$2,280	\$884	\$0	\$239	\$8,220	2
AVAILABLE	9%	\$6,138	\$2,148	\$3,921	\$1,521	\$0	\$411	\$14,140	2
PocketiNet Communication	0%	\$0	\$0	\$0	\$0	\$0	\$0	\$0	1
Tenant's Reimbursement Total	100%	\$63,799	\$22,330	\$40,761	\$15,815	\$0	\$4,273	\$146,979	

NOTES:

- 1) Tenants operate on Gross leases and do not reimburse NNNs
- 2) Tenants reimburse for Management and Admin fee.
- 3) Management fee not to increase more than 5% annually
- 4) Controllable Expenses shall increase by no more than 3% per year calculated on a cumulative basis
- 5) Tenants NNN reimbursements cannot exceed \$1,200/month.

HISTORY OF THE *DIE BRUCKE BUILDING*

1900

A prominent figure in real estate of Walla Walla, Max Baumeister, buys the lots that the Die Brucke is developed on for \$8,000.

1903

The Die Brucke building is completed and announced as ready for tenants in May of 1903, its name translating to the "Bridge Building" because it runs over Mill Creek. The first tenants sign 10-year leases at \$115/month!

1910 - 1999

The Die Brucke Building houses a stream of doctors, lawyers, real estate agents, and merchants that occupy its upper and lower floors. Notable tenants through the 20th century include Western Union, U.S. Postal Substation No.2, and Book Nook.

2005

The City of Walla Walla is recognized for the "Best Main Street in the West" by Sunset Magazine and its downtown is nominated for the "Preserve America Presidential Award" for its historical authenticity.

2021

The City of Walla Walla continues its goal to conserve and enhance its historic resources by preservation of its historic buildings. The City recognizes the Die Brucke Building as a historical building that its community's character and economy depends on, necessary for conserving the historic authenticity and beauty of the area.



ABOUT THE BUILDING

Q & A

Q: Have there been any major upgrades to the building?

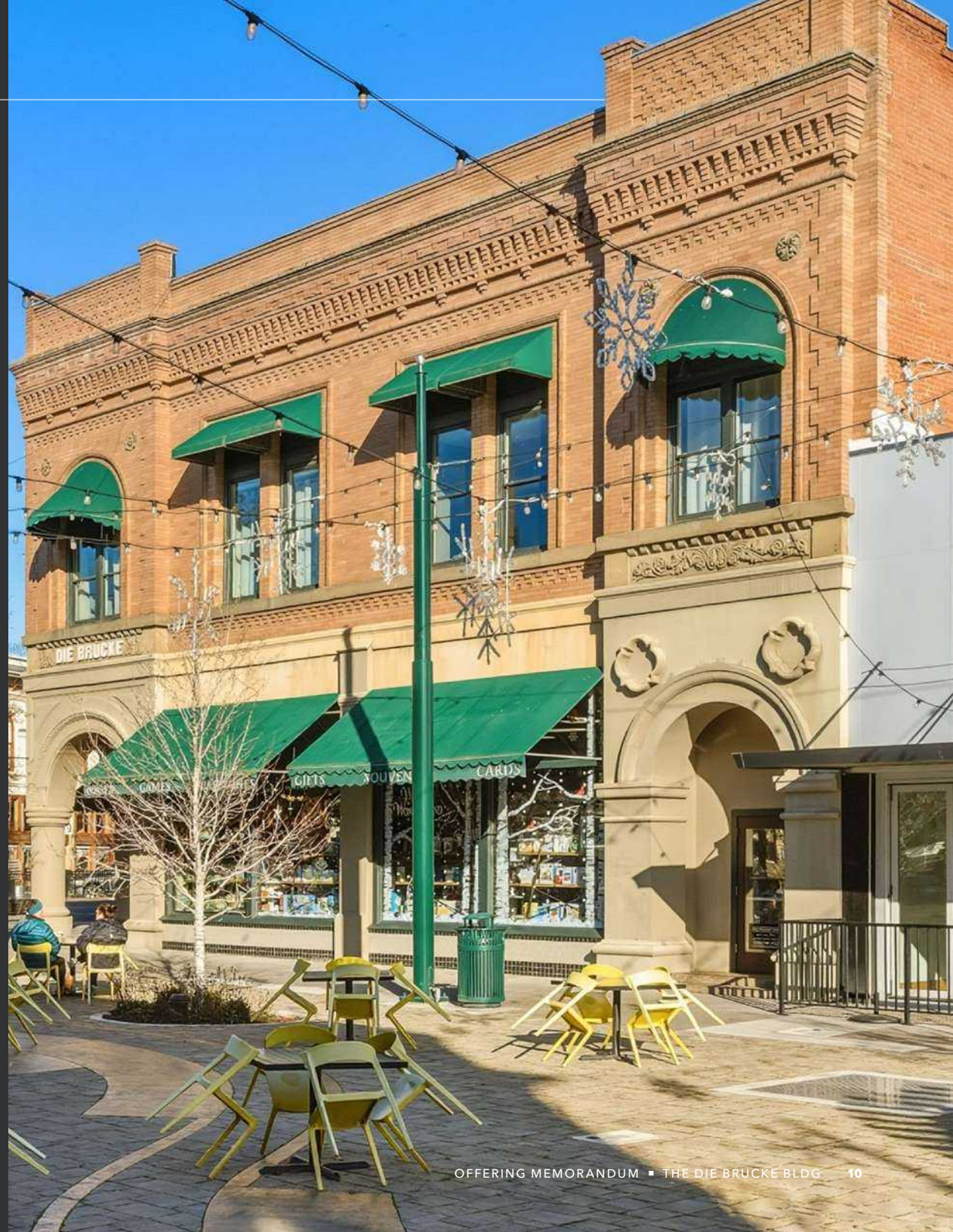
A: Yes. The building is fully sprinklered, ADA compliant, and the elevator and electrical system are up to current code.

