

ADVISORY SERVICES

PUGET SOUND INDUSTRIAL REAL ESTATE

 Kidder
Mathews

PRESENTATION AGENDA

01 WHO AM I?

02 WHY AM I THE
RIGHT ADVISOR?

03 WHY KIDDER
MATHEWS?

Presented by

Matt McLennan, SIOR, CCIM

Executive Vice President, Shareholder

WHO AM I?

Kidder Mathews Northwest Industrial Specialists



Matt McLennan, SIOR, CCIM
EXECUTIVE VICE PRESIDENT

Role
Pacific NW industrial market/tenant tracking; strategic planning & implementation; tenant/broker interaction; local, regional & national focus

BROKERAGE

Brian Hatcher
President & COO

460+ brokers
21 offices in Washington, Oregon, California, Nevada, and Arizona

ASSET SERVICES

Paul Klink
President, Asset & Client Services

Erin French, CPM, CCIM
COO, Asset Services

42 property managers
62M s.f. managed
\$11B assets managed value
850+ assets managed

VALUATION ADVISORY

Brian Hatcher
President & COO

Andy Robinson
Managing Director, PNW

51 appraisers
24 MAIs
2,600+ assignments annually

MARKETING & COMMUNICATIONS

Karen Benoit
Executive Vice President

BROKERAGE SUPPORT

Dana Klein
VP, Brokerage Operations
PNW & Southwest

KIDDER MATHEWS OVERVIEW

With 900 professionals and staff, your local Kidder Mathews office is reinforced by the collective experience of our expansive network. This allows our professionals to leverage established relationships and insider knowledge to create successful results for our clients, either locally or across multiple markets.

