

SEATTLE OFFICE SERVICES

Many real estate brokers can negotiate a deal. But we believe only a small percentage can skillfully deliver the broad range of strategic and creative solutions that sophisticated landlords truly desire.

DAN DAHL
Executive Vice President

DAVID GURRY
Executive Vice President

EXCEPTIONAL OUTCOMES REQUIRE AN *EXCEPTIONAL TEAM*

As a value-added advisor and trusted partner, we work hard to deliver real estate solutions that align with our clients' overarching business goals. We do this by listening, assessing and then implementing plans that are efficient and highly effective.

Working with clients, we apply a proven process supported by tested tools, techniques, and resources to ensure the best possible outcome. By bringing together specialized market knowledge, understanding of your business strategy and goals, and a library of best practices, we arm you with actionable market insight, best in class marketing and deal making. We have facilitated some of the area's largest and most complex transactions and are consistently recognized as top performers in the Seattle market. We have successfully negotiated in excess of 1,000 leases and sales, totaling more than 5 million square feet and \$1.5 billion in consideration.

AWARDS AND HONORS

Costar Power Broker

NAIOP Office Redevelopment
of the Year

Top Producer

Service Award

Big Deal Award

Career Best Award



DAN DAHL

Executive Vice President



DAVID GURRY

Executive Vice President

Dan Dahl is an executive vice president in office leasing and sales at Kidder Mathews with decades of experience representing office landlords and tenants in downtown Seattle.

David Gurry is an executive vice president at Kidder Mathews with decades of experience representing office landlords and tenants in downtown Seattle.

Dan and Dave facilitated some of the area's largest and most complex transactions and are consistently recognized as top performers in the market.

OUR APPROACH

Strategically designed to reach the maximum number of potential tenants, our proven marketing process identifies not only Tenant's and Brokers. The marketing process identifies how and why Tenants make decisions.



UNPARALLELED ACCESS TO QUALITY TENANTS

Our 26-year track record of delivering market leading landlord representation for our clients has allowed us to build a proven marketing process that provides access to success. Our efforts keep our assets at the forefront of Broker and Tenant requirements. Our reputation within the market is unsurpassed.



SUPERIOR MARKET KNOWLEDGE

Our team tracks every tenant requirement in the Seattle market along with requirements migrating up and down the west coast. Our extensive knowledge of the current office market climate, as well as our personal relationships and long-standing track record throughout the Seattle market, have provided us unprecedented insight into what makes buildings tick.



MAXIMIZED RETURNS

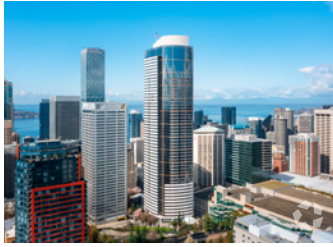
Maximizing the value of our clients' office properties is our specialty. We focus exclusively on office buildings in Seattle, giving us the ability to assess the uniqueness of every Asset. We utilize our in-depth knowledge and unrivaled experience to minimize a Tenant's perceived risks and to substantiate the building's "story" as we negotiate deals. We develop a clear market script, consistent support of project underwriting, market assumptions, and an understanding of the asset at the most granular level.



AGGRESSIVE & CREDIBLE MARKETING

Our combination of experience, market knowledge, and office acumen allows us to uniquely assess any property's strengths and effectively demonstrate how it outperforms the competition. We are thereby able to consistently create a "story" and sell it. Equipped with the highest quality data and resources, we develop a well-supported market insight, and customized reports that empower our clients to make decisions with confidence.

