

ZACH VALL-SPINOSA

Executive Vice President, Shareholder

T 425.450.1115
C 206.227.8255
zach.vall-spinosa@kidder.com



Zach Vall-Spinosa, an equity shareholder and broker at Kidder Mathews since 1996, is currently serving a fourth term as an elected member of the company's Board of Directors.

Zach has leaned into the role of being a creative advisor for clients navigating the industrial/flex market from both a sales and leasing perspective. Having a unique and deep skill set around uncovering off-market opportunities across both quality space requirements and/or developable land, has resulted in Zach being recognized as a top producer within the company on a multi-year basis.

By representing both sides of the seller/landlord and buyer/tenant relationship, Zach has been purposely well-positioned to act as a creative advisor and facilitator of win-win transactions while representing his client's best interest. By taking the approach of investing the time required to truly understand each client's specific business needs, both through the studying and immersion of how a specific organization or business actually operates, he prides himself on being an extension of that company, thereby getting to their true facility needs. More importantly, Zach will stay involved during this entire process, acting as an in-person consultant from the beginning to end of a tenant's occupancy.

Finally, one of Zach's greatest strengths is his extensive personal experience as an owner/operator of commercial investments. Having actual hands-on experience around the risks of leasing, various creative owner and financing structures, development, and strategic asset management, has provided him with a unique understanding of the real day-to-day challenges a business owner faces related to these types of transactions. Over his 25 year career, providing a long term service that achieves a long term goal vs. just 'making a sale', has been and will continue to be Zach's approach to his client's business needs. During his free time he enjoys coaching his three kid's sports, traveling with his wife and family, and spending time outdoors.

AREAS OF EXPERTISE

Office / Industrial / High-Tech leasing and sales

Brokerage landlord/seller, tenant/buyer representation

Business & legal lease administration and negotiation

Corporate relocation and site selection / value engineering

Investment & lease cost analysis

EDUCATION

Zach graduated from University of Washington with an honors degree in economics.

SELECT TENANT CLIENTS

3Sharp

Canyon Creek Cabinets

Fibres International

Monroe Public Schools

OSW Equipment & Repair

Platt Electric

Servicemaster

Add3

Chinook Lumber

Damar Aerospace

Hardwood Industries

Motion Water Sports (HO, O'Brien,
Connelly)

Radiant Vision Systems

Sparkman Cellars

Werner Paddles

A Crowded Coop

Fastenal Corporation

Konica Minolta

Mirco Precision Calibration

Natural Factors

Tecnical Glass Products

Wet Noses Organic Dog Treats**SELECT LANDLORD / DEVELOPER CLIENTS**

Baumann Investments

Deutsche Bank

Howard S. Wright

Kirtley-Cole

Lehman Holdings

NW Building Co.

NW Ministries

PacTrust

Pannattoni Development

Rudeen Development

Sterling Realty Organization

TA Realty

Teusch Partners