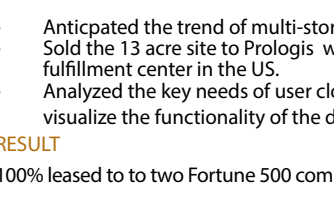


Wilma Warshak and her team have a broad range of experience from which to draw.

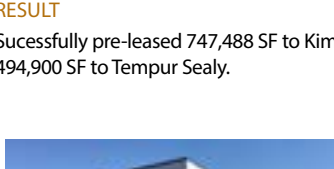
Featured Assignments



PROLOGIS GEORGETOWN CROSSROADS SEATTLE, WA
590,000 SF

- Anticipated the trend of multi-story industrial developments in land-constrained markets.
- Sold the 13 acre site to Prologis, where they subsequently developed the first multi-story fulfillment center in the US.
- Analyzed the key needs of user client and developed technological tools for prospects to visualize the functionality of the design.


RESULT
100% leased to two Fortune 500 companies.



THE CUBES AT DUPONT DUBOIS, WA
93 Acres / 1.6 million SF

- Recognized the higher demand for industrial versus an office headquarters in DuPont.
- Sold CRG the 93-acre former Intel Campus where they demolished 800,000 SF office buildings and developed 1.2 million SF in two industrial buildings, in addition to the existing 400,000 SF industrial building.
- Part of the sales team that subsequently sold the 1.6 million SF three-building park to Duke Realty.

RESULT
Successfully pre-leased 747,488 SF to Kimberly Clark, who relocated from Kent and recently leased 494,900 SF to Tempur Sealy.




GLACIER PEAK EVERETT, WA
205,000 SF

- Located at the Riverside Business Park.
- Property was developed by Panattoni and designed to meet the needs of tenants in the northend Everett market.

RESULT
Successfully leased the building to four tenants in multiple industries

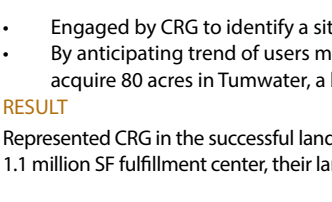
- Subsequently sold the building to an institutional owner looking to grow their presence in the market.



TRINITY GLASS INTERNATIONAL Multi-Market site selection
500,000+ SF

- Leading manufacturer and distributor of high-quality doors and glass products
- Needed to expand to service its retailers and optimize its distribution and manufacturing network.

RESULT
Secured distribution centers and manufacturing plants in Pennsylvania, Florida, Minnesota, California, Nevada, Ohio, Texas, Illinois, Alabama & Oregon that aligned with the company's growth strategy. WA-REA continues to provide tenant representation services nationally for the company.



TUMWATER EAST TUMWATER, WA
80 Acres / 1.1 million SF BTS

- Engaged by CRG to identify a site for their next PNW development
- By anticipating trend of users moving further South, identified an opportunity to acquire 80 acres in Tumwater, a burgeoning industrial area.

RESULT
Represented CRG in the successful land acquisition and subsequent BTS sale to Costco for a 1.1 million SF fulfillment center, their largest in the area.



SNOW JOE LACEY, WA
575,000 SF

- One of the fastest growing lawn and garden brand looking to expand on the west coast
- Conducted multi-submarket search for facilities that could meet an expedited timeline

RESULT
Finalized a lease that met a high growth company's quantitative and qualitative standards


- One of the largest Puget Sound industrial transactions in 2020



CHEHALIS RUNYON SITE CHEHALIS, WA
104 Acres / BTS

- Identified an opportunity to assemble 104 acres in Chehalis
- Engaged in multi-party negotiations, including coordination with the Port of Chehalis
- Limited industrial land impacted by development moratoriums in surrounding jurisdictions

RESULT
Represented the sale of 104 acres to Amazon for a future fulfillment facility. Largest land transaction in Lewis County since 2021.

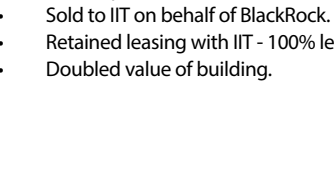


DUKE SUMNER LOGISTICS SUMNER, WA
190,000 SF

- Selected to represent Duke Realty's newest speculative development in the Puget Sound, at the time
- Analyzed the market to best position the asset to meet the needs of today's logistics users

RESULT
Finalized a long-term lease with Rexel (Platt Electric) for their newest WA facility.