COMMERCIAL BROKERAGE

460+

BROKERS

\$10.7B

ANNUAL TRANSACTION
VOLUME

43M+

ANNUAL
LEASING SF

49M+

ANNUAL
SALES SF

VALUATION ADVISORY

2,600+

APPRAISALS
ANNUALLY

51/24

TOTAL NO.
APPRAISERS/MAI'S

ASSET SERVICES

64M+

MANAGEMENT
PORTFOLIO SF

\$11B+

ASSETS UNDER
MANAGEMENT

Our Services

Brokerage

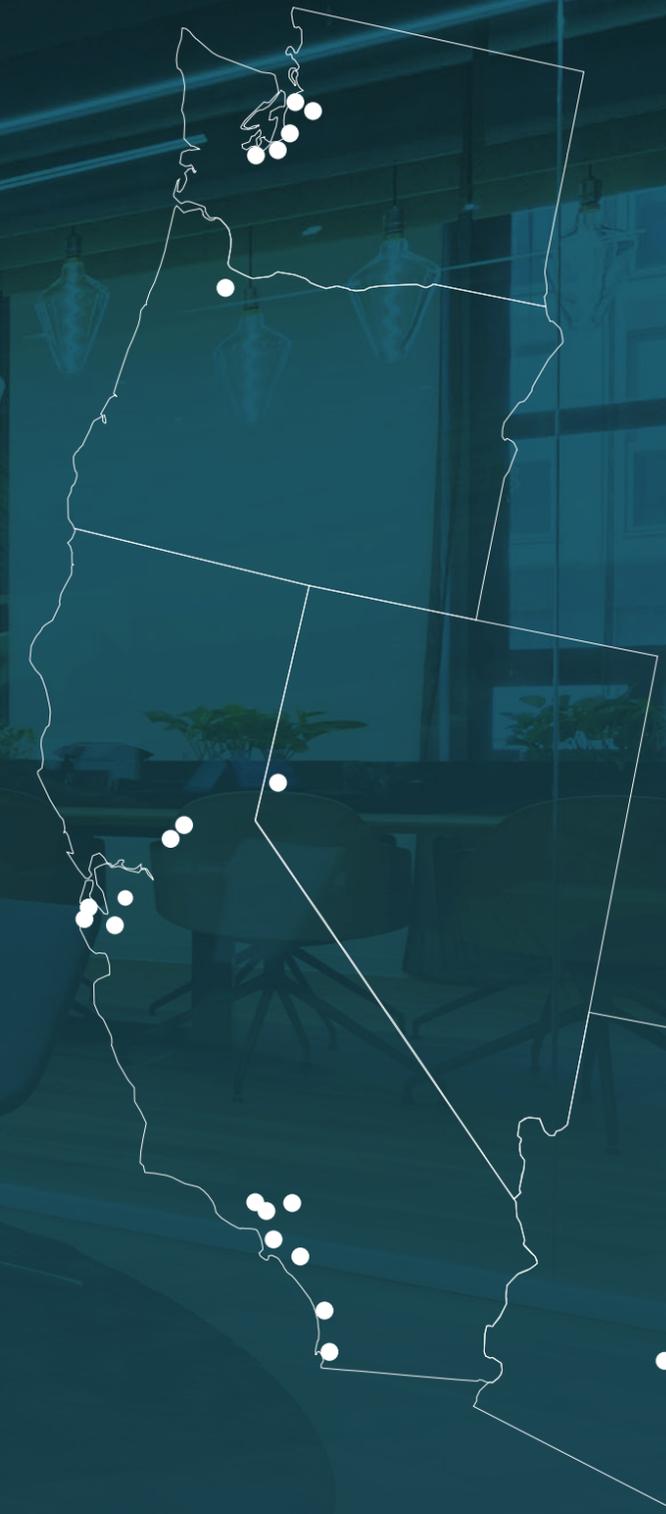
Asset Services

Valuation Advisory

Consulting

Debt & Equity

Construction
Management



DEEP PUGET SOUND INDUSTRIAL EXPERIENCE

Matt McLennan, SIOR, CCIM has deep commercial real estate and local market expertise to help you navigate any needs your business may have.

My platform of services include investment sales; new lease negotiations; lease renewal and renegotiation; lease vs. own scenarios; occupancy and operational cost analysis; site evaluation; demographic and market analysis; space planning; and negotiating tenant improvement allowances.

145

NO. OF
TRANSACTIONS

2.33M

SQUARE FEET

312

ACRES OF LAND

\$892M

TOTAL VOLUME

SELECT CLIENTS

American Realty Advisors

Bridge Industrial

Champion Windows and Doors

CURT Manufacturing

Diono

Farwest Sports

Lift Patners

Panattoni Development Co.

Peak Design

Prologis

Provisioners

Muckleshoot Indian Tribe

Rush Companies

Seattle Safety

TA Realty

WPT REIT



WHY AM I THE
RIGHT ADVISOR?

BENEFIT OUTLINE

SIOR & CCIM accreditations - highest recognized in the industry

Commitment of team member(s) being present on every tour & meeting

Accurately convey the project's vision & message

Increased exposure / reach through relationship with general industrial industry

Strong broker relationships & ability to best match personalities with competitive brokers

Leverage Kidder Mathews' market presence and market activity knowledge

Easy to do deals with

Motivated and energized

Provide both tenant & landlord perspective

PNW LANDLORD EXPERIENCE

BRIDGEPOINT TACOMA 2MM



PUGET SOUND WEST



PLD MUCKLESHOOT IC



PEAK 410



COMPASS POINT INDUSTRIAL



SUMNER 167



WPT REIT



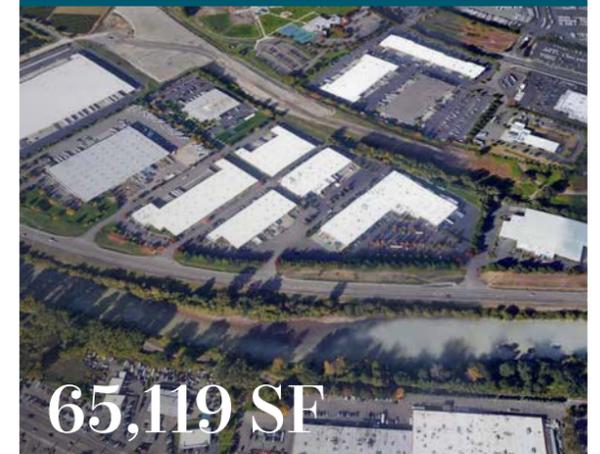
CANYON 160



FENNEL CREEK PHASE II



919 N LEVEE



PNW RECENT LEASE TRANSACTIONS



**CURT
MANUFACTURING**

251,500 SF
at 6546 20th St E



PROVISIONERS

137,847 SF
at 7011 S 188th St



PROVISIONERS

97,536 SF
at 7901 S 190th St



DIONO

93,540 SF
at 14810 Puyallup St



WINEBOW

63,500 SF
at 7620 S 192nd St



**STRATUS
SURFACES**

83,540 SF
at 19014 64th Ave S

SELECT LANDLORD & TENANT REPRESENTATION



SUCCESS STORIES



PROVISIONERS WAREHOUSE AND TRANSPORTATION

Seattle, WA

Square Feet	352,000
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Major Accomplishment

Matt exclusively represents Provisioners on their Puget Sound industrial real estate requirements. Provisioners recently completed the successful new lease of their third distribution center lease in the Puget Sound Region, adding 137,000 SF to their existing 215,000 SF footprint in the region. Provisioners continues to expand their operations in Washington and in the global marketplace through organic growth and strategic real estate decisions.



