



CRAMER FOSTER

Senior Vice President, Shareholder

Cramer Foster joined Kidder Mathews in 2012 specializing in commercial retail leasing and investment sales in the Puget Sound region. In 2013, Cramer was awarded with the distinguished Kidder Mathews Rookie of the Year Award for being the highest grossing first year broker company-wide. With a fundamental understanding of acquisitions, retail development, leasing, disposition, and investment sales, Cramer assists his clients in maximizing returns and increasing property values. His expansive network and distinctive approach continually proves valuable to his clients as they become aware of investment opportunities, or active tenants, long before other investors or landlords. Through Cramer's various contacts including ICSC, CBA, and Washington State Commercial Association of REALTORS, he has established a presence in the national and regional investment and retail communities.

EDUCATION

Cramer graduated from the University of Washington in 2011, with a B.A. in Political Science: Political Economy and American Indian studies. He was also a member of Theta Chi fraternity.

AREAS OF FOCUS

SINGLE-TENANT BLUE CHIP INVESTMENTS: Representing buyers and sellers of single tenant, NNN leased, credit-signature properties with tenants such as: Jack in the Box, McDonald's, DaVita, Fresenius, AutoZone, O'Reilly Auto Parts, Comfort Dental, WSECU, Key Bank and Starbucks.

Full-scope leasing of retail properties to 100% occupancy to maximize landlord and investor returns.

TENANT REPRESENTATION: Site identification, demographic studies, leasing, and acquisitions for national and regional tenants including Denny's, Harbor Freight Tools, Washington State Employees Credit Union, Kitsap Bank, The Wave Car Wash, Dick's Drive-In and Humana.

NOTABLE ASSIGNMENTS

UNIVERSITY OF WASHINGTON-TACOMA: Renovation, acquisitions and transformation of over 3 square block area on Downtown Tacoma Campus consisting of design consulting, leasing and acquisitions, and property management modification.

POINT FOSDICK SQUARE - GIG HARBOR, WA: Exclusive leasing broker for 186,000 square foot grocery anchored retail center developed by Property Development Centers in 2013. Responsible for initial lease-up. Anchored by Safeway, Kohl's, and Michaels.

DOMINO'S PIZZA: Exclusive tenant representation to the four largest Domino's Pizza franchisees in Washington State. Successfully helped select sites and negotiate leases on over 10 new concept locations in Puget Sound between 2012 and 2013.



SELECT CLIENT LIST

- Absolute Mortgage
- ASPI Group
- Denny's
- Dick's Drive-In
- Gravity Coffee Co
- Harbor Freight Tools
- Harsch Investment Properties
- HNN Associates
- Humana
- King County
- Kitsap Bank
- Nisqually Indian Tribe
- Pho Than Brothers
- Rhino Investments
- TAPCO Credit Union
- The Wave Car Wash
- WSECU



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RECENT NOTABLE TRANSACTIONS - SALE

November 2018: \$13,650,000 investment sale of 128,695 SF multi-tenanted Olympia Square North & South Shopping Center anchored by Albertson's & Ross in Olympia, WA.

November 2020: \$8,600,000 - investment sale of the 32-unit Kensington Townhomes in Tumwater, WA.

November 2016: \$7,780,000 - investment sale of 22,485 SF multi-tenanted Belfair Valley Plaza anchored by Safeway in Belfair, WA.

March 2021: \$4,925,000 - NNN investment sale of single tenant Jack in the Box in Seattle, WA

May 2014: \$4,250,000 - investment sale of 12,605 SF multi-tenanted retail center at 176th & Meridian in Puyallup, WA.

May 2017: \$3,970,000 - investment sale of 19,056 SF multi-tenanted 38th Street retail center in Tacoma, WA.

March 2017: \$3,850,000 - investment sale of 37,582 SF former Pacific First Federal office building in Tacoma, WA.

December 2015: \$3,250,000 - investment sale of 50,913 SF multi-tenanted Marineland Village retail center in Kennewick, WA.

April 2018: \$3,000,000 - represented Dick's Drive-In on the acquisition of ±9 acres for their new location on 240th and Pacific Highway in Kent, WA.

April 2016: \$2,915,000 - investment sale of 21,000 SF multi-tenanted Center Street Plaza in Tacoma, WA.

June 2020: \$2,750,000 - Disposition of ±7 acres of surplus property for Dick's Drive-In in Kent, WA.

July 2020: \$2,500,000 - investment sale of 26,350 SF Perkins II Office Building in Lakewood, WA.

October 2018: \$2,475,000 sale of 23,162 SF office/retail building located at 4218 S Steele St, Tacoma, WA.

June 2016: \$2,300,000 - investment sale of 13,857 SF multi-tenanted Bridgeport Gardens retail center in University Place, WA.

August 2015: \$2,225,000 - 20 year sale/lease back investment sale of 5,400 SF Denny's in Spanaway, WA.

RECENT NOTABLE TRANSACTIONS - LEASE

2016 to Current - represented Harbor Freight Tools in nine lease transactions totaling more than 150,000 SF

2016 to 2020 - represented Gravity Coffee on sixteen lease transactions for drive-thru coffee locations

October 2020- represented WSECU on forty-year ground lease in Spokane, WA

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