# PORT TOWNSEND | PORT LUDLOW | JEFFERSON COUNTY REALESTATE

### LOVING MORE SPACE: ADUS

L B

the sur



**FEBRUARY 2020** 

### Should you add an ADU? First things to consider

### **Carmen Jaramillo** cjaramillo@ptleader.com

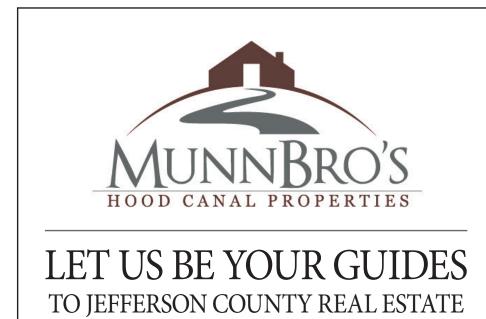
In the midst of Port Townsend and Jefferson County's affordable housing crisis some homeowners may be considering an accessory dwelling unit to help solve the problem and make a little money.

Called an "ADU" it is an addition or conversion on a property, seperate from the main building, that houses an independent living space with its own amenities. It should be able to operate almost completely on its own as a living space with at least a toilet, shower and kitchenette. Complete ADUs may also include a full size fridge and range, a bathtub and a washer/dryer. An ADU is a major investment in the value of a home property, like any other construction project, so there are myriad factors to consider when first entertaining the idea.

The first two questions you should ask yourself are: what type of ADU is right for your property and what your ADU

Response	Number	Percentage
Rented for less than \$800 per month	37	35%
Rented for \$801 to \$950 per month	5	5%
Rented for \$951 and up per month	2 (One said \$2,000+)	2%
Not rented	45	42%
ADU not built	10	9%
Bad address	2	2%
ADU used for different purpose (2 as shop, 1 office, 1 duplex)	4	4%
ADU converted into portion of the house	1	1%
Total Responses	106	100%

ADUs in the City of Port Townsend Source: City of Port Townsend ADU survey 2012



hoodcanalproperties.com 360-765-4500



will be used for.

### **Types of ADUs**

**Detached** - This type is a completely separate structure from the main residential property. Think little cottages, converted sheds or garages.

One benefit to this type is that you can purchase prefab ADUs or tiny homes and move them, ready-to-use to your property. Locally, Green Pod offers prefab tiny homes. They boast a large selection of designs and will work with you through the permitting process and selecting the best location and design for your project. Another benefit to this type of ADU is that it can offer an increased level of privacy between the ADU and the main house.

Attached - An attached ADU could take many forms and each presents its own unique benefits and drawbacks. It could be a converted basement or garage, a room above a garage or workshop or a whole new addition of the house. An attached ADU creates less privacy between the living spaces as they may share walls or commons spaces for laundry. An attached ADU does create conveniences and options for uses beyond a rental property however and it often will require less capital investment to simply convert a garage or basement that is already up to code, as opposed to building a complete new addition or seperate building.

### Uses for an ADU

Knowing and understanding what your long term goals are for an ADU is a crucial step in the process.

Rental properties at fair market rates

or slightly below create great opportunities to not only increase the value of your property while creating passive income but also add value to the community. Local officials have identified workforce housing as crucial to the success of the tourist industry in Port Townsend and Jefferson County.

Being a landlord, however, is not without its own risks and drawbacks.

What you use your ADU for can develop over time and be changed to suit your needs. A family could use an ADU simply as a guest house for visitors or as a way to have a family member close while still maintaining a level of indepence. This could be aging parents, an adult family member, a young adult returning from college or a teenager who needs more space.

Another common use for retirees is actually to move into the ADU and then rent the main house to supplement retirement income. A retired widow, for example, may have no use for all the extra space around her home and would be better suited to the smaller sized ADU while she lives off her retirement and the income from the main house rental.

New ordinances in the city of Port Townsend now allow property owners to rent out both an ADU and the main living space while they do not live on the property.

Port Townsend City Council hopes this will help make more ADUs and full houses available for rent.

According to a study conducted by the City of Port Townsend in 2012 found that at the time less than half of all ADUs in the city were being rented.

More code changes to incentivize ADUs and affordable housing will be coming down the city and county pipelines in the near future.

### **PORT TOWNSEND LAND**

### **1.7 ACRES ON OTTO STREET**

1.7 Acres Zoned light Industrial/Commercial on Otto Street close to Port Townsend city limits. Lots 1-12 Block 20 Phillips Bay View addition. Nice large parcel with tons of possibilities and potential in growing area of Glen Cove. MLS#1255164, \$125,000. Terry McHugh, John L Scott PT, (360)385-4115.

#### **1/2 ACRE IN KALA POINT**

This 1/2 + acre parcel offers beauty and privacyin a centralized location within the gated resortlike community of Kala Point. MLS#1137358, \$56,900. Ellen Niemitalo & Steven Kraght, John L Scott PT, (360)385-4115.

#### 14+ ACRES OF MIXED USE (M/C)

14 plus acres of Mixed use Commercial (M/C) property in the City of Port Townsend. Paved road access and utilities in the City R/W parcel is just west of new commercial Short Plat south of 1st roundabout. MLS#719760, \$1,495,000. Terry McHugh, John L Scott PT, (360)385-4115.

### **17.9 ACRES IN PORT TOWNSEND!**

8199 State Route 20 | Port Townsend, WA 98368 17.9 acres of land in Port Townsend. 1395 ft of Hwy frontage. Well pumps 5.4 gals per minute. New soils septic feasibility report. Zoned RR5 and it comes with additional lot on a separate parcel so there is a potential for 4 residential building sites. MLS#1481306, \$289K. Tim Horvath, Coldwell Banker Best Homes 360.531.0980 timohorvath@hotmail.com

### **3.4 ACRES, TWO PARCELS**

Cape George amenities, includes marina, boat launch, exercise room, pool, large workshop, beach. Development is easy as Cape George water is available, electric in the street and property surveyed. 2nd parcel is across Bay Ridge Road and has nice running/strolling trails and at the top has a nice plateau that would be ideal for artist/writing studio. MLS#1411924. \$135,000. Steve Kraght/Ellen Niemitalo, John L. Scott PT, 360-385-4115.

### 6.2 ACRES ZONE R-2

43 lots on just built Rainier street. Just off Discovery Road at the proposed Howard Street extension. Water & Sewer mains just installed. The land is ready to be developed. MLS#968397, \$400,000. Terry McHugh, John L Scott PT, (360)385-4115.

