



# ROSS KLINGER

**Executive Vice President, Shareholder**  
**Commercial Real Estate Investment Sales**

Ross Klinger specializes in commercial investment sales, owner-user sales and land sales of apartment, office, hotel, storage, retail land in Seattle/Bellevue core. He is an expert in the development entitlement process with knowledge of zoning.

## AFFILIATIONS & MEMBERSHIPS

**MEMBER** Commercial Brokers Association (CBA)

**MEMBER** Washington State Commercial Association of Realtors (WSCAR)

## EDUCATION

**BA** in Business, Management Information Systems from Washington State University

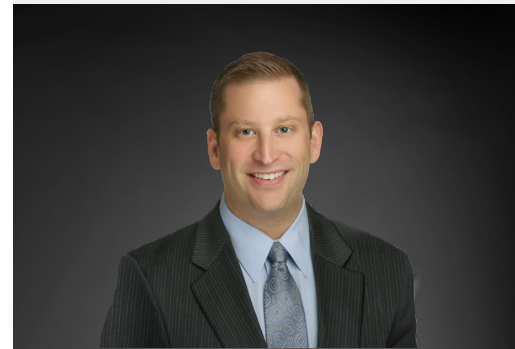
## REPRESENTATIVE TRANSACTIONS

Ross has listed and sold commercial investment properties and land sales totaling over \$900,000,000. A brief summary of these transactions follows:

- \$72,000,000:** Twin tower 440' high rise entitled for 953 residential units in the Denny Triangle neighborhood of Seattle, WA
- \$60,000,000:** Twin tower 440' high rise site entitled for nearly 1,000,000 SF of condominiums called Seattle House
- \$53,400,000:** Bellevue Galleria - a 542,443 SF mixed-use building in Bellevue, WA
- \$47,000,000:** Pacific Plaza - a 137,349 SF class A office bldg in downtown Bellevue CBD, Bellevue, WA
- \$47,000,000:** High-rise development site on a full city block in Seattle, WA
- \$39,300,000:** 2.62 acre Bellevue Cadillac office development site in downtown Bellevue, WA
- \$32,500,000:** High-rise condominium tower development site 1 block to Pike Place Market called The Chromer Building in Seattle, WA
- \$25,000,000:** 440' high-rise residential land sale of raw land to a foreign buyer in the Denny Triangle in Seattle, WA
- \$21,100,000:** 1001 Broadway - a 71,000 SF medical office covered land play that is now called the Danforth in Seattle, WA
- JOINT VENTURE:** Entitled high-rise at 600 Wall St. to Vanke which is now called Spire in Seattle, WA
- \$18,500,000** Apartment building with 145 units in Seattle, WA
- \$17,100,000:** Entitled high-rise condominium site with a cantilever near Pike Place Market now called the Emerald in Seattle, WA

## SELECT CLIENT LIST

- Alexandria Real Estate
- Benaroya Companies
- BRE Properties, Inc.
- Chatham Lodging Trust
- CitizenM Hotels
- Columbia West Properties, Inc.
- Concord Pacific
- Continental Properties
- Diamond Parking
- Equity Residential
- Gerding Edlen
- Goodman Real Estate
- Holland Residential
- Lennar
- Lionstone Group
- MacFarlane Partners
- Mack Urban



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**REPRESENTATIVE TRANSACTIONS CONTINUED**

