



## CHALLENGE

Catholic Charities provides apartment-style housing for people who find themselves in a variety of life circumstances, including, but not limited to, homelessness and addiction recovery. Rob McCann, President & CEO of Catholic Charities, said, "We believe that every human being is made in the image and likeness of God. Every human being has value and deserves the basic human dignity of a meal, a bed, a shower, a toilet."

Catholic Charities contacted Cody and partnered with him to locate land that would be suitable as a development project in Pasco. The 60-unit apartment building would provide much-needed housing and stability for citizens who were in greatest need and who often encountered barriers when searching for housing.

## ACTION

Cody reviewed Catholic Charities' search criteria and immediately went to work looking for potential sites. Within two weeks, Cody located five potential housing sites. Catholic Charities signed a contract on a city-owned parcel site near public transportation and community amenities, features that would prove popular among future residents. Unfortunately, the city council voted against the project several months later after receiving community complaints.

The four remaining potential housing sites were either no longer available or they were also city-owned properties that would be subject to the same scrutiny and subsequent rejection. So, Cody started his search again and, within a few weeks, he located five more site opportunities for Catholic Charities. Catholic Charities immediately decided on a housing site that seemed ideal for realizing their vision. Cody drafted an offer and presented it to the owners for consideration. After several weeks of in-person meetings and back-and-forth negotiations, the parties agreed on sales terms and signed a Purchase & Sale Agreement.

## 1.5 ACRES FOR 60 MID-RISE UNITS

## RESULT

As a result of Lybbert Fielding's site selection services, Catholic Charities was able to:

- ✓ Build a beautiful 60-unit apartment building designed with the special population of residents in mind that maximized comfort and peace of mind;
- ✓ Provide stability and security to those in need within the community; and
- ✓ Enhance the neighborhood's appearance with an elegant building on the corner of the community's main thoroughfare.

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*"Cody's proactive site selection services allowed us to build our third apartment asset in the Tri-Cities area with great success. Cody's local relationships and market knowledge were very valuable to us in assessing opportunities and ultimately transacting on vacant land for development."*

**Jonathan Mallahan**, Vice President of Housing,  
Catholic Charities of Eastern Washington