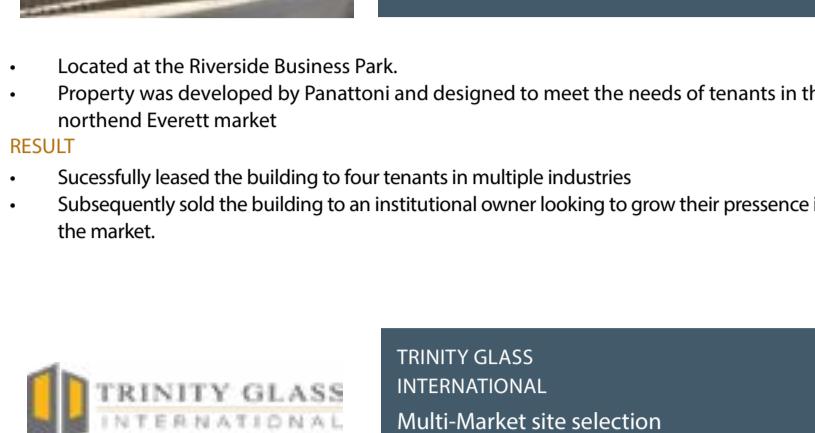


Wilma Warshak and her team have a broad range of experience from which to draw.

Featured Assignments

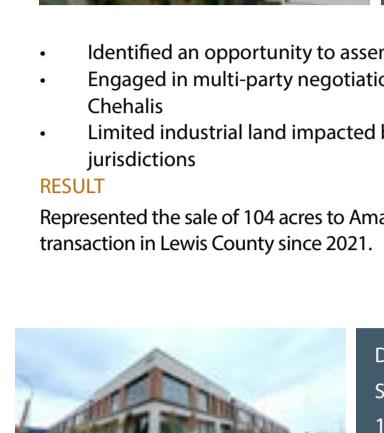


PROLOGIS GEORGETOWN CROSSROADS
SEATTLE, WA
590,000 SF

- 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 U.S.
- Analyzed the key needs of user close-in and developed technological tools for prospects to visualize the functionality of the design.

RESULT

100% leased to two Fortune 500 companies.



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.

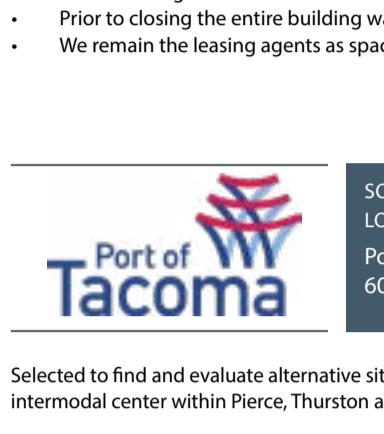


THE CUBES AT DUPONT
DUPONT, WA
93 Acres / 1.6 million SF

- 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.



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



GLACIER PEAK
EVERETT, WA
205,000 SF

- Located at the Riverside Business Park.
- Property was developed by Parrotti 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.



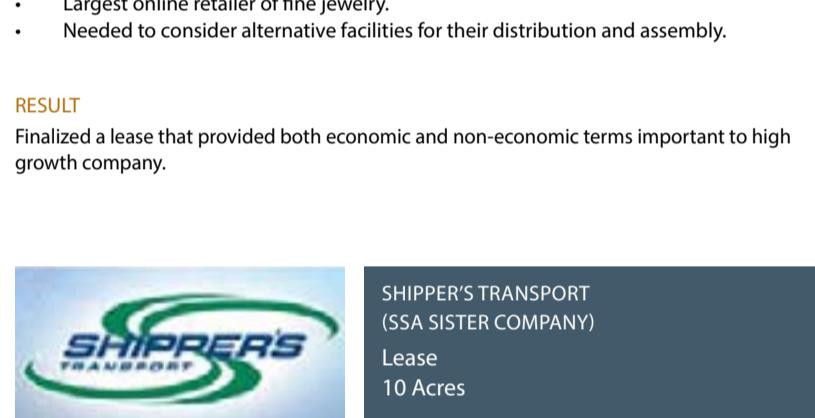
CHEHALIS RUNYON SITE
CHEHALIS, WA
104 Acres / BTs

- 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.

