

November 4, 2021

Daniels starts selling Graystone condos, with downtown inventory constrained

By [BRIAN MILLER](#)
Real Estate Editor



Looking south, Graystone has the blue crane and construction fencing. Behind that is Skyline; to its right (west) is the fairly new Olympic Tower at Skyline. Behind St. James are the lower floors of Westbank's two-tower 707 Terry, also nearing completion.

Daniels Real Estate and Turner Construction broke ground two years ago at [800 Columbia St. on First Hill](#). Completion on the 31-story, 271-unit Graystone condominium tower is expected in early 2023. LMN Architects designed the project.

Now Daniels and Realogics Sotheby's International Realty have announced that the sales effort has begun in earnest. Condos are being pre-sold in phases, or “releases.” The first 70, spanning most floors and layouts, are now being offered in a range from \$500,000 for a studio to \$990,000 for a two-bedroom.

Not being offered now are the 30th floor penthouse units, where prices had been projected to begin at \$3 million for a 2,250-square-foot condo. A Realogics brochure says that for floors 29 and down, the range is \$500,000 to \$1.6 million.

Of the initial 70 condos, 60% are now reserved, says Realogics. Last year, a \$5,000 refundable deposit was cited; 5% down is now listed in sales materials. Realogics' Dean Jones said in a statement, “I think there were a lot of people before the pandemic who wanted to move downtown but they couldn't afford it. Now with the pandemic price correction, consumers can afford to buy.”

Graystone's sales office has now opened, by appointment, at 1317 Madison St. (That's a storefront in the Nordstrom Tower at Swedish Medical Center.) The marketing website is thegraystone.com.

Daniels' Luis Borrero said in a statement, "A phased release rewards early buyers with pre-construction prices, while over the next two years we capture higher prices in a rising market." About 70 condos each will be marketed in four coming blocks over the next few years.

Borrero added, "Daniels Real Estate has over 40 years of rebooting Seattle's real estate cycles, so we know there is no rush."

Jones further cited recent Northwest Multiple Listing Service numbers for pending new-construction condo sales. Year-over-year, we're down about 21% in the downtown market. Total downtown condo inventory, new and old, is down over 42%, compared to last year. In other words: fewer units, fewer sales.

Said Jones, "With the recent delivery of new homes, that demand got back-filled. However, new inventory is in relatively short supply ahead, which will drive prices up."

As of now, Laconia Development' completed rival project Spire has its new owners moving in, with 40% of its 343 units sold in August. And Westbank's First Light is well above ground in Belltown, with no stated pre-sales numbers for its 459 units.

Jones estimates that about 1,200 condominium units are now planned or under construction downtown, including Graystone; that plus First Light add up to 730 condos. Another 531 condos are planned at 1516 Second Ave., in the unnamed project by Pinnacle Fame Development and Plus Capital Partners. There's no indication yet of a pre-sales effort there; nor is there an announced start date. Final permits are still pending.

For his part, Borrero thinks that rising rents for upscale apartments could drive affluent renters to the condo market. He said, "If only 5% of the new luxury renters in downtown apartments decided to purchase a condominium home in the next few years, the Seattle condominium market would be sold out by our opening in 2023."

Amenities at Graystone will include a rooftop deck and lounge, coworking spaces on a lower floor, outdoor waterfall park, building app and concierge services from Columbia Hospitality (the building manager). Another perk will be privileges at Daniels' Lodge at St. Edward Park, which opened this year not long before Kevin Daniels announced his retirement from active development.