- \$16,700,000:** 298 unit apartment development site on a full city block in South Lake Union on Dexter Ave N now called Leeward in Seattle, WA
- \$16,250,000:** 15th and Market in Ballard, WA office development site with 240,000 SF
- \$16,200,000:** Stabilized multi-tenanted office & marina building in South Lake Union that sold at a 5.2% cap rate, Seattle, WA
- \$16,000,000:** Fully entitled 400' development site now called Tower 12 at 2015 2nd Ave in Pike Place Market, Seattle, WA
- \$15,400,000:** Hart Crowser Bldg - a 56,591 SF office bldg on Lake Union sold to a User, Seattle, WA
- \$14,950,000:** High-rise condo development site in the Denny Triangle now called Nexus, Seattle WA
- \$14,500,000:** Columbia Business Park - a 3 bldg mix of office and retail in the Bel-Red corridor, Bellevue, WA
- \$13,500,000:** Stabilized office building sale in the Eastgate submarket of Bellevue at a 6% cap rate
- \$13,075,000:** 146,000 SF office development site called The Jack on the Pioneer Square waterfront, Seattle, WA
- \$12,687,320:** Office development with an existing 60,000 SF office building on 86,900 SF of land in South Lake Union, Seattle, WA
- \$12,500,000:** Apartment development site for 260-units on Main St. called MainStreet Flats in downtown Bellevue, WA
- \$12,290,000:** Mid-Rise apartment development site for Phase II of Main Street Flats, Bellevue, WA
- \$12,250,000:** 52,000 SF self storage facility in DT Seattle sold at a 4.4% cap rate
- \$12,150,000:** A 260-unit multifamily site in the Cascade neighborhood of South Lake Union
- \$11,750,000:** 51 University - a 90,920 SF historical shell office building on the Seattle waterfront
- \$11,720,000:** High-rise apartment development site for 290 units in South Lake Union at 901 Harrison St., Seattle, WA
- \$11,310,000:** Bellevue Park Townhouse Development Site, Bellevue, WA
- \$10,290,000:** Apartment development site for 140-units in the Pike Place corridor of Capital Hill in Seattle, WA
- \$10,200,000:** Value-Add office investment in the Northup Corridor of Bellevue, WA
- \$10,161,000:** High-rise office site in South Lake Union, Seattle WA
- \$10,100,000:** Apartment development site on 30,000 SF in Ballard, WA
- \$8,600,000:** 801 Dexter Ave N - A multi-family development site in South Lake Union, Seattle, WA

Martin Selig Real Estate

Merrill Gardens

Plus Investments

Principal Financial

PSW Real Estate

SRM Development

Strickland Real Estate

Taco Time

Time Equities

Touchstone Corporation

Urban Visions

Vanke

Vulcan

Weidner

West Coast Self Storage

White Peterman



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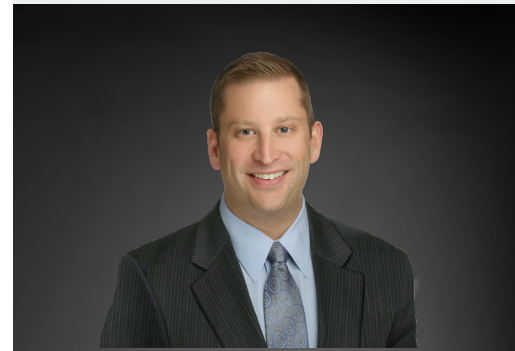
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## REPRESENTATIVE TRANSACTIONS CONTINUED

- \$8,500,000:** Medical office development site of 18,760 SF of land on First Hill, Seattle, WA
- \$8,400,000:** High Rise South Lake Union development site on 9,600 SF of land for a new Marriott AC Hotel
- \$7,750,000:** Downtown Bellevue hotel development site for a new Marriott AC
- \$7,050,000:** A Chinese development company bought the Bellevue Taco Time site zoned DNTN/MU 200'
- \$7,000,000:** Townhouse development site on Bel-Red Road in Bellevue, WA
- \$6,300,000:** Multi-family development site on 85' height zoned land in Seattle Center, Seattle, WA
- \$6,300,000:** Owner/used purchase of existing building in SODO, Seattle, WA
- \$6,000,000:** Biomedical development site on 12,000 SF of land in South Lake Union, Seattle, WA
- \$4,535,000:** 8,500 SF Hotel development site on the Pioneer Square waterfront, Seattle, WA
- \$3,200,000:** Kirkland Firwood Mobile Home Park - single family housing development site in Kirkland, WA
- \$1,700,000:** Self storage development site for mid-rise climate controlled building in the Rainier Valley, Seattle, WA



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