Landlord Representation

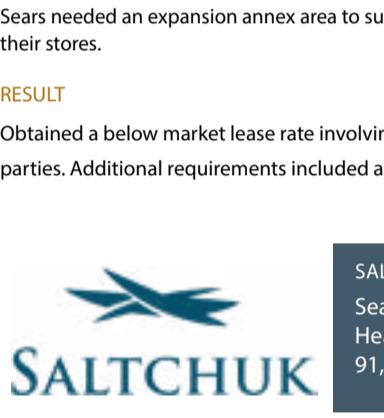


JAMES CAMPBELL
INDUSTRIAL PORTFOLIO
Investment Sale
940,000 SF

- 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.



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

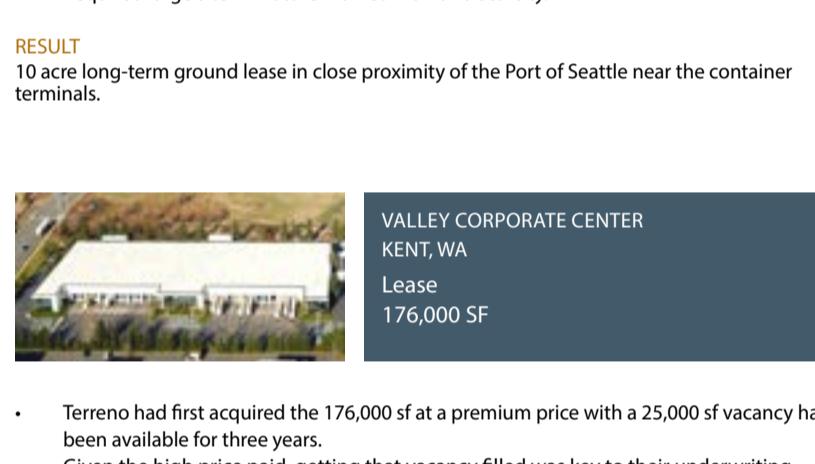
Developer requested that we find a buyer for their new speculative development.

RESULT

Sold to Prologis.

Prior to closing the entire building was leased to Expeditors International.

We remain the leasing agents as space becomes available.



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.

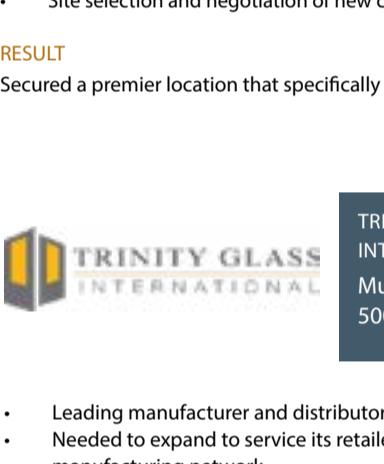
RESULT

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.

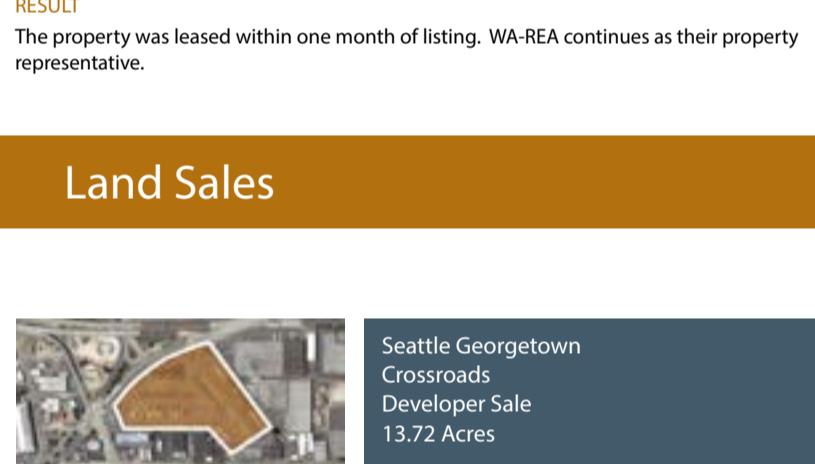


SOUTH SOUND
LOGISTICS CENTER
Port of Tacoma
600 Acres

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.