LEASING EXPERIENCE



TWO UNION SQUARE



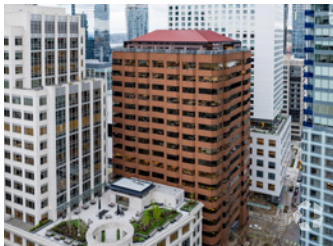
999 THIRD



520 PIKE



DEXTER HORTON



8TH AND OLIVE



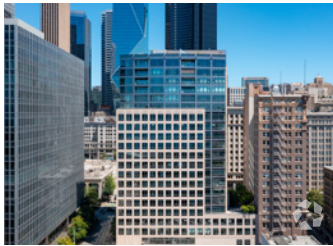
MEDICAL
DENTAL BUILDING



NW WORK LOFTS



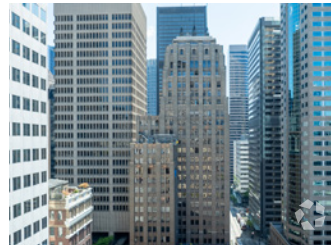
NORTHGATE PLAZA



MILLENNIUM TOWER



MARKETPLACE TOWER



SEATTLE TOWER



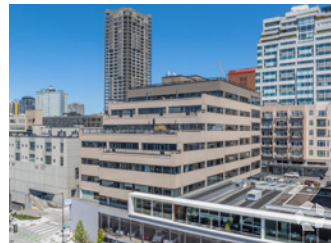
WATERFRONT
RESEARCH CENTER



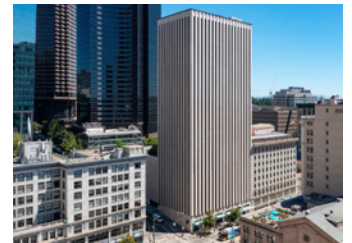
5TH & PINE



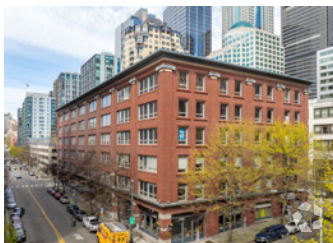
COLMAN BUILDING



MARKETPLACE I/II



PACIFIC BUILDING



NATIONAL BUILDING



BAY VISTA



ZULILY BUILDING



PIER 70

LEASING EXPERIENCE



SEATTLE PI BUILDING



51 UNIVERSITY



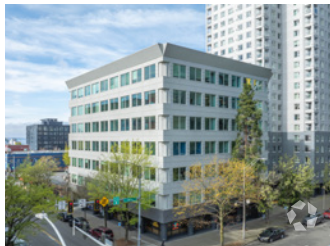
FIRST & STEWART



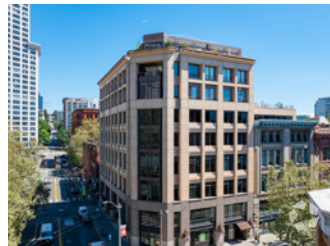
FX MCROY BUILDING



GRAND CENTRAL



LEGACY CENTRE



OLYMPIC BLOCK



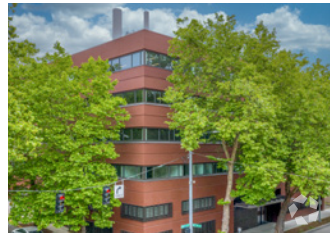
1130 RAINIER



BUTTNICK/CITY LOAN



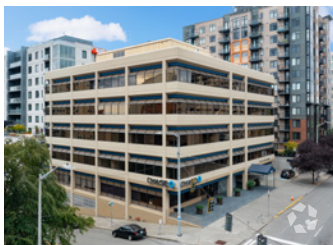
PREFONTAINE



400 MERCER



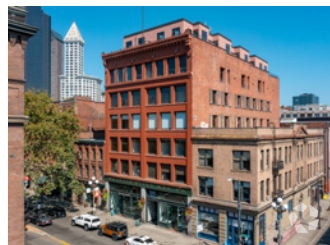
MARKET SQUARE



FIRST & CEDAR



NORTHLAKE I



SEATTLE QUILT



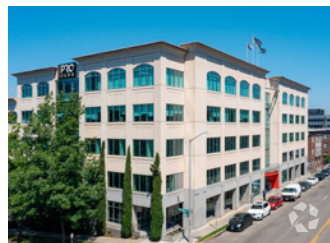
MAYNARD BUILDING



MOTTMAN BUILDING



1016 E PIKE



501 EASTLAKE



1520 BELLEVUE AVE

SALES EXPERIENCE



MERIDIAN CENTER

10303 Meridian Ave N, Seattle

17,316 RSF | \$5,700,000



TURNER BUILDING

830 4th Ave S, Seattle

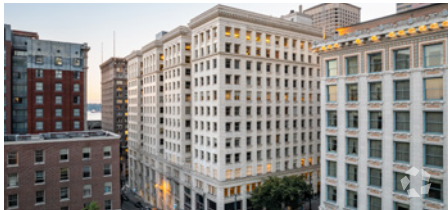
42,380 RSF | \$19,775,000



NORTHGATE MERIDIAN

2111 N Northgate Way, Seattle

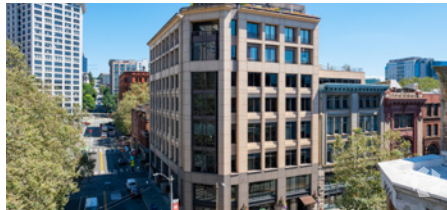
46,025 RSF | \$19,005,000



DEXTER HORTON BUILDING

710 2nd Ave, Seattle

356,989 RSF | \$124,407,218



OLYMPIC BLOCK

101 Yesler Way, Seattle

73,184 RSF | \$49,500,000



SEATTLE TOWER

1218 3rd Ave, Seattle

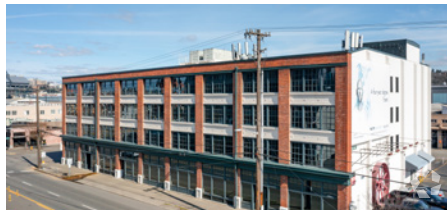
171,182 RSF | \$49,500,000



