

# PROFESSIONAL PROFILE



## BRETT HARTZELL

Senior Vice President

National Partners

Institutional Properties

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## CLIENTS REPRESENTED

- RREEF
- AEW
- Bentall Kennedy
- INVESCO Realty Advisors
- Alecta
- Principal
- PNC Realty Investors
- Benaroya Capital
- New York Life
- Orchard Partners
- Investco
- CBRE Global Investors
- Guardian Life
- Panattoni
- LaSalle
- Morgan Stanley
- Clarion Partners
- Trammell Crow
- BlackRock
- Cohen Asset Mgmt
- CalStrs
- LBA Realty
- American Realty Advisors

## CURRENT ROLE AT CBRE

Brett Hartzell is a Executive Vice President within CBRE's National Partners and Investment Properties Group. A 33-year veteran of the commercial real estate industry, Mr. Hartzell possesses the expertise, insight and commitment to fully evaluate and understand his clients' real estate needs and deliver customized solutions to meet those needs.

Since starting in the industry in 1983, Mr. Hartzell has specialized in the sale and leasing of industrial and office buildings. Since 2000, he has concentrated on selling institutional projects throughout the Puget Sound market and has experience coordinating all phases of the sale process. In 2011 he was admitted to CBRE's exclusive Institutional Group, which focuses on institutional transactions. Mr. Hartzell's thorough understanding has helped him successfully sell or lease over 60 million square feet, with a transaction volume of over \$5 billion. Brett was inducted into the elite National Partners Group in 2016.

## SIGNIFICANT ASSIGNMENTS

Client	Square Feet	Transaction Type	Year
■ Principal - CALSTRS	2,768,456	Sale	2013
■ Investco	2,157,252	Sale	2012
■ Bentall Kennedy	1,000,000	Sale	2015
■ NW Building, Co	1,000,000	Sale	2015
■ RREEF	1,000,000	Sale	2012
■ CBRE Global Investors	1,000,000	Sale	2012
■ INVESCO Realty Advisors	885,263	Sale	2012
■ AMB (Prologis)	760,253	Sale	2012
■ TIAA-CREF	650,000	Sale	2015
■ LBA	485,000	Sale	2014
■ PNC Realty Investors	480,820	Sale	2012
■ AEW	431,000	Sale	2012
■ Bentall/Kennedy	400,500	Sale	2012
■ Panattoni	360,000	Sale	2012
■ LaSalle	358,673	Sale	2014
■ Guardian Life	283,450	Sale	2013
■ LaSalle	234,750	Sale	2013
■ BlackRock	205,000	Sale	2014
■ Morgan Stanley	167,063	Sale	2014
■ Weyerhaeuser	100,863	Sale	2013

## PROFESSIONAL AFFILIATIONS / ACCREDITATIONS

- 2012 SIOR Investment Broker of the Year, 2013 & 2014 Runner Up
- NAIOP (National Association of Industrial & Office Parks)
- Member of the CBRE Seattle Broker Advisory Board – 2011
- Washington State SIOR Industrial Broker of the Year – 2003
- Costar Power Broker

## MEMBERSHIPS, CLUBS & CAUSES

- Bellevue Athletic Club
- United States Tennis Association
- Cascade Bicycle Club
- Big Brothers & Sisters
- JDRF
- Multiple Sclerosis Society
- CBRE Cares

## EDUCATION

- Washington State University, Bachelor of Arts, business administration/real estate