Q: Are there renderings available for the hospitality conversion?

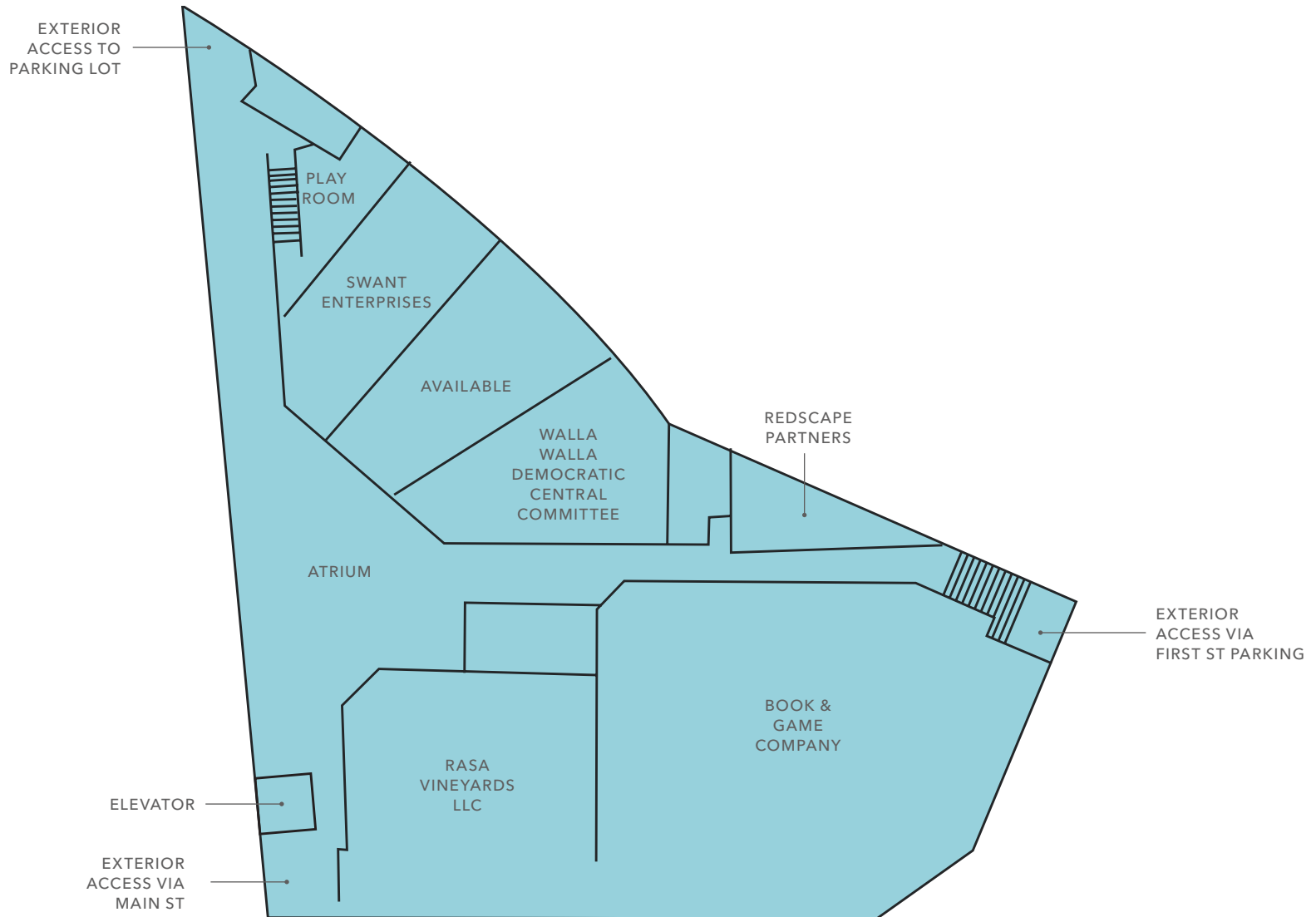
A: Yes. Current ownership obtained renderings from Heliotrope Architects.