Landlord Representation



JAMES CAMPBELL INDUSTRIAL PORTFOLIO Investment Sale
940,000 SF

- Taken to market during an uncertain economic environment with potential flooding.
- Leasing team kept occupancy at 100% levels at each year end.

RESULT
Largest west coast single market industrial investment sale in 2010. WA-REA has retained the listing under three different ownerships, most recently Cornerstone.



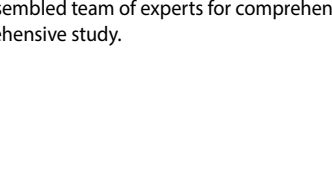
BLACKROCK PORTSIDE DISTRIBUTION CENTER Investment Sale
416,000 SF

- Located at the Port of Tacoma.
- The property was developed by Panattoni and purchased vacant by BlackRock
- Identified the right buyer who could absorb the risk of a vacancy while paying a strong market price.
- Sold to IIT on behalf of BlackRock.
- Retained leasing with IIT - 100% leased.
- Doubled value of building.

RESULT
New development of 235,000 SF delivered in the midst of the recession - 100% leased.

- Additional 350,075 SF & 385,000 SF built after completion of Adams Building. 100% leased.

RESULT
Leased all projects to credit tenants at above-market economics.



PROLOGIS SUMNER LANDING NORTH Investment Sale and Lease
428,005 SF

Developer requested that we find a buyer for their new speculative development.

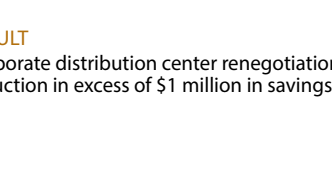
- Sold to Prologis.
- Prior to closing the entire building was leased to Expeditors International.
- We remain the leasing agents as space becomes available.



SOUTH SOUND LOGISTICS CENTER Port of Tacoma
600 Acres

Selected to find and evaluate alternative site for the potential development of a regional intermodal center within Pierce, Thurston and Lewis counties.

RESULT
Assembled team of experts for comprehensive site study resulting in a highly praised and comprehensive study.




New Market Industrial Park OLYMPIA, WA
69 ACRES

- Selected to provide the Port with planning and leasing with the goal to attract new businesses and investment into the area.
- Advised various infrastructure and beautification projects.

RESULT
After improvements, private investment groups developed several new projects.

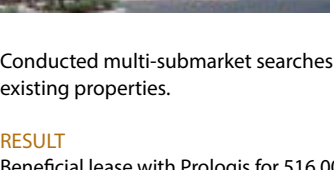
Tenant Representation



SAFeway Lease Over 100,000 SF

With the change in the new liquor laws within the state, Safeway required a new distribution center. The timeline was constrained and unyielding necessitating simultaneous negotiation with three locations, balancing expectations and the pressures within the operations department.

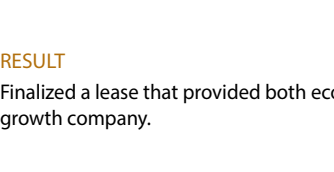
RESULT
Secured a facility at below market rates with significant landlord provided improvements. This negotiation is particularly noteworthy, given that there were very limited options.



amazon.com® National/International Multiple Assignments

Selected to work with online retailer on a confidential basis to help create their initial distribution network within the US, and parts of Europe and Asia.

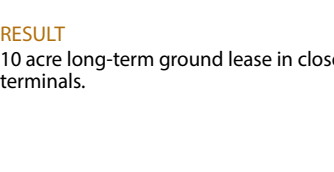
RESULT
Several million square feet of distribution over a period of several years. Created personal business relationships with key developers, investors & brokers nationally & internationally.



FORTUNE 500 CONSUMER GOODS - KENT, WA Lease
500,000 SF

Conducted multi-submarket searches including a comprehensive study of build-to-suits, and existing properties.

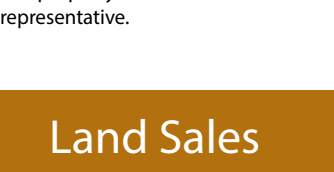
RESULT
Beneficial lease with Prologis for 516,000 SF on a 5 year term.



