



LEE &
ASSOCIATES

COMMERCIAL REAL ESTATE SERVICES

TEAM OVERVIEW

John Bauder & Harrison Laird



INTRODUCING THE TEAM

John Bauder and Harrison Laird specialize in sales and leasing of office properties throughout the South Sound region, collectively bringing over 40 years of experience, and a distinguished reputation, into each transaction. This has resulted in an unrivaled market intelligence, allowing them to deliver exceptional results to each of their clients, tailored specifically to each client's needs.



HARRISON LAIRD & JOHN BAUDER
Serving the South Sound in Office Commercial Real Estate

**LOCAL MARKET
EXPERTS REIMAGINING
COMMERCIAL REAL ESTATE**



Using their market knowledge, John and Harrison guide their clients through each step of their real estate transactions. John is proficient in providing investment analysis, lease negotiations, site selection and market analysis, while Harrison provides his clients with strategy regarding trends, negotiations, value-add opportunities and overall business strategies.

Backed by Lee & Associates' platform of industry-leading professionals, they have direct access to an array of value-add resources to be uniquely applied to any given scenario. Partnering with, and being supported by a team of researchers, marketing experts and more, John and Harrison have time and again proven themselves in the South Sound.

John and Harrison pride themselves on their customer service and attention to detail, to which their clients will attest; the influence they have had in the South Sound has helped shape the market and ushered in new companies to the region.

CLIENTS REPRESENTED



“I felt fortunate to have John and Harrison guiding me through the lease renewal process.”

1201 Pacific Ave | Tacoma

SELECT TENANTS

± 9,729 SF

Eisenhower Carlson, PLLC, a Tacoma-based law firm, occupied over 17,000 SF of space on two floors in their downtown office. Consolidation and space efficiencies meant that the firm needed to downsize their footprint. However, they still had nearly two years left on their existing lease. Eisenhower Carlson considered subleasing the space, but it would have been a much riskier venture, something that a company looking to downsize was not prepared to take on.

**OVER
30%
SAVED IN
REMAINING
LEASE
TERM**

OUR SOLUTION

We worked with the tenant to formulate and implement a multi-step strategy for reducing their footprint, extending their lease, and driving additional value on the renewal. By touring other properties and beginning an RFP process, we created competition for their tenancy, resulting in a number of significant concessions to sign new leases. The team was able to negotiate and execute an early-termination on one floor while simultaneously reducing the occupied square footage of the remaining floor prior to lease expiration. The tenant saved over 30% on their remaining lease term, and was able to extend their term for an additional 5-years on the reduced space with favorable concessions from the Landlord, including an option to extend, demising and additional TI's in the existing space, and a reset on their base year.

PLUS:

STATE FARM INSURANCE COMPANY

1000 Wilmington Drive
Dupont, WA

348,000 SF
5-Year Office Lease



STATE OF WA DEPT OF REVENUE

6100 & 6300
Linderson Way,
Tumwater, WA

150,000 SF
5-Year Office Lease



STATE OF WA DEPT OF LABOR & INDUSTRIES

243 Israel Road
Tumwater, WA

51,000 SF
5-Year Office Lease



MULTICARE

1002-1102
15th Avenue SW
Auburn, WA

36,000 SF
11-Year Office Lease





400 Union Ave SE | Olympia

± 14,275 SF

Cubic Corporation, was leasing over 14,000 SF of office space in downtown Olympia. Over the course of their lease, their space needs had gone down to approximately 6,000 SF. This prompted the company to begin seeking a new office space solution in Thurston County.

OUR SOLUTION

We spent a considerable amount of time getting to know the requirement, working hand-in-hand with the tenant to identify their specific programming necessities and their preferred submarkets, among several other factors. Within one week, the team identified a list of potential properties and had toured the top candidates. We were able to use these tours as leverage with the Cubic's current landlord. The Landlord aggressively pursued Cubic with an extremely generous renewal proposal: they were allowed to extend their lease for three years and occupy their entire 14,000+ SF suite, but were only charged for the approximately 9,000 SF they were using. This solution saved the tenant over 37% during that three year term.

**OVER
37%
SAVED IN
THREE-YEAR
TERM**

MULTICARE

1307-1323 East Main
Puyallup, WA



29,000 SF
10-Year Office Lease

SOUND PHYSICIANS

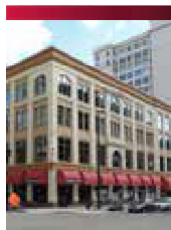
1498 Pacific Avenue
Tacoma, WA



25,000 SF
11-Year Office Lease

TRUSTEED PLANS SERVICE CORP

1101 Pacific Avenue
Tacoma, WA



13,000 SF
7-Year Office Lease

FRESENIUS MEDICAL GROUP

1115 Regents Blvd
Fircrest, WA



15,000 SF
10-Year Medical Lease

HORIZON PACIFIC BUILDING

2106-2108 Pacific Ave | Tacoma

SELECT BUILDINGS

“John and Harrison really came through, dedicating extensive time and thought into our approach to marketing the space. Within less than a year, they managed to lease up nearly all of the remaining vacant space, bringing in multiple new tenants and helping to revitalize the building.”

Cammy Wittrell
Property Manager
Horizon Pacific Center



The Horizon Pacific Building had several major tenants vacate over the course of two years, resulting in a near 50% vacancy with no sign of any new leasing activity.

