

[INFILL HOUSING]

RIGHT-SIZED SMALL-SCALE INFILL PROJECTS, WALKABLE TO EVERYTHING, ARE A SWEET SPOT FOR THE LOCAL AND REGIONAL BUILDER

INFILL

By Susan Bady, Senior Editor

While infill projects of less than 50 units don't pencil out for large national builders, they can be profitable for smaller local and regional builders that know the ropes. Infill has proven to be most successful when it's located within walking distance of shopping, restaurants, nightlife, and other amenities, and convenient to public transportation and employment centers.

Housing type is driven by myriad factors including local zoning, but also by what sells in a particular market. Single-family detached may be the only thing that gets buyers in the door, whereas others will purchase a new townhome as long as the specs fit the price tag and the location has plenty to offer.

RECORD-SETTING ROWHOMES

**"AS FAST AS WE CAN BUILD HOUSES,
WE'RE SELLING THEM."**

—JACOB YOUNG, PRINCIPAL, COLLABORATIVE COMPANIES, SEATTLE

Alki, a Native American word meaning "by and by," is a neighborhood in West Seattle located on a peninsula overlooking Puget Sound. One of the few places in Seattle with sandy beaches, Alki Point has a laid-back vibe and plenty of shops, restaurants, and watering holes. Residents are predominantly high-income singles, couples, and families.

