



# WILL FRAME

## Executive Vice President, Shareholder

Will Frame, executive vice president and shareholder, specializes in office sales and leasing in the Puget Sound region. With an expansive network, knowledge, and understanding of the office and healthcare market, Will is able to provide valuable intel to his clients. His ability to prospect the market benefits his clients tremendously, as he becomes aware of potential investments opportunities, or soon-to-be active tenants, long before other investors or landlords. Will's relentless work ethic allows him to maximize his client's success across the entire real estate process, from cold calling to maximizing returns and increasing building value.

Since Will began his brokerage career he has been involved in over 5 million square feet of real estate transactions at a total volume of more than \$555 million.

Will was awarded the "Big Hitter" Award 2018-2019 & 2021-2022 as one of the companies' top producers.

### EDUCATION

Will graduated from Washington State University's Carson School of Business with a B.A. in accounting.

### NOTABLE REPRESENTATIVE SALE TRANSACTIONS

- \$78,000,000 owner/user acquisition on behalf of BECU - 400,000 SF
- \$41,250,000 investment acquisition on behalf of MJR Development - 195,000 SF
- \$40,000,000 investment sale on behalf of BECU - 187,000 SF
- \$25,250,000 investment acquisition on behalf of ANCHOR Health - 43,000 SF
- \$19,000,000 investment sale on behalf of BECU - 85,000 SF
- \$16,550,000 investment sale on behalf of Transpacific Investments - 115,000 SF
- \$15,330,000 investment acquisition on behalf of Interurban Development - 180,000 SF
- \$13,100,000 acquisition on behalf of Federal Way School District - 100,000 SF
- \$12,850,000 investment acquisition on behalf of MB Real Estate - 78,000 SF
- \$12,500,000 investment sale on behalf of PF Financial Services - 93,000 SF
- \$11,625,000 owner/user acquisition on behalf of Heritage Bank - 76,000 SF
- \$11,500,000 investment acquisition on behalf of Berschauer Group - 50,000 SF
- \$10,150,000 investment sale on behalf of MCR Developement - \$25,000 SF
- \$9,895,000 investment sale on behalf of Smartcap Group - 41,900 SF
- \$7,000,000 acquisition on behalf of Washington Gastroenterology - 32,732 SF
- \$6,950,00 investment sale on behalf of Westsound Orthopaedics - 19,200 SF
- \$6,000,000 investment sale on behalf of Smartcap Group - 30,000 SF

### SELECT CLIENT LIST

- Alco Properites
- American Red Cross
- American Oncology
- Anchor Health Properties
- BECU
- Berschauer Group, Inc
- Builder's Capital
- Brown & Brown Insurance
- Cascade Eye & Skin
- CenturyLink
- Clise Properties
- ColRich
- Commencement Bank
- Digestive Health Specialists
- Federal Way Public Schools
- Fresenius Medical Care
- Harsch Investments
- Healthcare Realty Trust
- Heritage Bank



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 Suite 1400  
 Tacoma, WA 98402



## NOTABLE REPRESENTATIVE LEASE TRANSACTIONS

Represented Propel in the 50,000 SF lease at 1201 Pacific, Tacoma

Represented X2Capital in the 46,000 SF lease to Multicare at 1313 Broadway, Tacoma

Represented Rush Properties in the 31,000 SF Lease to Multicare at the Capital Medical Center, Olympia

Represented NWMS in the 30,000 SF BTS at the Meridian Medical Campus, Puyallup

Represented Washington Gastroenterology in the 25,000 SF lease at Allenmore Plaza I & II, Tacoma

Represented Rosen - Harbottle in the 22,000 SF Consumer Direct at ECCP IV, Federal Way

Represented Builder's Capital in the 20,000 SF lease at South Hill Benaroya, Puyallup

Represented GI Alliance in the 15,000 SF lease at The Maplewood Building, Federal Way

Represented Unico Properties in the 15,000 SF lease to New York Life Insurance at 1201 Pacific Avenue, Tacoma

Represented PF Financial in the 13,000 SF lease to Northwest Hardwoods at 1313 Broadway, Tacoma

Represented Key Bank in the 12,000 SF lease to Trusteed Plans Service Corporation at 1101 Pacific Avenue, Tacoma

Represented Brown & Brown Insurance in the 12,000 SF lease at Horizon Pacific Center, Tacoma

Represented Transpacific Investments in the 11,500 SF lease to Kaiser at the Tacoma Mall Office Building, Tacoma

Represented Heritage Bank in the 11,000 SF lease at First American Plaza, Tacoma

Represented Clise Properties in the 8,500 SF lease to Multicare at Allenmore Plaza I, Tacoma

Represented Clearchoice Dental in the 7,800 SF lease at The Centre, Federal Way

Represented Rosen - Harbottle in the 7,800 SF lease to Pediatrics NW at Fountain Plaza, Federal Way

Represented Nippon Dynaware in the 6,000 SF lease at East Campus Corporate Park I, Federal Way

J Squared Investments

LBA Realty

LNR Partners

Meridian Investments

MJR Development

Names Family Foundation

NW Medical Specialities

OMNI Properties

Pace Dermatology

Panattoni Development

Physicians Realty Trust

PMB Realty

Power Property Consultants

Propel Insurance

Puyallup Dermatology

Puyallup Surgical Consultants

Rainier Hematology & Oncology

Rosen - Harbottle

Rush Companies

Smart Cap Group

Stephen C. Grey & Associates

Transpacific Investments

Unico Properties

Washington Gastroenterology

Western Washington Endoscopy Centers

X2 Capital

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## REFERENCES

### Anchor Health Properties

**ELLIOTT SELLERS**

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1607 22nd St, NW  
Washington, DC 20008

### Washington Gastroenterology

**NICK GORALSKY**

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Tacoma, WA 98405

### Unico Properties

**LIZ THORSON**

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1215 Fourth Ave, Suite 600  
Seattle, WA 98161

### Clise Properties

**ED LUERA**

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1700 Seventh Ave, Suite 1800  
Seattle, WA 98101

### Healthcare Realty

**CASEY PILEGGI**

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1370 116th Ave NE, Suite 210  
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### Rush Companies

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