



Jeff Forsberg, CCIM
Principal

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600 108th Avenue NE Suite 340
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Expertise

- Industrial - Leasing & Sales

Background & Experience

Jeff is a Principal of NAI Puget Sound Properties and co-leader for the Southend Industrial Group. Jeff is also a member of NAI Global's National Logistics Practice Group. Jeff's 21 years of experience representing both tenants and landlords has enabled him to develop a strategic approach to solving a client's business problems throughout the entire life-cycle of a real estate transaction.

Since 1996, Jeff has successfully completed over 850 transactions totaling more than 30 million square feet and representing over \$1 billion in transaction value.

Jeff has worked with national and local clients, including Tigers, Helly-Hansen, Principal Financial Group, Prologis, IKON Office Supply, Arulink and Smurfit. In addition to representing local tenants, Jeff transacts business throughout the United States through affiliation with NAI Global, and he has completed over 1 million square feet of assignments over the last two years. He was named a Top Ten Producer within NAI Global for 2014.

Routinely recognized by his peers as one of the top industrial specialist in the region, Jeff has received numerous CoStar Power Broker awards and has twice been nominated for SIOR Industrial Broker of the Year.

Jeff is active in the area's civic community through coaching and other youth-oriented charities and organizations.

Jeff resides in Bellevue with his wife and three children.

Education

- Bachelor of Arts, Business Administration - University of Washington
- Juris Doctorate - Willamette University College of Law

Professional Affiliations & Designations

- CCIM - Certified Commercial Investment Member
- CBA - Commercial Brokers Association
- WSCAR - Washington State Commercial Association of Realtors
- CBA Certified Green Broker
- Certified LEED Broker
- Member of NAI Global's National Logistics Practice Group

Partial Client List

- Alan Ritchey
- Benaroya Capital
- Cabot
- Chipmen
- Design Imports
- Dividend Capital Trust
- GTS
- IKON Office Supply
- Industrial Property Trust
- INVESCO
- Pacific Coast Steel
- Pliant Corporation
- Principal Financial Group
- Prologis
- Recreational Equipment Inc. (REI)
- RREEF
- Smurfit Stone Containers
- Tigers (USA) Global Logistics
- Tim's Cascade Chips/Arulink
- Tri-State Distributors



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Recent Sale Transactions

- \$31,602,000 - 266,205 SF 4-Building Portfolio Sale (Kent, WA)
- \$31,293,062 - 441,250 SF Building Sale (Sumner, WA)
- \$26,100,000 - 91.57 Acre Land Sale (DuPont, WA)
- \$17,750,000 - 228,907 SF Building Sale (Kent, WA)
- \$10,393,700 - 103,937 SF 2-Building Portfolio Sale (Kent, WA)
- \$10,150,000 - 115,189 SF Building Sale (Kent, WA)
- \$ 9,210,000 - 111,147 SF Building (Fife, WA)
- \$ 9,124,727 - 11.97 Acre Land Sale (Sumner, WA)
- \$ 7,500,000 - 101,890 SF Building Sale (Kent, WA)
- \$ 4,290,000 - 50,450 SF Building Sale (Kent, WA)

Recent Lease Transactions

- \$13,743,363 - 228,300 SF Lease (Kent, WA)
- \$ 3,882,222 - 164,469 SF Lease (Renton, WA)
- \$ 2,370,091 - 73,318 SF Lease (Kent, WA)
- \$ 1,926,732 - 55,331 SF Lease (Auburn, WA)
- \$ 1,853,684 - 60,848 SF Lease (Auburn, WA)
- \$ 1,795,086 - 20,137 SF Lease (Renton, WA)
- \$ 1,501,680 - 11.97 Acre Land Lease (Sumner, WA)
- \$ 1,354,985 - 50,450 SF Lease (Kent, WA)
- \$ 1,351,759 - 52,816 SF Lease (Auburn, WA)
- \$ 1,302,668 - 64,000 SF Lease (Kent, WA)