### 7.4 ACRES ZONED R-3

Brand new parcel: 7.4 acres zoned R-3 (multifamily) possible 90+ lots close to where all the action is soon to be taking place with the proposed Howard Street extension and new Roundabout at Discovery & Rainier. MLS#968436, \$600,000. Terry McHugh, John L Scott PT, (360)385-4115.

### ALL INCLUSIVE, READY TO BUILD SUBDIVISION

Trail Crest is finally ready for you!! Port Townsend's newest addition is a 14 lot, all inclusive, ready to build subdivision. Take the guesswork and some of the expense out of the new construction with a brand new lot at Trail Crest. MLS# See Plat Map. PRICE: See Plat Map. Terry McHugh, John L. Scott PT, 360-385-4115.

### **ALREADY PLOTTED LOTS - JUST OUTSIDE CITY LIMITS**

Commercial grade timber covered old lots and blocks [Salem Add.] - 8 blocks of property-total 98 lots - 11.25 ac - lots only - 15.35 ac - with unvacated ROW's - zoned Residential - good soils - public water available - small housing project - home business sites - surrounded by unopened county ROW's=could be vacated to gain some square footage - use your imagination. MLS#1477930, Bill Perka, John L. Scott PT, 360-531-2310, \$349,000.

### **CAPE GEORGE COLONY PARCEL**

Cape George Colony parcel with generous view of Discovery Bay, Olympic Mountains, shipping lanes and Protection Island. Gentle slope of property lends itself to walk-out basement. Marina, boat launch, pool, clubhouse w/large kitchen. MLS#1300541, \$58,475. Steven Kraght, John L Scott PT, (360)385-4115.

### **CAPE GEORGE VILLAGE**

in Cape George Village. Level lot positions itself to take advantage of wide views which include the shipping lanes, Vancouver Island, the San Juan Islands and Protection Island. Good mix of cleared land and trees. Cape George amenities include boat launch, marina, pool, exercise facility, workshop, clubhouse and beach. MLS#1184390, \$87,500. Steve Kraght/Ellen Niemitalo, John L. Scott PT, 360-385-4115.

### **CORNER OF DISCOVERY AND JACOB MILLER ROADS -**JUST OUTSIDE CITY LIMITS

Alder covered old lots and blocks [Irving Park] - 2 blocks of property-total 20 lots-just above A-Plus Rental vard-zoned Residential but excellent prospect for re-zone to commercial/light industrial-small housing project-home business sitessurrounded by unopened county ROW's=could be vacated to gain some square footage-use your imagination. MLS#1477019, Bill Perka, John L. Scott PT, 360-531-2310, \$199,000.

### **DESIRABLE BUILDING LOT IN KALA POINT COMMUNITY 0.440 ACRE**

Kala Point amenities. CC&Rs. Lot is gently sloped and lightly treed with some evergreens. Backs up to a large parcel. There is an expired septic permit for a 3-bdrm conventional system. MLS#1395042, \$57,000. Terry Smith, RE/MAX FIRST, Inc. (360)301-9698.

### **EXCEPTIONAL VIEW**

Double lot. This quiet lot is located at the end of a cul-de-sac, 2 blocks from the port in the Victorian Seaport of Port Townsend. Offering sweeping southerly water views over Port Townsend Bay, across to Mystery Bay and Indian Island. Build your dream home here! MLS#1226704, \$240,000. Michael Morrow, John L. Scott PT, 360-385-4115.

#### **GORGEOUS HIGH BANK WATERFRONT**

Just minutes from Downtown Port Townsend. 375 Ft of waterfront on 11 plus acres all heavily forested and quite beautiful. Great waterfront

**Circulation**:

building site with its own parcel number and Brand new parcel: 6.2 acres zoned R-2, possible One of the last remaining prime building lots then another site for the barn, shop, garage, etc. The view is 180 degrees from the Olympic Mountains to the Strait of Juan De Fuca and east to Mt. Baker, stunning. MLS#958106, \$520,000. Bill Perka, John L. Scott PT, 360-385-4115.

### JUST OUTSIDE OF CITY LIMITS

3 Tax parcels [about 1/2 ac] fronting on Discovery Rd. and Larry Scott Trail-surrounded by unopened county ROW's=could be vacated to gain some square footage-use your imagination—potential small home site. MLS#1478027, Bill Perka, John L. Scott PT, 360-531-2310, \$39,000.

#### **KALA POINT PROPERTY**

Lovely park-like lot in the Kala Point Community. Oversized property is .81 acres with some nice evergreens. The 3-bedroom septic permit is approved and good until 2/8/22. Enjoy the private community beach, boat launch, clubhouse, tennis courts, pickleball, walking trails & indoor/outdoor pool. A short distance to Port Townsend. Gated Community. \$125,000. Terry Smith. MLS#1525988

### **LEVEL LOT**

Level lot on sunny area in central Port Townsend location. Corner lot surrounded by a unopened right-a-way and city owned property to provide privacy. Sewer, water and electric are close. Located on guiet, dead end street. Easy access to Port Townsend's nonmotorized trail system. Affordable building site. MLS#1494399, \$75,000. Steven Kraght, John L. Scott PT, 360-301-6484.

#### LIGHT INDUSTRIAL ACREAGE

Great Price. Just outside the city limits of Port Townsend. On the water view side of Otto Street to the South of 192 N. Otto St. 130' Frontage on Otto St. and over 75883 square feet of land. Will require a septic system, buyer to investigate permit requirements. Includes 2 tax parcels. Water available. \$69,900. Charlie Arthur. MLS#1312338



### **PUBLISHED BY**

### THE PORT TOWNSEND LEADER, LLC

An independent company Printed on recycled paper. 226 Adams St., Port Townsend WA 98368 Phone: (360) 385-2900 Fax: (360) 385-3422 Email contact:

(First initial, last name)@ptleader.com

Publisher: Lloyd Mullen General Manager: John Lester Editor: Dean Miller Newsroom: Kirk Boxleitner Lily Haight Cate Winters

Carmen Jaramillo

Advertising: Andi Pistay Theresa Eskridge Front Office: Tracie Miller (Manager) frontoffice@ptleader.com legals@ptleader.com Josh Hamilton jhamilton@ptleader.com Travis Vance tvance@ptleader.com

Ronin

subscriptions@ptleader.com
Bill Grindall, Dale Butts
Production:
Linda Hanlon
Rainier Powers
Accounting:
Betty Grewell
News Terrier:

Subscriptions: Print edition and full website edition: \$52 per year in county; \$66 per year out of county.