OUR SOLUTION

Over the course of six months, our team developed a comprehensive marketing plan with the ownership, including new marketing materials and creative incentives for brokers. Additionally, an open house was held to generate more interest in the property, and the team leveraged their market knowledge to promote Horizon Pacific directly to tenants in the market. Three tenants—Infoblox, Inc.; David Evans and Associates; and Brown & Brown Insurance—secured leases for the majority of the vacant space within six months, bringing the building occupancy to 94% with rents at or above the prevailing market rate of \$20.00 per SF.

10,000 SF Office Lease
Brown & Brown Insurance
New Lease

16,000 SF Office Lease
Infoblox
New Lease

10,000 SF Office Lease
David Evans & Associates
New Lease

34,000 SF Office Lease
Everest College
Renewal/Expansion

16,000 SF Office Lease
BCRA
Renewal/Reduction

1102 BROADWAY BUILDING

1102 Broadway | Tacoma



The 1102 Broadway Building was managed and leased by a local commercial real estate firm for years. However, deferred maintenance issues and dated appearance meant the building was in need of a significant refresh, a situation made more challenging by the property moving into foreclosure.

OUR SOLUTION

The receiver hired us to help reposition the asset in the market. We worked with the receiver to reign in operation expenses while continuing to provide much needed updates and repairs, including updated HVAC, roof, common areas and elevators, in addition to setting aside funds for tenant improvements. We were able to reposition the asset and execute a successful sale to a local regional investor. The new owner has continued to use our services to reinvent and market the building, resulting in a strong mix of local, regional and national tenants—including MultiCare; Pierce County; Huitt Zollars; McGavick Graves, PS; and Fitzer, Leighton Fitzer, PS—moving in to stabilize the property with above market rates.

20,000 SF Office Lease
Pierce County
New Lease

8,000 SF Office Lease
The Doty Group
New Lease

6,000 SF Office Lease
Pierce County
Renewal/Expansion

10,000 SF Office Lease
McGavick Graves
Renewal/Downsize

6,000 SF Office Lease
Waddell & Reed
New Lease

PLUS:



CORNERSTONE BUILDING
76,000 SF Office Lease
Franciscan Health System



SOUTH HILL BUSINESS & TECHNICAL CENTER
45,000 SF Office Lease
WIRB

15,000 SF Office Lease
16,000 SF Expansion
TriWest Healthcare

10,000 SF Office Lease
Alaska Airlines
New Lease



1305 TACOMA AVE
42,000 SF Office Lease
Comprehensive Life Resources
Renewal/Expansion

25,000 SF Office Lease
WA Department of Social & Health Services
Renewal/Expansion



TACOMA MALL OFFICE BUILDING
11,000 SF Office Lease
Kaiser Foundation Health Plan of Washington
Renewal

10,000 SF Office Lease
Maxim Healthcare Services
Renewal/Expansion

SELECT SALES



HARDIE BUILDING PRODUCTS

Frederickson, WA

**Office/Industrial Sale
372,000 SF**

\$27,900,000



TACOMA RHODES CENTER

Tacoma, WA

**Office Sale
180,000 SF**

\$19,569,000



1102 BROADWAY

Tacoma, WA

**Office Sale
84,000 SF**

\$17,250,000



TACOMA MALL OFFICE BUILDING

Tacoma, WA

**Office Sale
116,000 SF**

\$16,550,000



1305 TACOMA AVENUE

Tacoma, WA

**Office Sale
116,000 SF + 114,000 SF
Parking Structure**

\$13,415,000



COMMERCE BUILDING

Tacoma, WA

**Office Sale
85,000 SF**

\$12,500,000



3102 SOUTH PINE

Tacoma, WA

**Industrial Sale
196,000 SF**

\$11,000,000



KEY DEVELOPMENT

Tacoma, WA

**Industrial Sale
87,000 SF**

\$6,100,000



2365 SOUTH G STREET

Tacoma, WA

**Industrial Sale
42,000 SF**

\$4,230,000



2201 MEDICAL BUILDING

Tacoma, WA

**Medical Office Sale
23,000 SF**

\$4,000,000

TESTIMONIALS

“We hired Harrison and John to sublease our office space in downtown Tacoma. They diligently worked with us, managed to find and secure a prospect within one week of listing, and converted them into a direct tenant with the Landlord. This allowed us to be no longer involved with the space, something that wouldn’t have been the case if we had merely subleased our office. Coordinating negotiations between us, our landlord and the new tenant, the team was able to structure a deal that provided for a smooth transition; the new tenant leased our entire suite at the same rate we were paying. Additionally, the team was able to move us into a new space immediately after subleasing. We couldn’t have been happier with the outcome, which far exceeded our expectations. I wouldn’t hesitate to recommend Harrison and John to any company looking to hire a team of highly competent real estate professionals.”

Brett McGovern, CEO
Bay Equity

“Our existing location was no longer aligned with our growth needs; we needed a space that would allow us to grow efficiently, without impacting our footprint. We had been looking for a new office for months on our own with no luck before we hired Harrison and John. They were attentive in listening to our needs and quickly identified multiple properties that met most of our requirements, ultimately helping us locate a space that was a perfect fit within just two months. As the space was off-market, we would not have been aware of it if Harrison and John hadn’t brought it to our attention.

Their knowledge and expertise made the whole experience ideal; they were pivotal in our ability to negotiate a great deal with the owners. We will be using them in the future for any relocations or renewals.”

Patricia Seagle, Executive Director
Puget Sound Home Health

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