

Introduction to Kinzer Partners Capital Markets

Our team has the perfect balance of analytical, strategic and consulting experience to provide the best solutions for our clients.

The Team



1

JENA THORNTON
Hotels / Hospitality
jena@kinzer.com / 206.442.1540

2

STUART WILLIAMS
Investment Sales
stuart@kinzer.com / 206.442.1542

3

ADRIENNE HUNTER
Investment Sales
adrienne@kinzer.com / 206.436.1999

4

ALEX MUIR
Investment Sales
alex@kinzer.com / 206.388.0713

5

ELIZABETH SCHALKA
Investment Sales
elizabeth@kinzer.com / 206.436.3055

6

SHARON O'BRIEN
Marketing
sharon@kinzer.com / 206.388.0715

7

TONY PAI
Analyst / Underwriting
tony@kinzer.com / 206.508.6826

Expertise and Services

SERVICE LINES

BROKERAGE

- Investment Sales
- JV and Equity Raise
- Buyer Representation
- Market Analysis
- Underwriting
- Opinions of Value
- Repositioning

CONSULTING

- Strategic Planning
- Investment Goals
- Market Research
- Due Diligence
- Valuation Scenarios
- Feasibility Analysis
- Project Advisory

PROPERTY TYPE

- Office
- Land
- Hotel / Hospitality
- Retail
- Mixed-Use
- Multifamily
- Renovation



Representation

REPRESENTATIVE CLIENTS












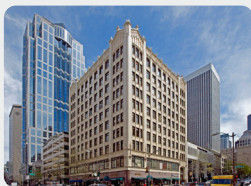
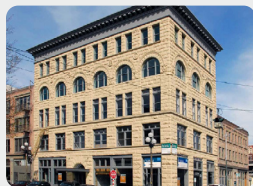
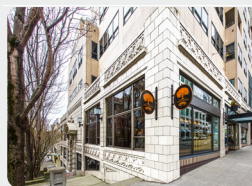


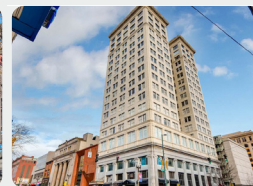


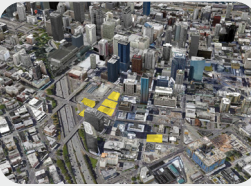
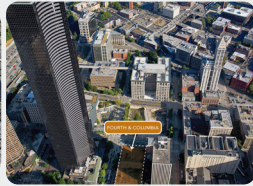



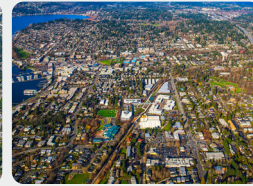



Our consultative long-term approach allows us to build a strong foundation and define a clear understanding of our clients’ goals for the most desirable outcome.



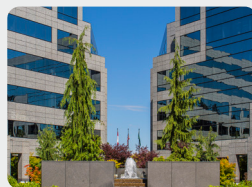

MAJOR DEALS

							
KOMO PLAZA	SAFECO - REDMOND	WESTLAKE TERRY	SAFECO TOWER - U DISTRICT	SKYLINE TOWER	WESTPARK	REDMOND TOWN CENTER	BLANCHARD PLAZA
293,727 SF \$276,000,000	812,196 SF \$220,500,000	320,399 SF \$170,000,000	511,000 SF \$130,000,000	408,460 SF \$130,000,000	778,472 SF \$128,000,000	717,958 SF \$126,000,000	255,818 SF \$125,000,000
							
MEDICAL OFF. PORTFOLIO	ROOSEVELT COMMONS	8TH & OLIVE	QBE CORPORATE CAMPUS	1800 NINTH	FIFTH & BELL	SEATTLE DESIGN CENTER	CASEY FAMILY PORTFOLIO
381,807 SF \$105,900,000	223,656 SF \$94,500,000	300,710 SF \$83,675,000	326,384 SF \$78,700,000	312,716 SF \$76,540,000	197,136 SF \$69,950,000	390,684 SF \$56,771,000	77,759 SF \$51,945,000

URBAN EXPERIENCE

							
111 SOUTH JACKSON	4TH & PIKE	PACIFIC COMMERCIAL	WATERMARK TOWER	STANDARD BUILDING	THE FORD BUILDING	WASHINGTON BUILDING	MOSES BUILDING
78,546 SF \$34,000,000	116,220 SF \$25,150,000	45,626 SF \$20,500,000	71,150 SF \$20,500,000	31,462 SF \$15,510,000	33,300 SF \$14,000,000	120,796 SF \$9,800,000	22,701 SF \$9,400,000
							
WESTLAKE STEPS	HONDA LAND SITE	FOURTH & COLUMBIA	701 DEXTER	BOEING EASTGATE	OVERLAKE VILLAGE	KIRKLAND LAND I & II	SHORELINE POST OFFICE
238,609 SF \$79,500,000	87,385 SF \$56,500,000	28,560 SF \$48,750,000	27,127 SF \$33,500,000	579,348 SF \$15,500,000	73,822 SF \$7,800,000	152,688 SF \$6,000,000	21,782 SF \$4,250,000







SUBURBAN / OFFICE PARK EXPERIENCE

							
REDSTONE CORP. CENTER	TIME SQUARE	NORTHVIEW CC	ALDERWOOD BUS. CNTR	SEATTLE GENETICS	KIRKLAND 405	WATERFRONT PLACE	NORTHWAY SQUARE EAST
329,015 SF \$70,750,000	324,287 SF \$54,500,000	176,664 SF \$48,500,000	198,508 SF \$42,050,000	144,900 SF \$38,000,000	130,390 SF \$35,750,000	52,091 SF \$31,455,000	78,200 SF \$30,500,000

SUBURBAN / OFFICE PARK

	
BLACKRIVER CORP. PARK	RIDGEPOINTE CORP. CENTER
266,221 SF \$28,800,000	50,376 SF \$22,000,000

HOSPITALITY EXPERIENCE

					
STATE HOTEL	HOTEL SORRENTO	LIBERTY HOTEL	70 PARK AVENUE HOTEL	EVEN / STAYBRIDGE SUITES	ELEMENT / ALOFT HOTEL
91 Guest Rooms Strategic Advisor	76 Guest Rooms Operational Oversight	298 Guest Rooms Adaptive Re-use	205 Guest Rooms Repositioning / Renovation	235 Guest Rooms Land Development Sale	150 Guest Rooms Land Development Sale