

KRAIG M. HEETER, SIOR

Executive Vice President, Shareholder

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Kraig Heeter has been a tireless advocate and advisor for his clients since 2001, specializing in industrial sales and leasing in the greater Seattle and Tacoma area submarkets.

Kraig's excellent reputation allows him to leverage his relationships for his clients' benefit, reducing risk throughout the entire real estate cycle. Kraig's aggressive negotiating style and in-depth market knowledge ensures his clients are able to make educated and confident decisions concerning their corporate real estate needs. Recently, Kraig represented a buyer in one of the largest industrial land sales in the Northwest, which was valued at approximately \$32,000,000. As of 2022, Kraig is approaching \$2 billion in total sales volume.

COMMUNITY INVOLVEMENT

President-elect, SIOR Foundation

President, WA Chapter - SIOR

Board Member, Hillsdale College - Washington Alumni

Prospective Student Ambassador, Hillsdale College

REPRESENTATIVE TRANSACTIONS

360K SF	Link Seattle Portfolio	Leasing team member
943K SF	Weyerhaeuser	Disposition for 7 properties on 110 AC
140K SF	RealTerm NAT	Represented buyer on 3 investment acquisitions
115K SF	PacTrust - Pacific BP	Leasing broker for 9 building industrial park
24 AC	IAAI Site	Buyer rep. of long-term leased land site
414K SF	CenterPoint Seattle DC	Successful lease to Fortune 100 company
200K SF	Dermody Properties	Build to suit for e-commerce company
45 AC	Desimone Family Trust	55 year land lease to Dermody Properties

PARTIAL CLIENT LIST

Ace Relocation Systems

Boeing

Dermody Properties

Desimone Family Trust

Link Logistics

Neighbors Moving &
Storage of Seattle

CenterPoint Properties

PacTrust

Teeter Corporation

Prologis

RealTerm NAT

RREEF

Seattle's Favorite

Wanke Cascade

Weyerhaeuser

EDUCATION

BA in Economics, Hillsdale
College, Hillsdale, MI

REFERENCES



SAM COURTNEY
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