PACIFIC BUILDING

720 3rd Ave, Seattle

200,000 RSF | \$50,300,000



ZUILIY BUILDING

2200 1st Ave S, Seattle

102,462 RSF | \$27,675,000



WALLINGFORD PLAZA

1307 - 1309 N 45th St, Seattle

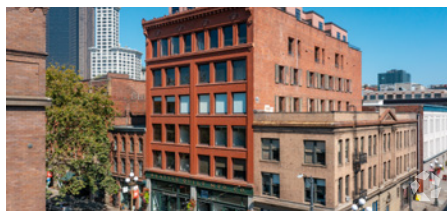
30,760 RSF | \$12,750,000



GRAND CENTRAL BUILDING

216 1st Ave S, Seattle

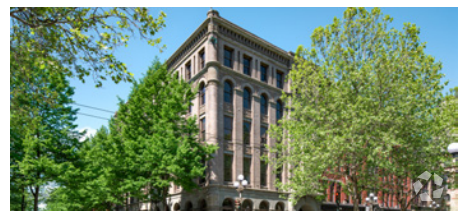
81,450 RSF | \$8,800,000



SEATTLE QUILT BUILDING

318 1st Ave S, Seattle, WA

40,246 RSF | \$6,100,000



MAYNARD BUILDING

119 1st Ave S, Seattle

33,322 RSF | \$4,200,000

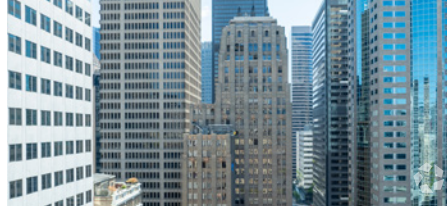
SALES EXPERIENCE



NORTHLAKE I/II

1340 - 1341 Northlake Way, Seattle

50,052 RSF | \$15,500,000



SEATTLE TOWER

1218 3rd Ave, Seattle

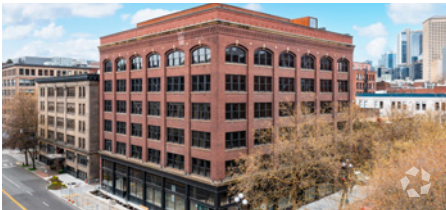
171,182 RSF | \$30,450,000



HALL CREEK OFFICE PARK

6912 220th St SW, Mountlake Terrace

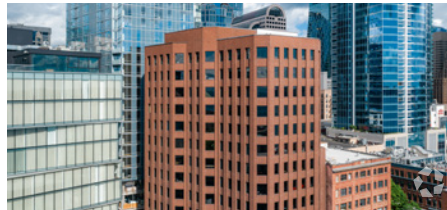
38,114 RSF | \$4,420,000



FX MCROY BUILDING

419 Occidental Way, Seattle

99,440 RSF | \$20,400,000



FIRST & STEWART

101 Stewart St, Seattle

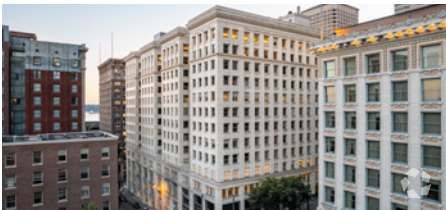
94,333 RSF | \$36,000,000



BAY VISTA

2815 2nd Ave, Seattle

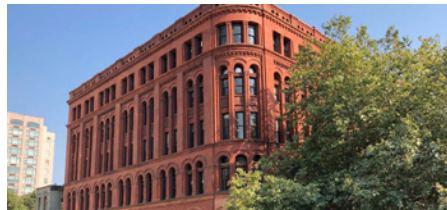
119,793 RSF | \$26,025,000



DEXTER HORTON BUILDING

710 2nd Ave, Seattle

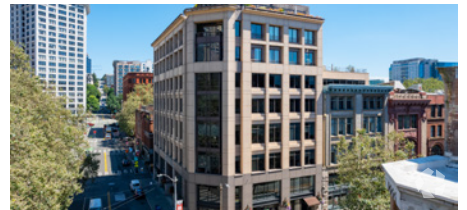
356,991 RSF | \$81,100,000



INTERURBAN BUILDING

157 Yesler Way, Seattle

58,849 RSF | \$8,950,000



OLYMPIC BLOCK

101 Yesler Way, Seattle

73,184 RSF | \$14,625,000



LEGACY CENTRE

2505 2nd Ave, Seattle

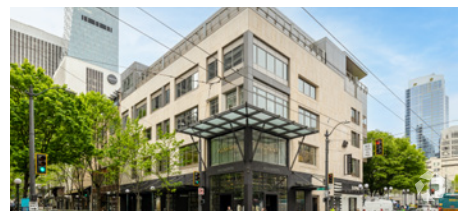
68,747 RSF | \$14,850,000



DENNY HILL BUILDING

2019 - 2021 3rd Ave, Seattle

13,175 RSF | \$2,470,000



5TH & PINE

413 Pine St, Seattle

162,357 RSF | \$55,100,000

WE MEASURE OUR SUCCESS BY THE *LONG-TERM* *RELATIONSHIPS* WE KEEP

BlackRock

EDLEN & CO.
EDLEN KRAGE SHERMAN
IMPACT REAL ESTATE

