



## SUCCESS STORY

### FIRST & STEWART BUILDING

101 STEWART STREET  
SEATTLE, WA

#### TEAM

Dan Dahl  
206.382.8543

David Gurry  
206.382.8549

#### CHALLENGE

The First & Stewart Building is owned by Archon Group, a division of Goldman Sachs and Company. At the time of purchase, the building was only 75% occupied and rates were hovering in the upper teens. The building is part of an opportunistic fund with the goal of achieving top dollar rates to increase the exit price.

#### SOLUTION

Archon Group hired Dan Dahl and David Gurry to lease the First & Stewart Building. A well-constructed marketing plan in combination with their excellent market knowledge led to a 97% occupied building. In addition, the team pushed rental rates from \$18/RSF to the mid 30's. Having significantly increased overall net operating income, Dan and David have made the building market-ready to sell.

#### SERVICES

- Market Analysis
- Negotiation
- Marketing
- Strategic Positioning