Fine print: Copyright © 2019; written permission required for re-	
print or reuse. The Leader is not responsible for advertising errors	
or omissions, or views expressed by advertisers.	
Published Wednesdays. Periodical postage paid at Port	
Townsend and other offices.	

Postmaster: Send corrections to the Leader at the above address. Qualified as a legal newspaper under Washington law (USPS #438-920). Proud to be the official newspaper for Jefferson County, Port Townsend and all other local government jurisdictions.

### ▼ Continued from page 3

### **OCEAN GROVE ESTATES PROPERTY**

Double lot in the peaceful and picturesque neighborhood of Ocean Grove Estates that has a community garden, 28 acre greenbelt with walking trails and private beach access on Discovery Bay at Adelma Beach. Gold course minutes away. MLS#1368870, \$65,000. Lynette Holloway, John L Scott PT, (360)385-4115.

### **ONE 24 ACRE PARCEL**

One 24 acre parcel on top of the world, will have incredible saltwater views-with tree clearingstretches the full length of Discovery Bay and Beyond. Front on Hwy 20. Needs road to building site. Some commercial timber. MLS#715033, \$249,500. Bill Perka, John L Scott PT, (360)385-4115.

### PORT TOWNSEND TREED LOT

Treed lot in area of nice homes. Power, water, sewer, cable, curbs and sidewalks are there. On a paved dead-end street. Bring your building plans! Zoned R-3, for single home or duplex. \$49,000. Terry Smith. MLS#1501967

### **READY FOR YOU TO BUILD!**

Ready to build - Two parcels equaling .42 acre in Ocean Grove community. Partial Discovery Bay and full, broad Olympic mountain views. 4 BR septic assessment paid (2 on each parcel) for connection to community drain-field. One water assessment paid with ability to add. Gently sloped. Buyer to verify if parcels can be developed separately or use both as one generous building site. \$110,000. Teren MacLeod. MLS#1467970

### **RHODY COURT**

This development is ready to build on R4 zoned, 3 lots=15,000sft. Designed by architect Ross Chapin, this small pocket neighborhood has all land us permits/entitlements in place: SEPA review; design review; recorded survey: parking and landscaping plan. Seller has done all the work for this R4 project that requires density of 5 minimum to 9 maximum units that must be attached. Close to store, transportation, Hospital and trails. MLS#1411790, \$295,000. Jan Marguardt, John L. Scott PT, 360-385-4115.

### SERENITY AND BEACH LOCATION

The perfect combination of serenity and beach proximity. Nestled in a quiet spot in the desireable North Beach neighborhood only two blocks from the beach and a short jaunt to Fort Worden. Potential for views come explore dreams. MLS#1150153, \$210,000. Ellen Niemitalo, John L Scott PT, (360)385-4115.

### SHY HALF ACRE LOT IN AREA OF QUALITY HOMES

Lot is on the corner of Balsa Lane and Pebble Lane in desirable Maplewood Meadows neighborhood. Septic permit has been applied for. A short distance to Port Townsend and its restaurants, shops, arts and boating communities. Bring your building plans and build your dream home! \$75,890 #1397986. Terry Smith, RE/MAX FIRST, INC., (360)301-4213.

### SPACIOUS CITY LOT

Spacious city lot, fully developed on private dead end street. All the utilities are in so easy to begin building. This 80 x 200 lot allows rooms for gardens, outbuilding, furry friends, etc. Surrounded by some nice trees. MLS#1339388, \$145,000. Steven Kraght, John L Scott PT, (360)385-4115.

### THE BEST OF THE NORTHWEST

Kala Point lot in a planned gated community, with paved roads, indoor/outdoor swimming pool, work out room, club house, quarter mile of beach, playground, barbeque area at the beach, boat ramp and dock, tennis courts, trails through the woods and at the lagoon.

up to woodland Hills a 5 acre each parcel de- John L. Scott PT, 360-301-1763, \$699,000. velopment and ready for your dream home. MLS#1408701, \$109,000. Teresa Goldsmith, John L. Scott PT, 360-385-4115.

### VACANT LAND PORT TOWNSEND

R3 Multi Family Lots (4) in town with water/ sewer/power access at/in street. R3 zoning is Min 5 to Max 8 dwellings on this 20,000 sft parcel. Boundary survey completed; Wetland Biologist has completed an "Assessment" on some trees with Salal brush, paths cut in. Consult with City planners for further requirements. MLS#1502990, Jan Marguardt, John L. Scott PT, 360-301-4611, \$125,000.

### WATER AND MOUNTAIN VIEWS CAPE GEORGE

Southwest corner lot with water and Mountain view. Lot is level for a single story home with a slight slop to the west for good drainage. Have your garage entry on onside of the street and your front door on the other street. Cape George amenities include Marina, beaches, indoor pool, workout room, community club house, com-\$67,500. Lyr Hersey, John L. Scott PT, 360-385-4115.

### WATER FRONT VACANT LAND

11.4 acs., 450+' of West Facing Waterfront! This gorgeous large parcel truly feels special from the moment you drive through the old growth trees and enter the manicured clearing that overlooks beautiful, pristine Discovery Bay, Features include: Gated entry on private road with only 3 parcels, High bank waterfront including Multiple possible building sites depending tidelands and a rugged trail to the beach, PUD power and water on site, large clearing prepared for homesite and yard/gardens, large mature Fir Meis. MLS#1447675

This lot has southern exposure and is backed and Cedar trees. MLS#1469948, Terry McHugh,

### WATER FRONT VACANT LAND

West Facing 11.7 acs. w/ 468' of waterfront on Discovery Bay incl. Tidelands. Stunning western views over the bay into the Mtns from a gorgeous parcel with power & water on site. Large manicured cleared area ready for your home and gardens. Gated entry on a private road with only 3 parcels. Mature Fir & Cedar trees frame the property providing large parcel privacy. NW Lot. Follow up Wetland delineation/Buffer Big waterfront parcels like this close to Port identification will still need to be done. Lot has Townsend will soon be very rare. MLS#1470520, Terry McHugh, John L. Scott PT, 360-301-1763, \$699,000.

