

# Real Estate Consulting



GVA Kidder Mathews Consulting offers an alternative to typical transaction-based real estate services, providing independent, third party commercial real estate services for both private and public sector owners and investors. The firm's goal is to leverage its experience, relationships, and resources to empower its clients to successfully achieve their business objectives.

## The GVA Kidder Mathews Consulting Advantage

**Accountable.** By carefully defining a scope of work, budget, and schedule, expectations are clear and results are measurable.

**Resourceful.** GVAKM Consulting has the ability to leverage the expertise and relationships of the firm's 400 professionals to our client's benefit.

**Objective.** GVAKM Consulting provides objective solutions and supported opinions.

**Team Oriented.** GVAKM Consulting works in collaboration with its clients, other GVAKM service providers, and when appropriate, teams with other firms and specialists.

## Services

- Strategic Planning
- Consensus Building
- Feasibility & Predevelopment Planning
- Market & Location Analysis
- Cost/Benefits, Risks & Needs Analysis
- Acquisition/Disposition Planning & Execution
- Public-Private Partnerships



## Approach

- Understand client's needs and objectives
- Define the issues, constraints, and opportunities
- Identify the appropriate mix of resources and service providers
- Work with the client to develop a scope of work, budget, and schedule
- Implement the work plan
- Present findings and recommendations
- Implementation

## Success

*"I am writing to let you know how pleased the Seattle Monorail Project (SMP) has been with the services GVA Kidder Mathews provided in connection with the sale of the 33 properties which SMP sold over the last seven months.*

*At every step, the professionals of GVAKM took time to explain their recommendations to the SMP staff and Board, exercised extraordinary patience with selected purchasers and SMP and did what was necessary to reach SMP's goal of maximizing the return to the taxpayers. I believe that SMP would not have been able to sell its properties for more than \$11 million dollars above what it paid for them if not for the hard work and professionalism of the GVA Kidder Mathews team. SMP is most appreciative of GVA efforts and is pleased to tell others of our satisfaction with the services provided.*

*— Johnathan Buchter,  
Chief Operating Officer & General Counsel Seattle Monorail Project*

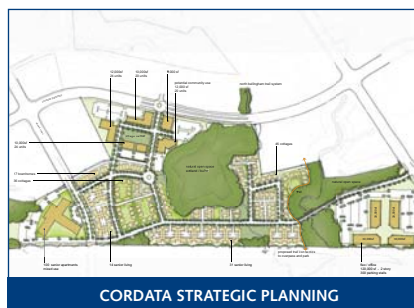


*"For the past six years our contractual relationship has been a collaborative high energy effort, anchored by a 360 degree ability to address local and national trends, with a practical, client-driven approach to the agency's real estate development opportunities."*

*— Scott Kirkpatrick, Transit Oriented Development Program Manager, Sound Transit*

*"GVA Kidder Mathews' teamwork and commitment to our clients' goals has helped us serve a variety of clients successfully by providing planning for the development of land holdings, by evaluating market conditions, and identifying public/private partnership opportunities."*

*— Craig Olson, Principal, KPFF Consulting Engineers*



*"The strategic planning work you recently completed for our Cordata property has been a good investment. It has guided the master planning effort and we are pursuing the recommended comprehensive plan amendment,*

*zoning code revisions, and have begun to implement wetland mitigation measures. We are confident we will soon be in a position to capture the maximum value of the property."*

*— George Ledwith,  
Cordata Investments, LLC*

*"You have helped us advance the idea of dedicated cultural space in the public policy realm."*

*— Michael Killoren,  
City of Seattle Office of Arts & Cultural Affairs*

*"The real estate planning effort that you facilitated helped the ECDA Board of Directors evaluate the alternatives and resulted in unanimous consensus to move our headquarters to its new location."*

*— Bill Robinson, Facilities Chair, Evergreen Community Development Association*

*"A simple thank you for the outstanding consultation and advice you provided regarding our real estate matters. Your assessment of the situation, analysis, guidance, and identification of appropriate resources was very helpful."*

*— Peter Bensinger, Trustee, Bensinger Trust, Chicago, IL.*

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