

PROFESSIONAL PROFILE

Brett Hartzell
Senior Vice President
Bellevue, Washington



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PARTIAL CLIENT LIST

- INVESCO Realty Advisors
- ING/Clarion
- AMB
- Kennedy Associates Real Estate Counsel, Inc.
- J. P. Morgan Fleming
- RREEF
- OPUS Northwest L.L.C.
- Harsch Investment Properties
- Boeing Realty Corporation
- Benaroya Capital
- Cabot Partners
- New York Life
- LBA Realty
- Orchard Partners

PROFESSIONAL EXPERIENCE

Brett Hartzell brings expertise, knowledge and commitment to all his clients in the commercial real estate industry. His 25 plus years of experience and exceptional insight allow him to identify the needs of his customers, then create and find the appropriate solution.

Brett Hartzell has been in the commercial real estate business since 1983, specializing in the sale and leasing of industrial and office buildings. Brett has experience in coordinating all aspects of the sale and leasing process including pricing and promotion of properties, warehouse and office tours, advertising and marketing of projects. Since 2000, his focus has been on the sale of industrial product throughout the Puget Sound market. Brett has been involved in the sale/leasing of over 35 million square feet with a transaction volume of over \$2 billion.

QUALIFICATIONS

- In-depth knowledge and historical perspective of competing properties including current and future availability in existing buildings and planned developments.
- Excellent underwriting history based on experience with market lease comparables, tenant lease trends and tenant motivation.
- Extensive background working with various companies creating solutions to meet their goals.
- Affiliation with a diverse global company.
- Strong, multi-talented marketing team to implement creative marketing campaigns and strategies.
- Energy, ability and creativity for negotiating and mediating deals to all parties' mutual satisfaction.

ACHIEVEMENTS

WA State SIOR Industrial Broker of the Year – 2003

CB Richard Ellis Seattle's Top Producer for 2003

EDUCATION

Mr. Hartzell earned a B.A. in Business Administration/Real Estate from Washington State University.

REFERENCES:

Ms. Stacey Magee	ING/Clarion	(214) 647-4925
Mr. Mike Hubbard	Capstone Partners	(206) 389-1636
Mr. Larry Benaroya	Benaroya Capital	(206) 774-1004
Mr. Tyler Higgins	Orchard Partners	(925) 953-5224
Mr. Craig Davey	RREEF Funds	(415) 262-2080
Mr. Will Connors	Equity Office	(650) 372-6514
Mr. Jason Geer	Invesco Realty Advisors	(972) 715-5892