BLUE NILE Lease

- Largest online retailer of fine jewelry.
- Needed to consider alternative facilities for their distribution and assembly.

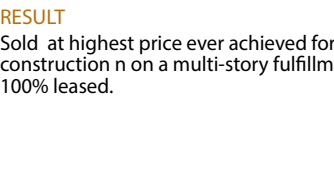
RESULT
Finalized a lease that provided both economic and non-economic terms important to high growth company.



SHIPPER'S TRANSPORT (SSA SISTER COMPANY) Lease
10 Acres

- Transporter from the Port to the customer.
- Required large site in mature market with land scarcity.


RESULT
10 acre long-term ground lease in close proximity of the Port of Seattle near the container terminals.



VALLEY CORPORATE CENTER KENT, WA Lease
176,000 SF

- Terreno had first acquired the 176,000 sf at a premium price with a 25,000 of vacancy had been available for three years.
- Given the high price paid, getting that vacancy filled was key to their underwriting.
- Terreno hired WA-REA to lease the park although it had been sold to them by CBRE.

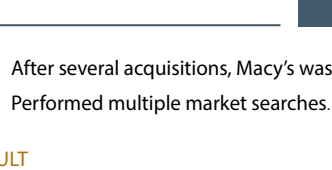
RESULT
The property was leased within one month of listing. WA-REA continues as their property representative.



CUTTER & BUCK Corporate DC Lease Over 100,000 SF

- Internationally known sportswear manufacturer.
- Expand and extend through lease restructuring.

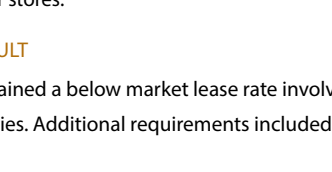
RESULT
Corporate distribution center renegotiation, resulting in considerable occupancy cost reduction in excess of \$1 million in savings.



AMERICOLD Build To Suit 200,000-300,000 SF

- Americold has one of the largest international integrated cold storage networks.
- Specialized freezer building required locally to service its customers.

RESULT
Navigated a complicated ground lease with Port. Build-to-suit for 200,000 SF, expandable to 300,000 SF. Only one of two buildings to be constructed in the market during that year.



MACY'S Multiple Distribution Centers

- After several acquisitions, Macy's was modifying its distribution center network
- Performed multiple market searches.

RESULT
Secured distribution centers on the East and West coasts including: Washington, California & Massachusetts. Still providing representation in the local market.


Finalized multiple renewals of retail locations that met their economic goals and future plans.



Sears Multiple Assignments 250,000 SF

Sears needed an expansion annex area to support its primary distribution center and serve their stores.

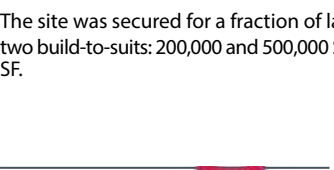
RESULT
Obtained a below market lease rate involving a complicated transaction with multiple parties. Additional requirements included an outlet and contractor service center.



SALTCHUK RESOURCES Seattle Headquarters Lease
91,000 SF

- One of the largest privately held businesses in Washington that specializes in transportation and logistics services across North America.
- Site selection and negotiation of new corporate headquarters.

RESULT
Secured a premier location that specifically met the company's stated parameters.

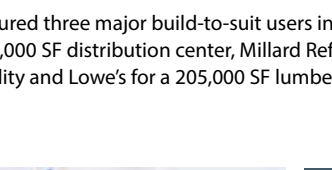


PORT OF TACOMA / OLD-CASTLE Frederickson, WA 30 Acres

- Oldcastle is the third largest international building supplier.
- They were searching for a site to build a new asphalt plant.
- Zoning restrictions were making it difficult to find a viable site.

RESULT
Sold 30 acres of heavy industrial land owned by Port of Tacoma.


Facility completed (110,000 SF with laydown yard).



Riverside Business Park 38 ACRE DEVELOPMENT SITE

The Port of Everett needed assistance. WA-REA was selected to ground lease or sell their 38 acre development. The property had been available for several years.


RESULT
Sold 16.7 acres to a developer with FedEx in tow, 11 acres to another developer with Zodiac Aerospace in tow and 9 acres to Panattoni development.