Q: Is there parking at the property?

A: Yes, the sale includes 10 parking spaces directly behind the building, with an additional +/- 57 space in the public parking lot directly behind the building.



CURRENT FIRST FLOOR



CURRENT SECOND FLOOR



MIXED-USE-TO-HOTEL *HOSPITALITY* CONCEPT

The Die Brucke Building's historic architectural character create an exceptional opportunity for a boutique hotel conversion in the heart of Walla Walla's most-trafficked tourism district. Heliotrope Architects have developed a fully conceived concept that preserves the building's historic integrity while unlocking its full hospitality potential.



FIRST FLOOR

Lobby, Spa & Event Space

750 SF hotel lobby, 1,250 SF spa with treatment rooms, 850 SF event space, and a patio with bike storage. Suite D (2,460 SF) positioned as anchor tenant – a restaurant, wine bar, or similar experiential use.

SECOND FLOOR

11 Boutique Hotel Suites

Top floor office converted into individually designed guest rooms – including one ADA-accessible suite. Housekeeping, mechanical, and ice storage integrated into the corridor plan. Open atrium connection to the first floor.

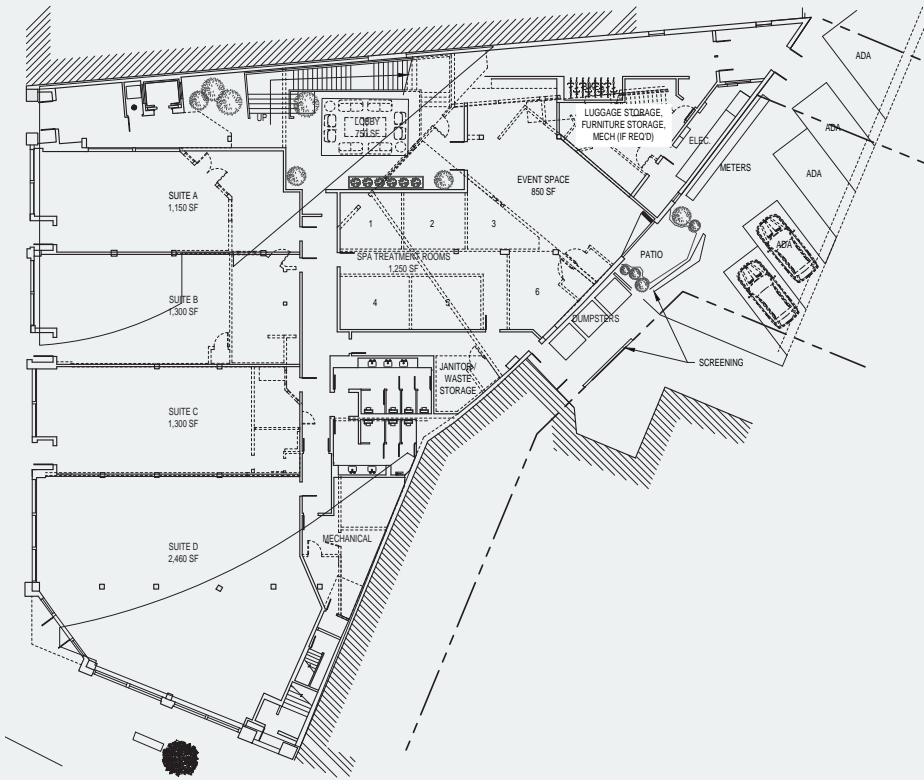
ROOFTOP

Rooftop Deck & Bar

Architect-conceived rooftop amenity with fire feature, BBQ station, lounge seating, multiple skylights, and panoramic views over downtown Walla Walla – a defining amenity for a wine-country boutique hotel.