### PORT LUDLOW LAND

### 70 FT ON MATS MATS CHANNEL - WELL, POWER, **OWNER FINANCE**

15 Bay View Drive | Port Ludlow, WA 98365 70' Waterfront with tideland rights. View of Mats Mats channel & Puget Sound. Secluded rare beauty. There is a path cut from S. Bayview Drive by the water sign. Bank is 40 ft above the beach. 1.31 acres, two lots which come munity workshop, beach playground, Pickle as one. The Easterly lot is on the water side. ball, bocce and Petangue courts. MLS#1282937, MLS#1532541, \$134,500. Tim Horvath, Coldwell Banker Best Homes 206.414.0761 tomhorvathrealestate@vahoo.com | timhorvathrealestate.com

### **BRIDGE HAVEN COMMUNITY**

225 feet of low bank waterfront! Views of Hood Canal and Cascade Mountains. This sale includes 2 tax parcels, each with 2-bedroom (4 total) reservations on community drain field. Power and community water are in the street. on size and siting of home. Buyer to verify all utilities and building possibilities. \$139,900. lan



### ▼ Continued from page 4

### **BRIDGEHAVEN COMMUNITY!**

78 Blue Jay Lane | Port Ludlow, WA 98365 3-bedroom community septic system reservation. Almost a half-acre in the much sought after Bridgehaven community. Gorgeous private area with a Buffer between the property and South Point Rd. Come join the Bridgehaven community with rights to use the dock and boat launch as well as the club house. MLS#1460012, \$44.5K. Tim Horvath, Coldwell Banker Best Homes 360.531.0980 timohorvath@hotmail.com

### **BUILD YOUR DREAM HOME IN PORT LUDLOW**

North Bay building lot. 0.280 Acre. Lot backs up to greenbelt. Enjoy all North Bay amenities. Community beach. Close to golf, marina, and restaurants. MLS#1287731, \$34,000. Terry Smith, RE/MAX FIRST, INC., (360)301-9698.

### **BUILD YOUR DREAM HOME IN THE** NORTH BAY COMMUNITY!

99 Baldwin Lane | Port Ludlow, WA 98365. Possible Water View Lot with your custom Home plans! Private street in the North Bay Community. Very Close to the Beach Club! Amenities include: Beach Access, indoor & outdoor swimming pools, hot tub, exercise room, pickleball & tennis courts. Enjoy outdoor living with boating, kayaking, marina, and miles of groomed hiking trails. New Jefferson Healthcare Facility open now. Only 30 min to Kingston Ferry or 45 min to Bainbridge Ferry to access Seattle! MLS#1434552, \$59,500. Dana Petrick, Coldwell Banker Best Homes. 360.301.0344

### **GOLFER'S DREAM!**

52 Highland Drive | Port Ludlow, WA 98365 Build your Custom Dream Home on this wooded lot which backs to the Port Ludlow Golf Course. Treed for privacy. The price is right! Optional membership into the Bay Club and within walking distance of the Port Ludlow golf course clubhouse. Also, near the tennis courts and walking trails. MLS#1523701, \$89K. Tim Horvath, Coldwell Banker Best Homes 360.531.0980 timohorvath@hotmail.com

### **GRAB YOUR KAYAK AND GET AWAY!**

Mats View Rd | Port Ludlow, WA 98365 This waterfront lot is one of the just a few remaining lots on picturesque and protected Mats Mats Bay...perfect for many hours of play on the bay. Enjoy the views and the accessibility of the water from this cleared lot with water and power and an off-site location reserved for a septic system. MLS#1474888, \$149.9K. Karen Best, Coldwell Banker Best Homes 360.301.1710 karen@ karenbest.com | cbbesthomes.com

### **NEARBY BEACH!**

Seven Sisters Rd | Port Ludlow, WA 98365 Enchanting SEVEN SISTERS land with amazing proximity to Shine Tidelands & Wolfe Property

State Parks. Just shy of 2 acres-call it home & recreate on nearby Beach & Water. Park feel & majestic trees await you & your home plans-Electricity on the street! No CCRs in area of high-end homes. MLS#1406909, \$85K. Ruth Gribbin-Schmitt, Coldwell Banker Best Homes 206.659.3939 ruth@cbbesthomes.com | www. mysoundbroker.com

### **PORT LUDLOW LOT**

Ready to build Level lot in North Bay Port Ludlow. Water, Sewer, Electricity in street. Partially cleared, easy to build. Lot ownership includes membership in the LMC with the Beach Club, Indoor and outdoor pools, tennis, pickleball, access to RV storage area. \$37,900. Michael Carter. MLS#1531010

### WHAT A VIEW YOU'LL HAVE FROM THIS LOT!

Marianne Meadows | Port Ludlow, WA 98365 Located in the craftsman community of Sunrise Cove. All the utilities are underground, so your views of the Cascades, Shipping Lanes and Mats Mats Bay are unobstructed. CCRs are in place to protect your investment. Just minutes from the Port Ludlow Marina and 18-hole golf course with shopping nearby. MLS#1474891, \$99.5K. Karen Best, Coldwell Banker Best Homes 360.301.1710 karen@karenbest.com | cbbesthomes.com

MLS#1229198, \$135,000. Terry McHugh, John L Scott PT, (360)385-4115.

#### **GORGEOUS 4 ACRE PARCEL**

Gorgeous 4 acre parcel in Oak Hills with unstoppable views of Port Townsend Bay. Nice large building site cleared at the top with easy access on graded driveway. This one backs up to Pope Resources forestland for awesome privacy. MLS#1229192, \$167,500. Terry McHugh, John L Scott PT, (360)385-4115.

### **MELWOOD TERRACE**

Beautiful double lot in desirable Melwood terrace ready to build with most of the hard work done. 3 bedroom 2000 sq. ft house plans and septic design are ready to resubmit. Water taps, electric, and foundations are already there for both lots. You can choose to build this lovely open floor plan home or adapt the daylight basement foundation to your own design. Either way you'll be miles ahead of starting from scratch. Close to shopping, dining, and recreation. Seller financing considered. MLS#1483575, \$75,000. Dan Colvin, John L. Scott PT, 360-774-0082.

### PORT HADLOCK VACANT LAND

Level 1,600 +/- foot manicured grass airstrip

just waiting for your Maule, Stinson or Piper J3. Clear approaches both east & west. Located about a mile southeast of the east end of Jefferson County International Airport with all of its services and the Spruce Goose Cafe. Hangar and shop midfield. Easy access from both Mason Street and Cedar Ave. Rumor has it that Port Hadlock will be getting sewer in maybe 6 years. Once that happens this investment property will be prime for development. MLS#748461, Richard Hild, John L. Scott PT, 360-531-1889, \$900,000.