MILLARD REFRIGERATED SERVICES 150,000 SF on 15 Acres

- Required rail service in a market with limited options.
- Facility designed for refrigeration and distribution service to major national cold storage company.

RESULT
Build-to-Suit of 150,000 SF specialized cold storage on 15 acres, expandable to 300,000 SF. Now owned by Lineage Logistics.

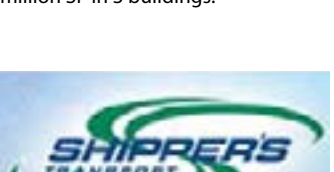


CENTRALIA NORTH CORPORATE PARK Land Assemblage/Sale Multiple Build-to-Suits 100 Acres

- Anticipated industrial development southward due to land constraints.
- First to bring a site in Lewis County to a developer.
- Tarragon purchased 100 acres in Centralia at well below current prices.

RESULT
Secured three major build-to-suit users in Michael's (the art and crafts retailer) for a 715,000 SF distribution center, Millard Refrigerated Services for a 150,000 SF cold storage facility and Lowes for a 205,000 SF lumber distribution facility.

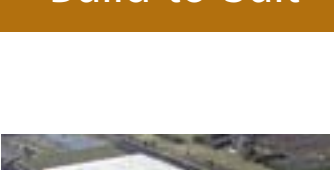
Ground Leases



Port of Tacoma 78.5 Acre Development Site Long-term Ground Lease

- Exclusively represented the Port of Tacoma for the marketing of a 78.5 acre industrial development site on a long-term ground lease
- Strategic site adjacent to the Ports container terminals - first time on the market.

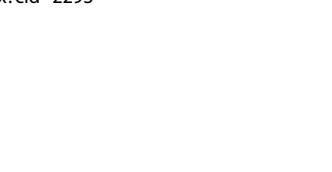
RESULT
Through extensive negotiations Prologis leased the land and completed construction of 1.3 million SF in 3 buildings.



SHIPPER'S TRANSPORT (SSA SISTER COMPANY) Lease 10 Acres

- Transporter from the Port to the User.
- Required large site in mature market with land scarcity.

RESULT
10 acre long-term ground lease in close proximity of the Port of Seattle.

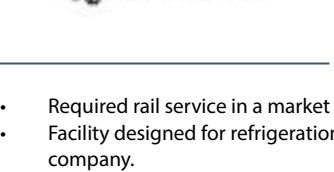


SOUTH SOUND LOGISTICS CENTER Maytown, WA 600 Acres

Selected to find and evaluate alternative site for the potential development of a regional intermodal center within Pierce, Thurston and Lewis counties.

RESULT
Assembled team of experts for comprehensive site study resulting in a highly praised and comprehensive study. The report is available on line at www.portoftacoma.com/file.ashx?cid=2293

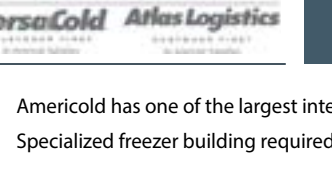
Build-to-Suit



CENTRALIA NORTH CORPORATE PARK 100 Acres Land Assemblage/Sale Multiple Build-to-Suits

- Anticipated industrial development southward due to land constraints.
- First to bring a site in Lewis County to a developer.
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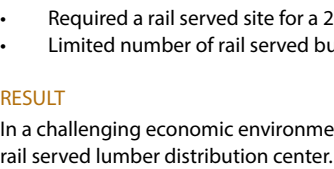
RESULT
Secured three major build-to-suit users in Michael's (the art and crafts retailer) for a 715,000 SF distribution center, Millard Refrigerated Services for a 150,000 SF cold storage facility and Lowes for a 205,000 SF lumber distribution facility.



HAWKS PRAIRIE III CORPORATE PARK Land Sale 160 Acres Build-to-Suits

- Anticipated industrial development southward due to land constraints.
- Brought a 160 acre site in Lacey to the developer - the first major industrial sale in Lacey.

RESULT
The site was secured for a fraction of land prices at the then current market value. Completed two build-to-suits: 200,000 and 500,000 SF. Currently under contract for 40 acres to build 700,000 SF.