HOSPITALITY CONCEPT

FIRST FLOOR

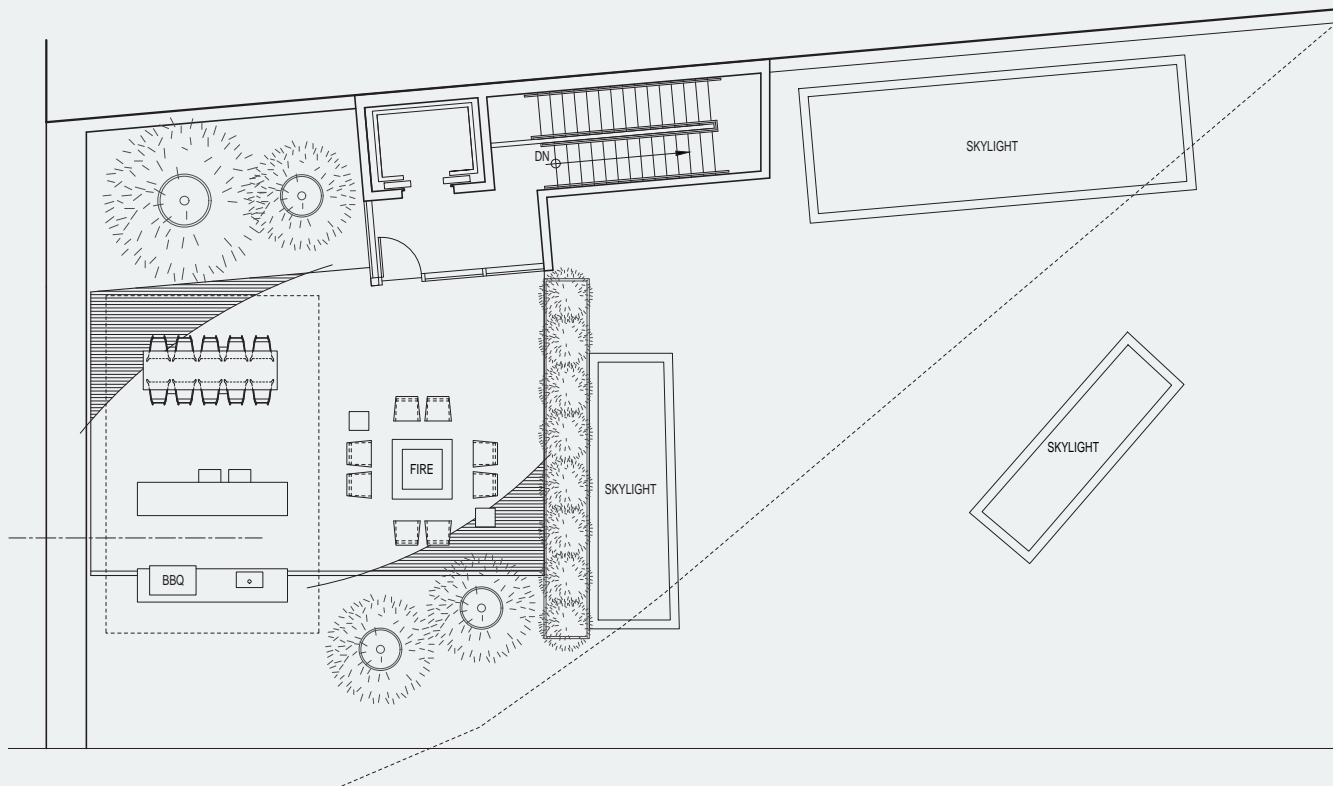


SECOND FLOOR



HOSPITALITY CONCEPT

ROOFTOP



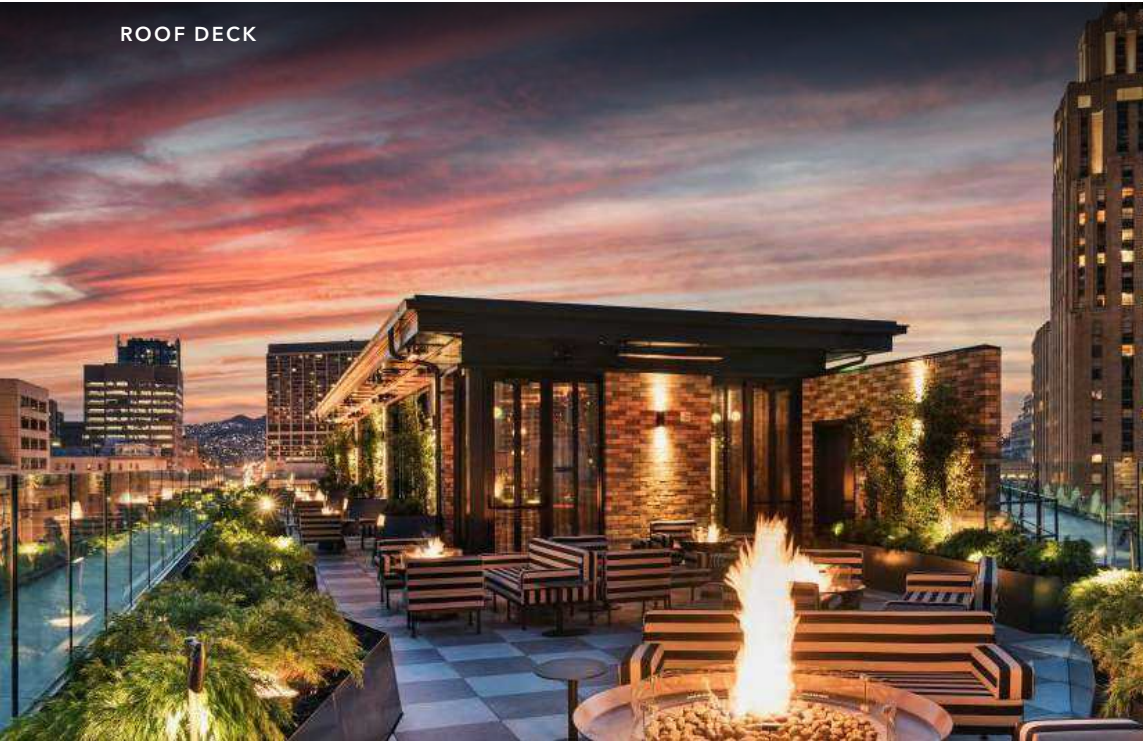
HOSPITALITY CONCEPT



Provided by Heliotrope Architects

HOSPITALITY CONCEPT

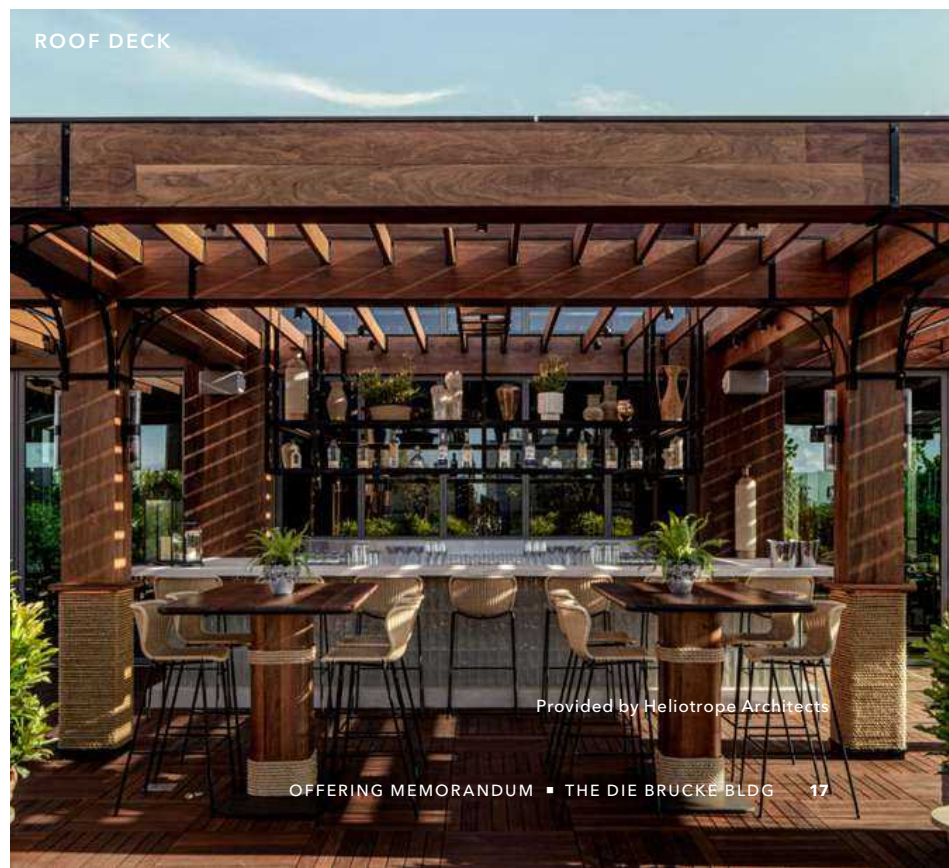
ROOF DECK



HOTEL ROOM



ROOF DECK



HOTEL ROOM



ABOUT WALLA WALLA

A WORLD-CLASS TOURISM MARKET

Walla Walla has firmly established itself as one of the Pacific Northwest's most sought-after tourism destinations, drawing visitors from across the nation and around the world to its award-winning wine country, vibrant Main Street, and distinctive cultural scene. The city's appeal extends well beyond wine enthusiasts – outdoor recreation, farm-to-table dining, live music, art galleries, and a calendar packed with signature events make Walla Walla a compelling, multi-season destination.

Located within driving distance of Seattle, Portland, Boise, and Spokane, the city sits at the crossroads of several major Pacific Northwest population centers, giving it an exceptionally broad draw. Visitors regularly travel three to four hours for weekend wine-country getaways, and the region's reputation continues to attract first-time visitors from California, the Mountain West, and international markets.

THE WINE INDUSTRY – A REGIONAL ECONOMIC ENGINE

What began with a single pioneering winery in the late 1970s has matured into one of North America's most respected viticulture regions. The Walla Walla Valley earned federal recognition as an American Viticultural Area (AVA) in 1984,

