



Will Frame
Vice President

CAREER SUMMARY

Will Frame, vice president, specializes in office sales and leasing in the Puget Sound region. With an expansive network, knowledge, and understanding of the office and healthcare market, Will is able to provide valuable intel to his clients. His ability to prospect the market benefits his clients tremendously, as he becomes aware of potential investments opportunities, or soon-to-be active tenants, long before other investors or landlords. Will's relentless work ethic allows him to maximize his client's success across the entire real estate process, from cold calling to maximizing returns and increasing building value.

Since Will began his brokerage career he has been involved in over 1,200,000 square feet of real estate transactions at a total volume of more than \$175,000,000.

EDUCATION

Will graduated from Washington State University's Carson School of Business with a B.A. in accounting.

NOTABLE REPRESENTATIVE SALE TRANSACTIONS

- \$16,550,000 investment sale on behalf of Transpacific Investments - 115,000 SF
- \$12,500,000 investment sale on behalf of PF Financial Services - 93,000 SF
- \$11,625,000 owner/user acquisition on behalf of Heritage Bank - 76,000 SF
- \$9,895,000 investment sale on behalf of Smartcap Group - 41,900 SF
- \$6,950,00 investment sale on behalf of Westsound Orthopaedics - 19,200 SF
- \$6,000,000 investment sale on behalf of Smartcap Group - 30,000 SF
- \$5,500,000 investment sale on behalf of TMB Associates - 47,000 SF

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SELECT CLIENT LIST

AHBL Engineers
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BECU
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Berschauer Group, Inc
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Brown & Brown Insurance
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Car Pros
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Carter Validus
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Catholic Health Initiatives
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CenturyLink
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Clise Properties
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ColRich
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Digestive Health Specialist
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Federal Way Public Schools
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First Citizens Bank
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Harsch Investments
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Healthcare Realty Trust
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Heritage Bank
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LBA Realty
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LNR Partners
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MJR Development
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Names Family Foundation
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NW Medical Specialities
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OMNI Properties
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Physicians Realty Trust
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Power Property Consultants
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Proliance Surgeons
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Propel Insurance
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NOTABLE REPRESENTATIVE LEASE TRANSACTIONS

- Represented Northwest Medical Specialties in the 30,000 SF build-to-suit at the Meridian Medical Campus in Puyallup developed by Rush Construction
- Represented Unico Properties in the 15,000 SF lease to New York Life Insurance at 1201 Pacific Avenue, Tacoma
- Represented PF Financial in the 13,000 SF lease to Northwest Hardwoods at 1313 Broadway in Downtown Tacoma
- Represented Brown & Brown Insurance in their 12,000 SF lease at Horizon Pacific Center, Tacoma
- Represented Key Bank in the 12,000 SF lease to Trusteed Plans Service Corporation at 1101 Pacific Avenue, Tacoma
- Represented Zenith West in their 12,000 SF lease at 31 Montana, Tacoma
- Represented Transpacific Investments in the 11,500 SF lease to Kaiser at the Tacoma Mall Office Building, Tacoma
- Represented Heritage Bank in their 11,000 SF lease at First American Plaza, Tacoma
- Represented Clise Properties in the 8,500 SF lease to Multicare at Allenmore Plaza I, Tacoma
- Represented Clearchoice Dental in their 7,800 SF lease at The Centre, Federal Way
- Represented Rosen - Harbottle in the 7,800 SF lease to Pediatrics NW at Fountain Plaza, Federal Way
- Represented Rosen - Harbottle in the 6,750 SF lease to Northwest Kidney Centers at Fountain Plaza II, Federal Way
- Represented Nippon Dynaware in their 6,000 SF lease at East Campus Corporate Park I, Federal Way
- Represented Tenth & East Main, LLC in their 6,000 SF lease to Multicare Health Systems at 1004 East Main, Puyallup
- Represented Western Washington Endoscopy Center in their 4,600 SF lease at the Mediacal Pavilion, Federal Way

SELECT CLIENT LIST CONTINUED

Puyallup Surgical Consultants
 Rainier Hematology & Oncology
 Rosen - Harbottle
 Rush Companies
 Smart Cap Group
 Stephen C. Grey & Associates
 Transpacific Investments
 Unico Properties
 Vista Pacific Group
 Washington Gastroenterology
 X2 Capital

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REFERENCES

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