MILLARD REFRIGERATED SERVICES 150,000 SF on 15 Acres

- Required rail service in a market with limited options.
- Facility designed for refrigeration and distribution service to major national cold storage company.


RESULT
Build-to-Suit of 150,000 SF specialized cold storage on 15 acres, expandable to 300,000 SF. Now owned by Lineage Logistics.



AMERICOLD BUILD TO SUIT 200,000-300,000 SF

- Americold has one of the largest international integrated cold storage networks.
- Specialized freezer building required locally to service its customers.


RESULT
Navigated a complicated ground lease with Port. Build-to-suit for 200,000 SF, expandable to 300,000 SF. Only one of two buildings to be constructed in the market during that year.



LOWES Sale Rail Served 250,000 SF on 25 Acres

- Required a rail served site for a 200,000 SF distribution center.
- Limited number of rail served build-to-suit options in the market.

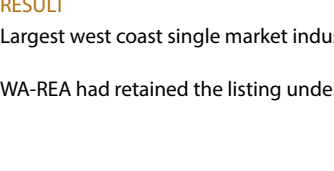
RESULT
In a challenging economic environment, closed on 25 acres for construction of a 250,000 SF rail served lumber distribution center.



BOEING Investment/Redevelopment Sale 800,000 SF

- Represented Boeing for the sale of an 800,000 SF multi-building industrial park.
- Uniquely configured, requiring an understanding of how to create value without impacting price.

RESULT
Sold at above market expectations for redevelopment into high-tech telecommunications park.



JAMES CAMPBELL INDUSTRIAL PORTFOLIO Investment Sale 940,000 SF

- Taken to market during an uncertain economic environment with potential flooding.
- Leasing team kept occupancy at 100% levels at each year end.

RESULT
Largest west coast single market industrial investment sale in 2010.

WA-REA had retained the listing under three different ownerships, most recently Cornerstone.

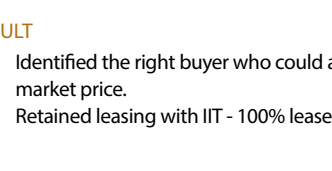


KENT 167 DISTRIBUTION CENTER - KENT, WA Investment Sale 361,120 SF

Has represented Kent 167 since 1997 under three different ownerships

Represented high net worth investor in the sale to KTR.

RESULT
Sold to KTR, then later sold to Prologis as part of a national sale. WA-REA has been retained by Prologis in the leasing of the building



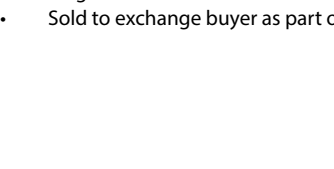
BLACKROCK PORTSIDE DISTRIBUTION CENTER Investment Sale 416,000 SF

- Located at the Port of Tacoma.
- The property was developed by Panattoni and purchased by BlackRock (vacant).
- Sold to IIT on behalf of BlackRock.

RESULT
Identified the right buyer who could absorb the risk of a lease while paying a strong market price.

- Retained leasing with IIT - 100% leased.

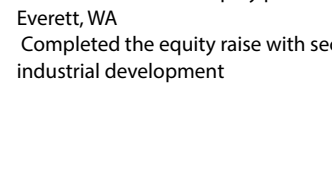
Capital Markets



PROLOGIS SUMNER LANDING NORTH Investment Sale and Lease 428,005 SF

Developer requested that we find a buyer for their new speculative development.

- Sold to Prologis.
- Prior to closing the entire building was leased to Expeditors International.
- We remain the leasing agents as space becomes available.



WALGREENS - TACOMA, WA Investment Sale \$10,768,845 14,330 SF

- Single net lease asset.
- Sold to exchange buyer as part of the Kent 167 sale.



CVS PHARMACY - BURIEN, WA Investment Sale \$8,800,000 14,500 SF

- Single net lease asset.
- Sold to exchange buyer as part of the Kent 167 sale.



GLACIER PEAK - EVERETT, WA Equity Raise

- Worked to obtain an equity partner for their new industrial development in Everett, WA
- Completed the equity raise with securing an equity partner for their ±208,000sf industrial development

Advisory Services



SEA HAWKS TRAINING CENTER Site Selection Survey



Port of Seattle Advisory Committee Seattle, WA