

KELLY GADDIS & MIA PONCE

TEAM CAPABILITIES BOOKLET

KIDDER.COM



WE SPECIALIZE IN *LEASING RETAIL* FOR MIXED-USE PROPERTIES

KELLY GADDIS
Senior Vice President



Kelly is a commercial real estate professional specializing in retail, restaurant/hospitality landlord and tenant representation, triple-net leasing, and owner-user and investment property acquisitions.

MIA PONCE
Senior Associate



Mia Ponce is a senior associate at Kidder Mathews specializing in restaurant and retail properties. She has extensive experience in the restaurant and hospitality industry, having spent nearly two decades in fine dining restaurants around the world.

Our deep understanding of local markets, strong relationships with tenants and brokers, and extensive experience across diverse industries create a winning formula for success. This approach allows us to match your retail space with the most suitable, creditworthy tenants—maximizing rental income while enhancing the value and appeal of the office or residential components of your project.

SPECIALIZING IN RETAIL SPACES

Landlord / tenant representation

Institutional landlord representation

Hospitality, Food and Beverage development, leasing and tenant representation

Retail leasing and development consulting

Lease renewals

Location and submarket analysis

Opinion of value

Customized marketing campaign development

MIXED-USE RETAIL PROPERTIES PORTFOLIO



ONNI SLU

1120 Denny Way
Seattle, WA



OWNER



CITY CENTER BELLEVUE

500 108th Ave NE
Bellevue, WA



OWNER



COLUMBIA CENTER

701 5th Ave
Seattle, WA



GAW CAPITAL

OWNER



COPAL

1525 132nd Ave NE
Bellevue, WA



OWNER



ASTRA HOTEL

300 Terry Ave N
Seattle, WA



STANFORD HOTELS

OWNER



400 UNIVERSITY

400 University St
Seattle, WA



OWNER



SITELINE

223 Taylor Ave N
Seattle, WA



OWNER



THE MERCER

7650 SE 27th St
Mercer Island, WA

*Dollar
Development*

OWNER



TAVIN

8511 15th Ave NW
Seattle, WA



OWNER

DELIVERING *RESULTS* & EXCEEDING EXPECTATIONS

Whether you're a landlord, tenant, buyer, or seller, our deep expertise in the Seattle regional markets—backed by Kidder Research—allows us to deliver unmatched retail analysis, strategic advice, and dedicated advocacy. Our team brings a proven track record of successful transactions across core-downtown Seattle and Bellevue, major shopping centers, single-tenant properties, and nearly every retail category throughout most local tertiary markets.

SELECT LANDLORD CLIENTS



SELECT TENANT CLIENTS



CLIENT *TESTIMONIALS*



"I have had the distinct pleasure of working with Kelly Gaddis and his team on several high-profile mixed-use commercial retail lease-up projects where he acted as both a tenant and landlord rep. Kelly is particularly well connected in the local food and restaurant scene, successfully procuring numerous well qualified and respected restaurateurs to our projects. He is a pleasure to work with and would recommend him and his team to others."

PARKER NICHOLSON
Senior Managing Director
Legacy Partners



"Kelly Gaddis has been a valuable partner on several of our retail projects, representing both Regency Centers and tenants. His strong local market insight, ties to the community and ability to secure top-tier tenants have played a key role in our revival at Melrose Market. Kelly and his team are professional, responsive, and a pleasure to work with - I highly recommend them."

ROB MORRIS
Senior Leasing Agent
Regency Centers



"Kelly has exceptional knowledge and relationships with Tenants and Owners. He has provided significant value to us by providing guidance on space design, input on creative deal terms and ultimately connecting us with tenants that have increased the vibrancy and financial returns for the retail within our projects."

KIM FAUST
Co-President & CDO
Main Street Property Group, LLC



"Working with Kelly Gaddis was a game-changer for ESR. As someone who has personally opened and operated restaurants, Kelly brings a rare broker perspective from real world experience. From lease negotiations, space planning to analyzing flow, he evaluates every property with the sharp eye of a seasoned restaurateur. His input was critical in identifying locations that aligned with our vision and operational needs, and he played an instrumental role in our growth. Kelly's expertise isn't just helpful—it's indispensable."

STEVEN HOOPER
CEO
Ethan Stowell Restaurants

CLIENT *TESTIMONIALS*



"Deals are often constantly changing and Kelly's ability to navigate complex situations is exceptional. Kelly knows the Seattle/Bellevue/Tacoma areas better than anyone!"