and the industry has grown dramatically since. Today, more than 185 wineries and tasting rooms operate throughout the valley, supported by thousands of acres of premium wine grape vineyards.

The region's unique geography is the foundation of its quality. Washington State's northerly latitude delivers an extended growing season with long, sun-drenched days balanced by cool evening temperatures from the Blue Mountain elevation. This diurnal temperature shift slows the development of the grapes, building flavor complexity and preserving natural acidity – characteristics that have earned Walla Walla consistent recognition in national and international wine competitions.

At the county level, Walla Walla's wine-related economic activity generates over \$500 million annually in total business revenues, supporting nearly 3,500 jobs and contributing more than \$165 million in labor income across the region. The industry functions not only as a tourism draw but as a year-round economic anchor underpinning demand for lodging, dining, retail, professional services, and commercial real estate. Visits to Walla Walla wineries recently translated into \$146M in visitor spending and \$430M in business sales in 2019.



Image through Adobe Stock

LOCATION OVERVIEW

YEAR-ROUND VISITOR DEMAND

While peak visitation occurs from May through October; highlighted by marquee events such as the Spring Release Weekend, which alone is projected to generate more than \$575,000 in hotel revenue; Walla Walla's robust, year-round event calendar continues to drive consistent tourism activity beyond the traditional high season. The city's lodging market is supported by a reliable rotation of wine release events, agricultural festivals, performing arts programming at the Gesa Power House Theatre, the Walla Walla Chamber Music Festival, the Walla Walla Fair & Frontier Days, and the iconic Sweet Onion Festival.