MassMutual

STEELWAVE

KBS | Capital
Markets
Groups

GOODMAN REAL ESTATE
An Investment Company

MERIWETHER PARTNERS LLC
PORTLAND • SEATTLE

METZLER



BioMed Realty
Discover here

cigna
healthcare

PRISA
BRAND SOLUTIONS

DWS

Invesco

APOLLO

Prudential

EverWest

INTRACORP
Building the Extraordinary

**STEPHEN C. GREY
& ASSOCIATES, L.L.C.**
REAL ESTATE MANAGEMENT
LEASING • CONSULTING

Seavest
Healthcare Properties

FELTON PROPERTIES INC.
REAL ESTATE OWNERSHIP AND MANAGEMENT

USI Kibble &
Prentice

LBA
REALTY

State Farm

CenterSquare
REAL ASSET INVESTMENT LEADERSHIP™

TRIAD

TRINITY
REAL ESTATE

**Union
Investment**

WEXFORD
SCIENCE+TECHNOLOGY

AFCILMORE
COMPANY

LAEROC Fund

MERLINO
design • build • service

WE KNOW THE WEST COAST. IN FACT, WE'RE ITS LARGEST INDEPENDENT COMMERCIAL REAL ESTATE FIRM.

For over 55 years, our clients have gotten the best of both worlds – independent counsel from trusted experts, working as part of the largest privately held commercial real estate firm on the West Coast. Today Kidder Mathews has over 900 real estate professionals and staff in 19 offices in Washington, Oregon, California, Idaho, Nevada, and Arizona.

We offer a complete range of brokerage, appraisal, property management, consulting, and debt and equity finance services for all property types, giving our clients the competitive edge they need.

Commercial Brokerage

\$10B

3-YEAR AVERAGE
TRANSACTION
VOLUME

500+

NO. OF
BROKERS

Asset Services

55M SF

MANAGEMENT
PORTFOLIO SIZE

800+

ASSETS UNDER
MANAGEMENT

Valuation Advisory

2,600

3-YEAR AVERAGE
ASSIGNMENTS

43/27

TOTAL NO. OF
APPRAISERS/MAI'S



AWARD-WINNING SERVICES

INC 5000 FASTEST GROWING COMPANY	8X
GLOBEST CRE'S BEST WORKPLACES	16X
GLOBEST INFLUENCERS IN CRE MARKETING	5X
PSBJ LARGEST CRE FIRMS	23X



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