DANIEL TWETEN
President
Sound Family Restaurants



"From day one, Kelly Gaddis was professional, responsive, knowledgeable and very easy to work with. Kelly is a great communicator and will keep you informed at every step of the deal. I love working with him"

JAMES WEIMANN
Co-Founder
Yes Parade Restaurant Group



"Kelly has an exceptional understanding of the local commercial real estate market, but more importantly the needs and requirements of hospitality and food and beverage tenants. Kelly consistently knows how to identify the right tenant for the right space and that helps ensure long term, successful relationships."

BORIS CASTELLANOS
Manager
Allegra Properties



"Our new restaurant project was floundering until Kelly entered the equation. His insight, professionalism and knowledge enabled us to land a prime spot for Valentina's wine bar. Kelly's negotiation skills also secured us a fantastic deal on the property. He's a true professional and someone you want on your side."

GARRY MONTAG
Owner
Stowaway Wine Bar

DEDICATED MARKETING

Kidder Mathews has an award-winning, in-house marketing team that provides a full suite of creative services.

Project branding

Web design & development

Print collateral development
(offering memorandum, flyer, etc.)

Email marketing

Advertising

Real Capital Markets investment
platform partnership

THE EDGE IN YOUR MARKET

For over 55 years, our clients have gotten the best of both worlds — independent counsel from trusted experts, working as part of the largest fully independent commercial real estate firm in the Western US.

Our team boasts over 900 local market specialists and top-producing professionals – serving out of 19 offices across six states. The expertise of each local office is reinforced by the relationships, intelligence, and experience of our entire firm.

YOU HAVE OUR UNDIVIDED ATTENTION

We're structured to focus our professionals' energy on delivering the best outcome for your business. That individual attention, buoyed by deep expertise, is what sets us apart, ensuring we deliver results. This is a major reason many of our client relationships are in their third decade.

WE DON'T JUST KNOW THE MARKET, WE DRIVE IT

It's no secret that having a team deeply embedded in your market gives you the edge. Our professionals deliver insights that go beyond data and identify unexpected avenues for growth. This ensures our clients are armed to capitalize on market trends in the most competitive real estate markets in the Western U.S.

We offer a complete range of brokerage, appraisal, asset services, consulting, and debt and equity finance services for all property types.



COMMERCIAL BROKERAGE

\$9B

AVERAGE ANNUAL
TRANSACTION VOLUME

510+

NO. OF BROKERS

ASSET SERVICES

58M+ SF

MANAGEMENT PORTFOLIO SIZE

850+

ASSETS UNDER MANAGEMENT

VALUATION ADVISORY

2,400

AVERAGE ANNUAL ASSIGNMENTS

39/24

TOTAL NO. OF APPRAISERS/MAI'S

MARKET DOMINANCE

GREATER SEATTLE

TOP BROKERAGE FIRMS BY SALE VOLUME

Office, industrial, and retail transactions over the past three years.

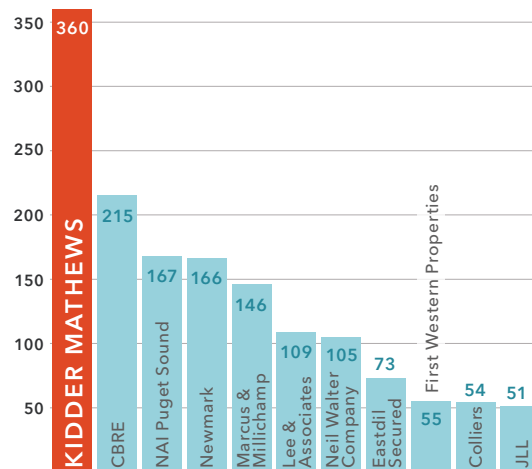


360

TRANSACTIONS

20.1%

MARKET SHARE



TOP BROKERAGE FIRMS BY LEASE VOLUME

Office, industrial, and retail transactions over the past three years.