The City of Walla Walla administers a dedicated 4% lodging tax on all hotel, motel, and short-term rental stays. Revenue from this fund is reinvested directly into tourism marketing, event programming, and infrastructure improvements; creating a self-reinforcing cycle that supports continued visitation growth and keeps the commercial corridor vibrant for businesses and investors alike.

A DIVERSIFIED, RESILIENT LOCAL ECONOMY

Tourism and the wine industry are the most visible drivers of Walla Walla's economy, but the market is meaningfully diversified across several stable sectors. In 2024, Walla Walla County supported 29,090 covered jobs with a total annual payroll exceeding \$1.62 billion; a figure that reflects a broad base of employment across healthcare, agriculture, manufacturing, education, and government.

Sources: Walla Walla Valley Wine Alliance Economic Impact Analysis (Jan. 2024); Washington State Employment Security Department (2024-2025); NWMLS Market Snapshot (March 2026); Calibre CBI Eastern WA CRE Update (Jan. 2026); Port of Walla Walla Economic Profile; City of Walla Walla LTAC. All data believed to be reliable but not guaranteed. Prepared for informational purposes only.

WALLA WALLA SNAPSHOT

HEALTHCARE ANCHOR

Providence St. Mary Medical Center is one of the county's top employers, providing a stable, recession-resistant employment base and drawing patients and families from throughout the region.