### **MARROWSTONE LAND**

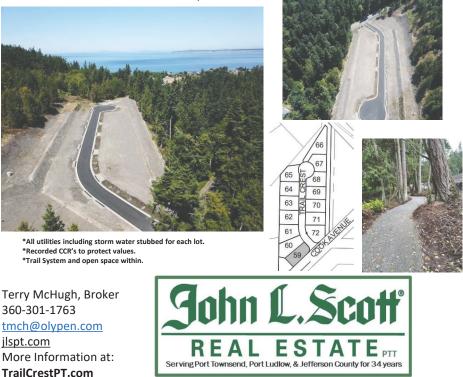
DREAM WATERFRONT ACREAGE Dream waterfront acreage; wonderful combination of pasture, large douglas fir trees and arguably the best waterfront view property on Marrowstone Island. 11 acres with 450' of low bank waterfront with an almost new set of stairs. MLS#1186051, \$950,000. Terry McHugh, John L Scott PT, (360)385-4115.

### **FABULOUSLY RARE 10 ACRES**

Fabulously rare 10 acres w/220' low bank waterfront on the south end of Marrowstone Island. This incredible large parcel is a prime piece of historic old homestead farm mostly

Trail (rest Port Townsend, WA

Trail Crest is finally ready for you!! Port Townsend's newest addition is a 14 lot all inclusive ready to build subdivision. Lots start at \$92,500. Trail Crest is located 4.5 NW of downtown Port Townsend, on Cook Ave. Call Terry for details, or TrailCrestPT.com.



### **TRI-AREA LAND AWESOME 4 ACRE PARCEL**

Awesome 4 acre parcel adjacent to Pope Resources commercial forestlands. Private with views to the North all the way to Port Townsend. Cleared driveway and Building site with PUD water and Power on King Fisher at driveway entrance. MLS#1229190, \$162,500. Terry McHugh, John L Scott PT, (360)385-4115.

### **BEST PARCEL IN OAK HILL**

One of the very BEST parcels in Oak Hills. This one has it all: End of road privacy, Cleared building site and driveway, Paved road access, Great view of the Bay all the way to Port Townsend. Private and secluded yet close to town. MLS#1229187, \$169,000. Terry McHugh, John L Scott PT, (360)385-4115.

#### **COMMERCIAL PROPERTY PT HADLOCK**

Commerical Location in Port Hadlock. Zoned RVC with lots of uses: Co-housing, far worker housing, assisted living, cottage industry, automotive service & repair, B & B Breakfast, nurseries, etc. Become part of a growing community. MLS#1219358, \$275,000. Teresa Goldsmith, John L Scott PT, (360)385-4115.

### **FABULOUS 4 ACRE PARCEL**

Fabulous 4 acre Parcel with outstanding marine views right in Oak Hills with Power and Water close to the building site. Level and partially cleared with site evaluation complete.

### ▼ Continued from page 5

pastureland with a nice patch of large timber. MLS#1186001, \$1,050,000. Terry McHugh, John L Scott PT, (360)385-4115.

### MARROWSTONE ISLAND WATERFRONT

Gorgeous West facing Marrowstone Island Waterfront with endless views of the Olympics and front & center views of Kilisut Harbor. Great 5 acre parcel with towering beautiful conifers, PUD water tap paid/meter installed. MLS#1189952, \$419,000. Terry McHugh, John L Scott PT, (360)385-4115.

### VIEWS OF OLYMPICS AND THE BAY

Spectacular West facing Marrowstone waterfront with unstoppable views of the Olympics and the Bay all the way to Port Townsend. Towering Fir & Cedar trees cover most of the property. Very private & pristine parcel. MLS#1187130. \$419,000. Terry McHugh, John L Scott PT, (360)385-4115.

### **OUT OF AREA LAND**

### 2.04 ACRES IN GARDNER!

1 View Ridge Drive | Gardiner, WA 98382 2.04 acres in Gardiner with views of Discovery Bay and the Straights of Juan De Fuca. Build your dream home in this upscale community. Paved private road access electric and phone in street. Level and sloped with some brush and berries. Drainage is installed to the North. MLS#1505943, \$50.5K. Tim Horvath, Coldwell Banker Best Homes 360.531.0980 timohorvath@hotmail.com

### COMMERCIAL

### **BUSINESS PARK VACANT LAND**

Commercial lots ready to build. MLS#165455, Terry McHugh, John L. Scott PT, 360-301-1763, \$168,000.

### **COMMERCIAL VACANT LAND PORT TOWNSEND**

Short Plat just south of the first roundabout on Evans Vista - Port Townsend. This parcel is lot 3 of the brand new just recorded PT-20 Short Plat so it does not yet have an address or apn# of its own. MLS#778674. Terry McHugh, John L. Scott PT, 360-301-1763, \$400,000.

### **KALA POINT LOT**

Beautiful 1/2 acre lot on a quiet cul-de-sac in the lovely gated community of Kala Point. This property is lightly treed, with water/power in the road. Gentle slope makes it appropriate for walk-out basement design. Close to clubhouse, pool, tennis courts, private beach and boat launch. Build your dream home and enjoy all the great community amenities, as well as the trails & vistas of Fort Townsend State Park which adjoins Kala Point. Just minutes to Port Townsend's vibrant cultural offerings. MLS#1372082, Ellen Niematalo, John L. Scott 531-2310, \$500,000. PT, 360-531-4313, \$58,000.

### **KALA POINT LOT**

Beautiful 1/2 acre lot on a quiet cul-de-sac in the lovely gated community of Kala Point. This property is lightly treed, with water/power in the road. Gentle slope makes it appropriate for walk-out basement design. Close to clubhouse, pool, tennis courts, private beach and boat launch. Build your dream home and enjoy all the great community amenities, as well as the trails & vistas of Fort Townsend State Park which adjoins Kala Point. Just minutes to Port Townsend's vibrant cultural offerings. MLS#1372082, Ellen Niematalo, John L. Scott PT, 360-531-4313, \$58,000.

### **KALA POINT LOT**

Enter this .37 acre lot on a delightful and gently curving & sloping driveway to a cleared building area for your new home. Lovely trees and community greenbelt provide privacy, particu-



### **TOWNSEND BAY PROPERTY MANAGEMENT, INC.** 360-385-3896 Email: tbpm@townsendbay.net • www.townsendbay.net

NARPM States and the second

6 • INSIDE JEFFERSON COUNTY REAL ESTATE • FEBRUARY 2020

larly from the street and to the south and east of the property boundaries. An installed two bedroom conventional trench septic system with the electric and water on the property facilitates your building process. Live the Pacific NW dream in the lovely Kala Point gated community with many wonderful amenities. MLS#1505896, Lynette Holloway, John L. Scott floors, vertical cut fir finishing's, built-in shelv-PT, 360-774-0135, \$72,700.

