



WILL FRAME

Senior Vice President, Shareholder

Will Frame, senior 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 2,000,000 square feet of real estate transactions at a total volume of more than \$300,000,000.

Will was awarded the 2018 "Big Hitter" Award after finishing the year as one of the company's top producers.

EDUCATION

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

NOTABLE REPRESENTATIVE SALE TRANSACTIONS

- \$40,000,000 investment sale on behalf of BECU - 187,000 SF
- \$16,550,000 investment sale on behalf of Transpacific Investments - 115,000 SF
- \$13,100,000 acquisition on behalf of Federal Way School District - 100,000 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
- \$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
- \$5,600,000 value-add disposition on behalf of LBA Realty
- \$5,500,000 investment sale on behalf of TMB Associates - 47,000 SF
- \$4,400,000 acquisition on behalf of Buy Rentals, LLC - 50,000 SF

SELECT CLIENT LIST

- AHBL Engineers
- Anchor Investments
- BECU
- Berschauer Group, Inc
- Brown & Brown Insurance
- Car Pros
- Carter Validus
- CenturyLink
- Clise Properties
- ColRich
- Digestive Health Specialist
- Federal Way Public Schools
- Harsch Investments
- Healthcare Realty Trust
- Heritage Bank
- LBA Realty
- LNR Partners



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NOTABLE REPRESENTATIVE LEASE TRANSACTIONS

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

Represented Northwest Medical Specialties in the 30,000 SF BTS in the Meridian Medical Campus, Puyallup

Represented Northwest Medical Specialties in the 30,000 SF build-to-suit at the Meridian Medical Campus in Puyallup developed by Rush Construction

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

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 in Downtown Tacoma

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

Represented Zenith West in their 12,000 SF lease at 31 Montana, Tacoma

Represented Brown & Brown Insurance in their 12,000 SF lease at Horizon Pacific Center, TacomaA

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

Represented Heritage Bank in their 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 their 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 Rosen - Harbottle in the 6,750 SF lease to Northwest Kidney Centers at Fountain Plaza II, Federal Way

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

Represented Tenth & East Main, LLC in their 9,000 SF lease to Multicare Health Systems at 1004 East Main, Puyallup

Represented Western Washington Endoscopy Center in their 4,600 SF lease at the Medical Pavilion, Federal Way

Meridian Investments

MJR Development

Names Family Foundation

NW Medical Specialties

OMNI Properties

Physicians Realty Trust

PMB Realty

Power Property Consultants

Proliance Surgeons

Propel Insurance

Puyallup Surgical Consultants

Rainier Hematology & Oncology

Rosen - Harbottle

Rush Companies

Smart Cap Group

Stephen C. Grey & Associates

Transpacific Investments

Unico Properties

Vista Pacific Group

Washington Gastroenterology

Western Washington Endoscopy Centers

X2 Capital

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REFERENCES

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