HIGHER EDUCATION

Whitman College – a nationally ranked liberal arts institution with a \$785M+ endowment and 1,561 enrolled students – draws residents, visitors, and spending year-round, and supports a highly educated local workforce.

AGRICULTURE & MANUFACTURING

Walla Walla's agricultural roots remain strong, with wheat, wine grapes, sweet onions, and specialty crops supporting large-scale employers including Tyson Fresh Meats and Broetje Orchards.

HIGH-WAGE GROWTH SECTORS

Finance, insurance, and professional services are among the county's fastest growing wage sectors, with finance and insurance workers averaging \$91,791 annually – signaling a maturing service economy.

125+

WINERIES & TASTING ROOMS

528,000

ANNUAL WINE TOURISM VISITS

\$260M

WINE TOURISM SPENDING

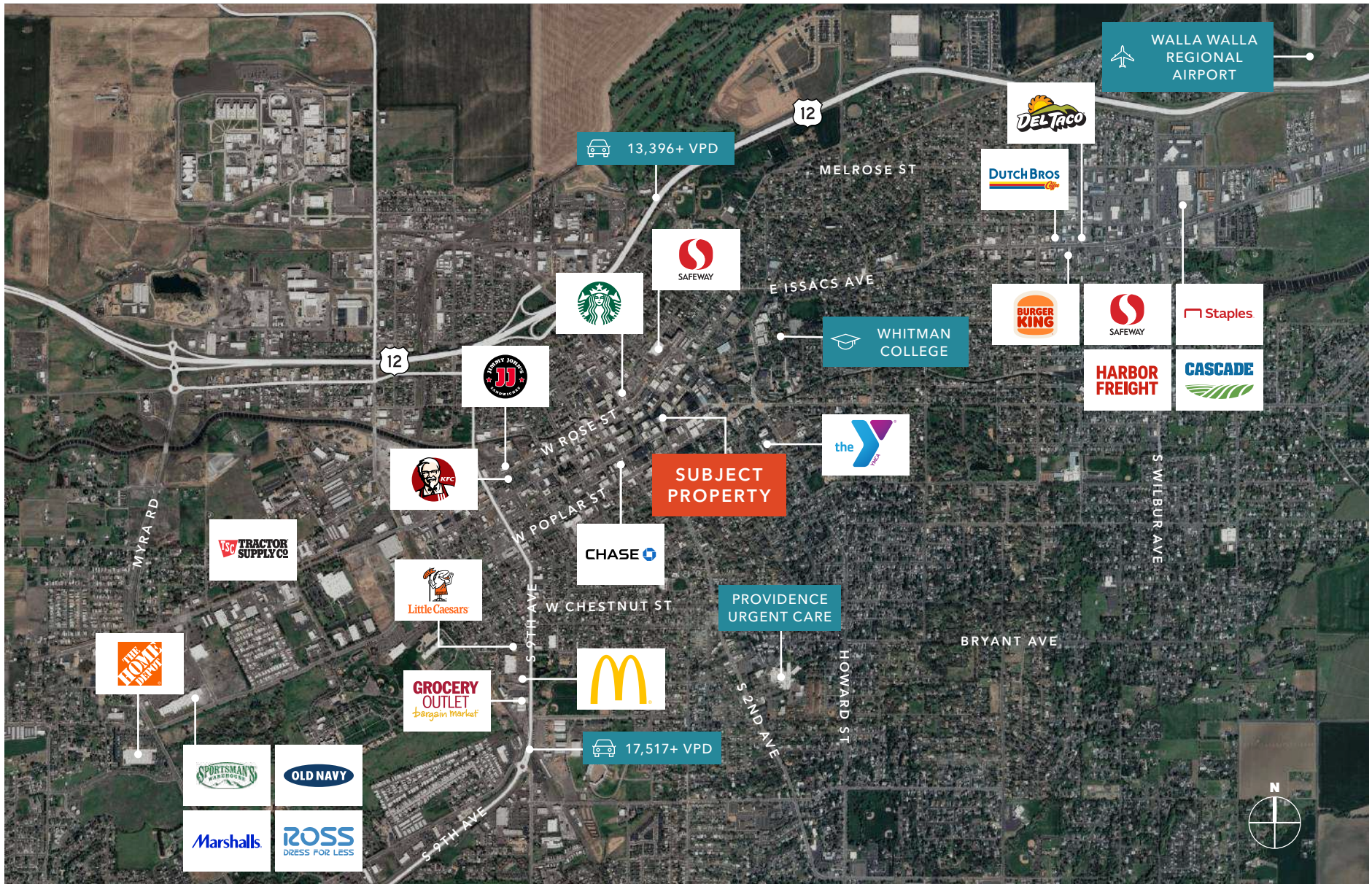
990

WORKERS EMPLOYED BY WINERIES

LOCATION OVERVIEW



LOCATION OVERVIEW



DEMOGRAPHICS

POPULATION

	1 Mile	3 Miles	5 Miles
2025 TOTAL	12,388	45,374	51,325
2030 PROJECTION	12,215	44,673	50,607
2020 CENSUS	12,845	46,126	51,710
PROJECTED GROWTH 2025 - 2030	-0.3%	-0.3%	-0.3%
MEDIAN AGE	33.2	38.2	38.1

EMPLOYMENT & INCOME

	1 Mile	3 Miles	5 Miles
2025 AVERAGE HH INCOME	\$79,199	\$102,180	\$103,885
TOTAL BUSINESSES	889	1,874	2,114
TOTAL EMPLOYEES	9,594	20,050	21,877

EDUCATION

	1 Mile	3 Miles	5 Miles
SOME HIGH SCHOOL	8.3%	6.2%	6.2%
HIGH SCHOOL DIPLOMA	25.2%	22.6%	21.9%
SOME COLLEGE	21.7%	23.7%	23.3%
ASSOCIATE	10.3%	11.4%	11.6%
BACHELOR'S	16.7%	17.7%	18.1%
GRADUATE	14.2%	14.8%	15.2%

HOUSEHOLDS

4,696
1 MILE

17,070
3 MILES

19,256
5 MILES

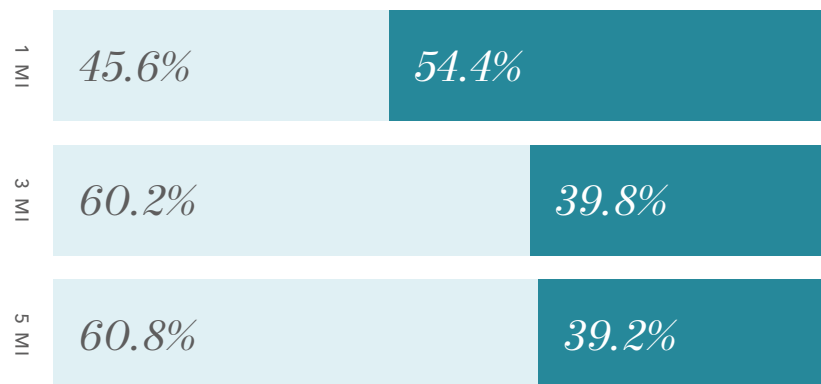
2030 PROJECTED GROWTH

0.0%
1 MILE

0.1%
3 MILES

0.2%
5 MILES

OWNER VS. RENTER OCCUPIED



■ OWNER ■ RENTER

Data Source: ©2026, Sites USA





Exclusively Listed by The Verger Team

MAGGIE VERGER

Vice President

206.600.8500

maggie.verger@kidder.com

KEVIN VERGER

Vice President

206.946.9425

kevin.verger@kidder.com

KIDDER.COM