### VACANT LAND IN DISCOVERY BAY

Bay from this 35 Ac +/- parcel—Part of old Junction City Plat — 50x110 lots—numerous parcel numbers [17 mol] —each city block[2 ac mol] has its own parcel #-possibly a residential development—but the real value lies in the 3.5 million yards of gravel on the site[geotec report avaliable]-old gravel pit on site-Cash only-Liquidating family estate Will sell ALL or PART. MLS#1077237, Bill Perka, John L. Scott PT, 360-

### **PORT TOWNSEND RESIDENTIAL 4+ ACRES OF NW CONTEMPORARY HOME**

593 McMinn Rd | Port Townsend, WA 98368. Unique NW contemporary home with park-like acreage. This home is light and bright w/great gathering spaces and extra rooms for studios or live-work. The great room has amazing windows and vaulted ceilings. Home has been updated with an eat-in kitchen, fresh paint and new wool Berber carpeting, environmentally friendly cork flooring on main floor. Private master suite has loads of closet space and sauna. The yard is a paradise with a garden, firepit, green house and a fenced area for pets. MLS#1446278, \$650,000. Caroline Erickson, Coldwell Banker Best Homes. 360.390.8480

#### ARCADIA 1+ ACRE NO CCR'S

44 Arcadia Terr | Port Townsend, WA 98368 This is a perfect piece of land for your PRIVATE location, nice buffer, fenced on E/W sides, forest setting, paved street/apron. Waterline easement. Emergency service access to adjacent properties. Power in street, fire hydrant N end of property. Make this land yours! MLS#1377861. \$80K. Carol Wise, Coldwell Banker Best Homes 360.531.1301 | cbbesthomes.com

### **BEAUTIFUL & TRANQUIL COUNTRY SETTING**

Spacious custom home on close to an acre of land just minutes outside of Port Townsend. Open and level land allows gardening and outdoor hobbies, mature apple trees on site. Inside you will find a well thought floor plan. Separate Living and Family rooms, Eat-in kitchen and a dining room, 2 guest beds and a large bonus room at the endow the hall. Upstairs is dedicated to a "lofty" Master Suite with tons of storage and a big light filled bath. New roof Feb 2019! \$499,900. Jan Meis. MLS#1524367

### **BEAUTIFULLY BUILT & CRAFTED BY SHIPWRIGHTS!**

102 Bayview Lane | Port Townsend, WA 98368 Soaring ceilings, picture windows capture water/mountain views. Main-level master ensuite, walk-in closets, 5-piece bath, new cedar deck overlooking gardens/views. Kitchen w/new appliances, custom cabinets. Custom maple ing, life-long roof & more. MLS#1526279, \$699K. Pam Begley, Coldwell Banker Best Homes 360.301.3694 pam@pambegleyrealtor.com | cbbesthomes.com

### **FAB WATERVIEW DEAL IN KALA POINT!**



90 Cedarview, Port Townsend, WA 98368 - No need for downsizing! Want more room to relax with 1 level living? All bedrooms open to the deck with gorgeous water views! Gourmet kitchen/wet bar/two fireplaces. Huge MBR Suite with sitting/exercise room & spa bath. Includes a mother-in-law suite with privacy to spare. Bonuses: a hidden loft the kiddos will love & a heated studio/workshop downstairs with oodles of basement storage (wine cellar?). Make your move to beautiful Kala Point! MLS# 1549486, \$575,000, Jen Rubinowitz, Coldwell Banker Best Homes. (360) 774-0130, www.Jen-SellsPortToPort.com

### SUN-FILLED ECLECTIC DESIGN WITH GARDENS

Innovative 2 bedroom design using eclectic natural materials to create sun filled interior spaces which connect to intimate private gardens. Open Plan has Vaulted Ceilings, Master Bedroom on Main & a generous size Loft Bedroom/Study. Custom Kitchen w/wood cabinets & excellent prep area. Raised Beds. Fruit Trees. Potting Shed/Workshop. 1500 gallon Rain Catchment Cistern supplies Automatic Sprinkler System. \$369,000. Paula Clark & Charlie Arthur. MLS#1503972

#### **IINSPIRING ARCHITECTURE**

Exquisite architectural detail & impeccable guality combine w/comfort & livability to create a truly special home. Welcoming gathering spaces, peaceful sunroom. Versatile floorplan w/downstairs bdrm & bath + upstairs private master retreat. Gorgeous woodwork & artistic touches throughout. Beautiful room w/bath over 3-car+workshop garage has limitless possibilities—artist's studio, home office, guest suite,

### ▼ Continued from page 6

rental? 1/2 acre lot. Moments to private sandy beach, pool, community amenities & State Park. MLS#1530837, \$740,000, Ellen Niemitalo, John L. Scott PT, 360-385-4115.

### **OUALITY HOME IN GATED COMMUNITY**

It is an Olympic Peninsula life in a gated community in a perfect park setting. Superior quality throughout this eclectic Great Room design w/contemporary finishes - all signature identifiers of the builder, Doug Hathon. Magnificent floor to ceiling Rock Wall FP anchors the Great room. Private/Ensuite Master w/walk-in closet to be customized by Buyer. HW floors in Main Living area. Covered Decks. 1500 sq.ft basement. \$519,000. Paula Clark. MLS#1525444

### **KALA POINT HOME**

This welcoming home in beautiful Kala Point offers main floor single-level living + space upstairs for hobbies & quests. Living room features vaulted ceiling, gleaming hardwood floors, wood burning fireplace. Comfortable family room adjoins kitchen w/butler & pantry. Master suite with access to deck. Upstairs quest suite, bonus room, loft bedroom & office. Endless storage. Large deck, beautifully landscaped private back yard w/garden shed. Amenities include private beach, pool, tennis & more. MLS#1420509, \$500,000. Ellen Niemitalo, John L. Scott PT, 360-531-4313.

### LARGE HOME ON EXPANSIVE LOT

Room to spread out in this 4 bedroom/2 bath home w/2080 sq ft. Expansive property w/almost 8000 sq feet is professionally landscaped with a fenced backyard. Home features media/ family room w/exterior access & also a sizable deck off living room/dining room area making entertaining easy. Amenities includes convenient location w/easy access to town, room to park an R/V, interior laundry room, ample natural light, hot tub, covered garden shed, dog run, security system. Ideal spot to make your home. MLS#1542669, \$395,000. Steven Kraght, John L. Scott PT, 360-385-4115.

