



SUCCESS STORY COLMAN BUILDING

811 FIRST AVENUE
SEATTLE, WA

*"I just wanted to say
"Thank You" for all
your support and hard
work. You truly
do a great job! Thanks
for always being
there to assist!"*

– Kelli Jo Norris
Pinnacle Property Mgmt

TEAM

Dan Dahl
206.382.8543

David Gurry
206.382.8549

CHALLENGE

The owner was distressed by a building vacancy hovering at 30%. The Pioneer Square submarket had been hit hard by the dot.com exodus, the downturn in the economy, and the recent Nisqually earthquake. These factors, coupled with the highest submarket vacancy in Seattle, created a tough challenge for the ownership.

SOLUTION

Colman Properties Limited Partnership hired the team of Dan Dahl and David Gurry to develop a marketing strategy resulting in an increase in the building's exposure to both real estate brokers and office tenants. The team leased the building to a 100% occupancy in a market with a vacancy rate of 15%. Through mid-2006, the building has remained healthy and rental rates have increased by 20%.

SERVICES

- Market Analysis
- Negotiation
- Financial Analysis
- Advertising
- Public Relations
- Marketing