The information contained in the following Marketing Brochure is proprietary and strictly confidential. It is intended to be reviewed only by the party receiving it from Kidder Mathews and should not be made available to any other person or entity without the written consent of Kidder Mathews.

This Marketing Brochure has been prepared to provide summary, unverified information to prospective purchasers, and to establish only a preliminary level of interest in the subject property. The information contained herein is not a substitute for a thorough due diligence investigation. Kidder Mathews has not made any investigation, and makes no warranty or representation, with respect to the income or expenses for the subject property, the future projected financial performance of the property, the size and square footage of the property and improvements, the presence or absence of contaminating substances, PCB's or asbestos, the compliance with State and Federal regulations, the physical condition of the improvements thereon, or the financial condition or business prospects of any tenant, or any tenant's plans or intentions to continue its occupancy of the subject property. The information contained in this Marketing Brochure has been obtained from sources we believe to be reliable; however, Kidder Mathews has not verified, and will not verify, any of the information contained herein, nor has Kidder Mathews conducted any investigation regarding these matters and makes no warranty or representation whatsoever regarding the accuracy or completeness of the information provided. All potential buyers must take appropriate measures to verify all of the information set forth herein.

This information has been secured from sources we believe to be reliable. We make no representations or warranties, expressed or implied, as to the accuracy of the information. References to square footage or age are approximate. Recipient of this report must verify the information and bears all risk for any inaccuracies.