KENTWOOD INDUSTRIAL PARK

Seattle, WA

Acreage	4.44
Sale Price	10.14M

Major Accomplishment

Matt assisted the longtime owners of Kentwood Industrial Park in selling the property for 85% above seller's expected sale price, ensuring it received top value in the marketplace. By running a formal sale process, Kidder Mathews was able to solicit six legitimate offers, all above asking price. After a short review period, a buyer was selected and the goal of closing the sale before year-end was achieved. The sale price reflected a new record for land sale in Kent Valley, at \$62.50 per square foot.



UTILITY TRAILER SALES OF WASHINGTON

Auburn, WA

Acreage	9.03
Sale Price	22M

Major Accomplishment

Matt assisted Utility Trailer Sales of Washington in acquiring a new property to grow its business while conducting a sale/leaseback of its existing facility at record land pricing. Kidder Mathews was able to successfully identify a viable replacement property for the Auburn facility. Once under contract, the Kidder Mathews team worked closely with the client to prepare the new property as a suitable replacement. They ran a sale process on the existing Auburn facility, yielding multiple offers, and eventually a buyer was selected. The transaction was closed before year-end at record pricing for the submarket – \$71.18 per square foot and a record-low cap rate of 3.65%.

RECENT TEAM SALES



Price \$22,000,000
Size 9.03-acre industrial site



Price \$10,140,000
Size 4.44-acre industrial site



Price \$5,750,000
Size 41,142 SF industrial campus



Price \$5,250,000
Size 28,000 SF industrial campus



Price \$3,550,000
Size 25-acre industrial site



Price \$3,450,000
Size 16,840 SF industrial building

WHY KIDDER MATHEWS?



REFERENCES

INSTITUTIONAL OWNERS

 PROLOGIS WAREHOUSE AND TRANSPORTATION SERVICES	BEN BRODSKY PROLOGIS benbrodsky@prologis.com 5900 Airport Way S, Ste 300 Seattle, WA 98108 206.414.7610	 PANATTONI	BART BYRNESTAD PARTNER bbrynstad@panattoni.com 1821 Dock St., Ste 100 Tacoma, WA 98402 206.248.0280	 BRIDGE	JUSTIN CARLUCCI BRIDGE DEVELOPMENT jcarlucci@bridgedec.com 10655 NE 4th St., Ste 212 Bellevue, WA 98004 603.340.3507	 Lift Partners	MATT BEAN LIFT PARTNERS mbean@liftp.com 222 Kearny St., Ste 600 San Francisco, CA 94108 650.862.4170
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TENANTS

 PROVISIONERS WAREHOUSE AND TRANSPORTATION SERVICES	BRANDON RANGELOFF PROVISIONERS brandon@provisionerswarehouse.com 7901 S 190th St. Kent, WA 98032 425.251.4977	 SEATTLE SAFETY	JON DEEX jondeex@seattlesafety.com 4205 B St. NW Auburn, WA 98001 425.518.0023	 STRATUS SURFACES	PETER PENTEL STRATUS SURFACES peterp@stratussurfaces.com 6015 6th Ave S, Bldg B Seattle, WA 98108 206.763.0988	 diono	JASON GREENWOOD DIONO j_gwd@diono.com 14810 Puyallup St. Sumner, WA 98390 253.268.2500
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COMPETITORS

 KBCADVISORS	MATTHEW J. WOOD KBC ADVISORS matt.wood@kbcadvisors.com 5628 Airport Way S, #238 Seattle, WA 98108 206.741.1030	 NAI Puget Sound Properties	ARIE SALOMON, SIOR, CCIM NAI PUGET SOUND PROPERTIES asalomon@nai-psp.com 10900 NE 8th St., Ste 1500 Bellevue, WA 98004 425.586.5600	 JLL	DAVID CAHILL JLL david.cahill@am.jll.com 601 Union Ave, Ste 2800 Seattle, WA 98101 206.607.1700	 NEWMARK	CAM WARREN NEWMARK cam.warren@nmrk.com 10900 NE 4th St., Ste 1430 Bellevue, WA 98004 425.362.1400
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Matt McLennan, SIOR, CCIM

Executive Vice President, Shareholder
253.722.1458
matt.mclennan@kidder.com

KIDDER.COM



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