Summer Corporate Park
235,000 SF (Adams Building)
350,075 SF (Wenatchee Building)
385,000 SF (Cascade Building)

- 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.

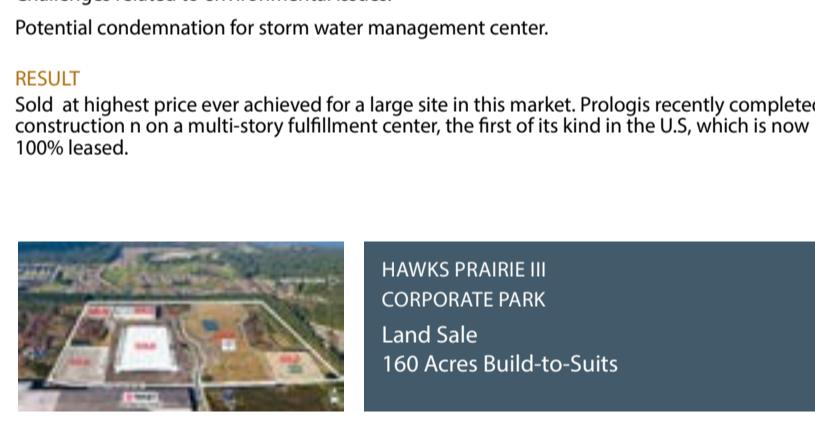


New Market
INDUSTRIAL PARK
OLYMPIA, WA
69 ACRES

- 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.

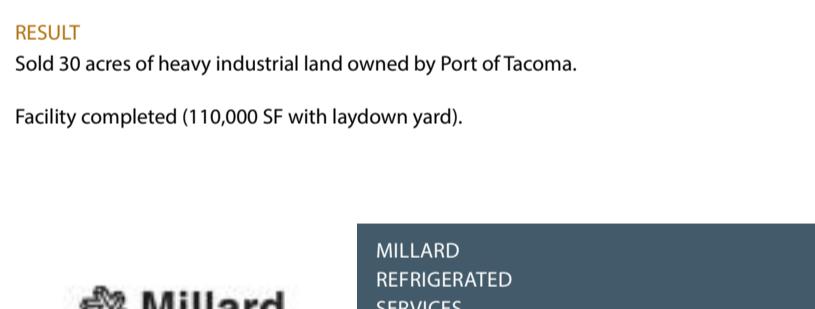


SUMNER
Corporate Park
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AMAZON.COM
National/International
Multiple Assignments

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.

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.

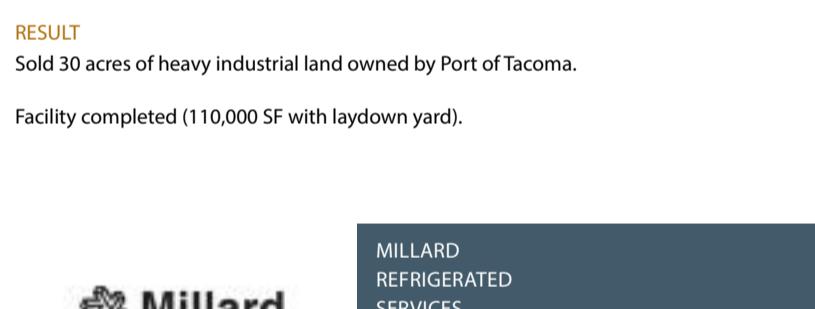


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SUMMER
LANDING NORTH
Investment Sale and Lease
428,005 SF

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