### **MOVE-IN READY**

Why rent when you can own this nice Towne Point home on a corner lot with a large 2-car garage? Open living/dining area with vaulted ceilings, wall of windows, and propane fireplace. Spacious kitchen. Separate family room area could be media room or formal dining. Master bedroom has ensuite bath. Towne Point is centrally located, close to bus stop, elementary school, hospital/medical offices & shopping. MLS#1548584, \$239,000. Ellen Niemitalo, John L. Scott PT, 360-385-4115.

### PORT TOWNSEND RESIDENTIAL

Start building equity! Great opportunity in a superb, quiet location in PT close to shopping, schools, trails & marina. Featuring rebuilt walls

in bedrooms w/ new sheet rock & new insulation. Bathroom includes new plumbing, insulation, & wiring. Easy to install a wood/ pellet stove to heat entire home. Two rear decks. Fruit trees, including plum, cherry & apple. Large, flat fenced backyard. 1-car garage/workshop offers many possibilities. Bring your plans & ideas to remodel this classic PT home! MLS##1475371, \$220,000. Joelle Boyce, John L. Scott PT, 360-643-9555.

### KALA HEIGHTS TWO-LEVEL LIGHT-FILLED

Spacious, two level view home located in the desirable Kala Heights Condominiums of Kala Point. Tons of light fill large living areas. Enjoy views of Port Townsend and the bay from the living room featuring large skylights and wood burning fireplace. Just over 2,000 sq. ft of living space, including main floor Master with updated bath. Downstairs features 2nd bedroom + bath. Plus all of the Kala Point amenities: Pool, clubhouse, boat launch, community beach, sports courts, and miles of trails. \$414,900. Ian Meis. MLS#1515000

### **OPEN PLAN WITH VAULTED CEILING**

Stylish Open Plan w/Vaulted Ceilings, this one is move-in ready (the interior was recently painted & refreshed). Located in Towne Point, a small community with 'big' amenities - Clubhouse, Tennis Court & RV/Boat Storage. 3 Bedrooms/2 Bathrooms. En-suite Master Bedroom. Fenced yard (back & side) - boasts plenty of room for the gardener, outside activities or the pets. Easy access to Port Townsend's vibrant walking trail system as well as close to schools, shopping, medical & all marine activity! \$249,000. Paula Clark. MLS#1519658

### WOODLAND HILLS

Picture vourself in a beautiful open design home in the middle of nearly five level acres with lots of garden space and just minutes from Port Townsend. Solar PV, rain water catchment, heated bathroom floor, surround sound, sun room, central vac, 3 car garage, recirculating hot water, Jacuzzi tub, extra insulation and a detached studio are just some of the amenities. Almost 3 acres are fenced and gated at both ends of a large U shaped driveway. Pick apples, pears, cherries & blueberries. MLS#1463922, \$770,000. Dan Colvin, John L. Scott PT, 360-774-0082.

### **PORT LUDLOW RESIDENTIAL**

### **GORGEOUS VIEWS, 1 LEVEL HOME!! MUST SEE** 236 Camber Lane | Port Ludlow, WA 98365 View Port Ludlow Bay, shipping lanes, mountains. Relax on the decks at this beautiful one-level home on 1.7 acres. Very private, with membership to Bay Club. Master suite has sauna & walkin shower. Open plan, tall ceilings, stone fire-

place & radiant heat floors. Oversize garage w/ 360.301.3694 pam@pambegleyrealtor.com cbbesthomes.com

### **ENERGY EFFICIENT, LIGHT AND BRIGHT!**



102 Timber Ridge Dr, Port Ludlow, WA 98365 Soaring ceilings, open floor plan! New kitchen appliances, two ensuites, mega storage, low maintenance landscape, 6.27K solar panel system reduces energy bill! Spacious mainlevel master boasts double closets, 5-piece bath suite. Entertain on new composite deck w/territorial views. South Bay Club-golf. MLS# 1516889, \$485,000. Pamela Begley, Coldwell Banker Best Homes. (360) 301-3694, pam@pambegleyrealtor.com

### **GREAT HOME, HUGE YARD + MORE!**

1521 Oak Bay Rd | Port Hadlock, WA 98339 This 1/2 acre lots has room for gardening with mature fruit trees. The house has lots of room with a living area and family room with a fireplace. New roof, new floors, new hot water heater and many other updates. This home is well maintained and ready to move in. MLS# 1538024, \$330K. Julia Mertena Towne, Coldwell Banker Best Homes 206.999.2087 julia.m.towne@cbbesthomes.com | jmtowne.cbbesthomes.com

#### **INCREDIBLE VIEWS!**

Watch the sun rise over the Cascades & Hood Canal every morning. This 3 bed/1.75 bath modern manufactured home will not disappoint. Nice open floor plan makes for good flow throughout. Kitchen has lots of room for gathering. En-suite Master has walk in closet, 2 head shower in bath, & attached bonus room for maybe an office or extra closet space. 2 bedrooms & full bath on the opposite side. Big attached garage & full RV hook-ups. Turn Key. \$379,900. lan Meis. MLS#1532210

### LOTS TO LOVE IN THIS SPACIOUS VIEW HOME!

new siding and resurfaced driveway draw you in, the scenes unfolding before you capture your heart. Tucked in like an eagle's nest, you have serene views of Port Ludlow's golf course, Mt. Baker and Admiralty Inlet, where ships sail

daily. Enjoy light-filled spaces for daily living! shop, heated driveway. MLS#1507161, \$675K. MLS#11490602, \$858K. Karen Best, Coldwell Pam Begley, Coldwell Banker Best Homes Banker Best Homes 360.301.1710 karen@karenbest.com | cbbesthomes.com

### LUDLOW COVE LIVING NEVER LOOKED SO GOOD!

351 Anchor Lane | Port Ludlow, WA 98365 This former model home is beautifully finished with many extras like a water view and heated bathroom floors. A home for all seasons of life with a main level spa-like master suite and plenty of flex spaces including a keeping room off the kitchen and additional space for guests. MLS#1521002, \$669K, Karen Best, Coldwell Banker Best Homes 360.301.1710 karen@karenbest.com | cbbesthomes.com

### NICE!

102 Argyle Lane | Port Ludlow, WA 98365 When the seller purchased this home the inspector said "this is one of the best crawl spaces I have ever seen - deep, clean and well-engineered." Since then the house has been upgraded even more with new hardwood flooring, a beautiful master suite and other interior features. MLS#1526461, \$474.9K, Karen Best, Coldwell Banker Best Homes 360.301.1710 karen@karenbest.com | cbbesthomes.com