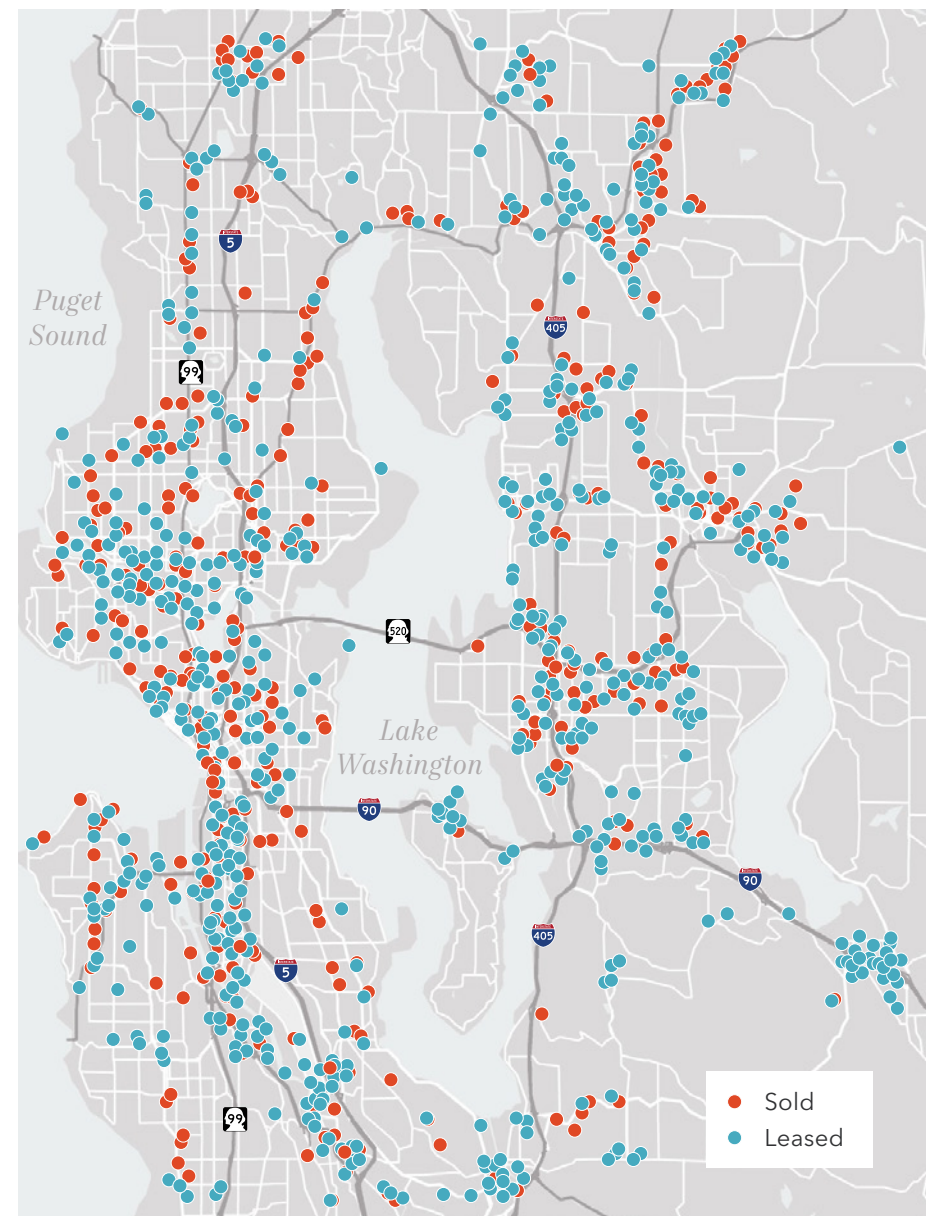
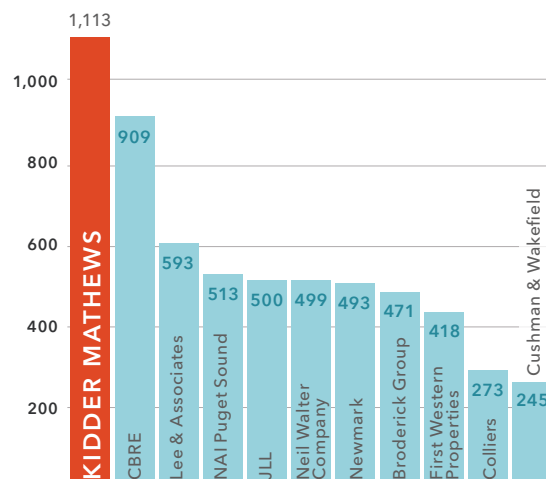


1,113

TRANSACTIONS

15%

MARKET SHARE



Data Source: 2024 CoStar



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