**PORT LUDLOW BEAUTY** 



86 Timber Ridge Dr, Port Ludlow, WA 98365 - Spacious 4 Bd 3.75 Br Timberton Village home's floor-plan features great room, kitchen, utility, formal dining, guest & master suite on main floor. Kitchen has granite counters, new wall oven, new refrigerator and new wine cooler. See virtual tour at www.mysoundbroker.com. Bay Club Membership. MLS# 1551832, \$524.9K. Ruth Gribbin-Schmitt, Coldwell Banker Best Homes. (206) 659-3939, www.mysoundbroker.com

### WATERFRONT CONDO THAT IS PEACEFUL

Private and offers a view of the marina, islands, shorelines, boat traffic, and wildlife. Light-filled 23 Raeburn Ct | Port Ludlow, WA 98365 The floor plan, large outdoor living deck. Large master bedroom with a view of the water. Kitchen with ceramic tile lots of light and a view of the water. On the ground floor level. Resort Amenities: 2 pools, golf, tennis, boating, hiking trails & more. \$405,000 Brian Becker. MLS#1502785

## ASK THE **EXPERTS...**



### Q: As a buyer, should I get a sewer inspection when purchasing a home?

### Δ: The short answer is - Yes!

Generally, homeowners are responsible for repairing or replacing the sewer line from the street to the home should there be an issue. A sewer line video inspection is low cost "insurance" to make sure there is no root intrusion or other blockage that would compromise the sewer line and cause a costly sewage back-up into the home. This is particularly important for homes with mature landscaping and trees. At least two local plumbing companies offer a sewer scoping service, usually at a cost of under \$300.00.



### Home | Awesomeness | Ingenuity | Excellence

### LISTINGS

### ▼ Continued from page 7

### SERENE, QUIET WATER VIEW HOME



120 E Alder, Port Ludlow, WA 98365 - Peace in Paradise! Serene, Beautiful Water Views of the Bay. Access to Community Beach w/Tideland Rights & Boat Launch. 3 lots = view protection. Vacation Home or Rental Income Potential. Rear lot fully fenced. Enjoy amenities close by! Boating, Hiking, Dining, Shopping, Wine & Cideries. MLS# 1553414, \$388,500, Dana Petrick, Coldwell Banker Best Homes. (360) 301-0344, Dana@ DanaPetrickRealtor.com

### **TRI-AREA RESIDENTIAL**

Country cabin sitting on 5 forested acres - it's your own private park! Comfortable two bedroom/one bath which also has a bonus room on the 3rd level accessed by a separate entrance. Bring your creativity and fresh ideas and enjoy the peaceful life. Plenty of room for some serious gardening. Huge Workshop. RV Set-Up. Timber recently surveyed & amp; value established. New roof 9/19. Owner will consider carrying a contract. For the last several years, this has been a rental for the Wooden Boat School. \$325,000. Christine Cray. MLS#1517787

### **ENJOY COMMANDING VIEWS OF THE SHIPPING LANES!**

2378 Oak Bay Rd | Port Hadlock, WA 98339 Enjoy Commanding views of the Shipping Lanes and the Cascade Mountains from this readyto-build-on lot just 2.5 miles south of Port Hadlock. All the utilities are installed or to the lot: Underground power to the lot as well as public water and an installed 3 bedroom off-site septic system. MLS#1522703, \$175K. Karen Best, Coldwell Banker Best Homes 360.301.1710 karen@ karenbest.com | cbbesthomes.com

### NEW PRICE EXTRAORDINARY SOUTH-FACING END-**OF-ROAD HOME**

Chimacum Valley. Custom-milled woodwork from bottom up with oak, cherry, mahogany, ash, pine, fir, teak, and purple heart. Function follows flow with a floor plan and efficiencies that are built with forever in mind. Attention in every detail - well-constructed and loved, this home and land beckons. W Egg & I Home, Land,

Garage/Workshop, "Palapa" Studio, Gardens abundant nature will not disappoint. \$579,000 Teren MacLeod. MLS#1487099

### WELL-KEPT HOME WITH LARGE OPEN FLOOR PLAN

Chef's kitchen has a large island with a prep sink. Big garden window over the kitchen sink. Kitchen nook is a great place for morning coffee. Spacious living room has sliding doors to the nicely landscaped and private back yard. Formal dining room. Roomy master bedroom has a walk-in closet and en-suite bath with walk-in shower. Large utility room with plenty of counter space. 2 car garage. Home at the end of the road cul-de-sac. Home is on leased land. \$235,000 Terry Smith. MLS#1530849

### **MARROWSTONE RESIDENTIAL**

### 2.5 Sunny Acres of Marrowstone

Wildlife abounds on this sunny 2.5+ acre homestead. This wonderful cedar shingle home has an open floor plan with a wood stove in the center. Large master bedroom & oversized tub. Office area/guest space. Many upgrades including Brazilian cherry floors, new bathroom vanities & tile. 30 x 30 heated shop, art studio and hobby room with new 3 piece bathroom. Bring your horses and ride along East Beach. Harvest fruit & vegetables from the garden & fruit trees. Enjoy life on Marrowstone! MLS#1529204, \$469,000. Nicole Blasucci, John L. Scott PT, 360-385-4115.

### **ARCHITECTURALLY DESIGNED HOME**

Architecturally designed home takes in the expansive Puget Sound & Mount Baker to Mount Rainier views. Even the chef's kitchen looks out at a spectacular view & is designed to be part of the central entertaining/family room with toasty propane fireplace. Formal living room and dining room. Adjacent water side deck/ patio for outside entertaining. Unique 6 sided office can double as spare BR. Upper level master BR suite. Separate shop/studio. East beach no bank water front park just up the street. MLS#1484455, \$885,000. Richard Hild, John L. Scott PT, 360-385-4115.

### **OUT OF AREA RESIDENTIAL**

### **POTENTIAL VIEWS OF MT. RAINIER & HOOD CANAL!**

630 Green Mountain Lane | Brinnon, WA 98320 Private, quiet paradise. One bedroom one bath On diverse acreage in the western-heart of the home with an adjoining cabin with its own bedroom and bathroom. Gas Range & gas heat in the house. 4 bay tall shop. 5 separate complete RV hookups. RV carport on 5 acres. Relaxation, privacy and guiet. Adorned with giant ferns and Rhododendrons. MLS#1506370, \$349.9K. Tim Horvath, Coldwell Banker Best Homes 360.531.0980 timohorvath@hotmail.com