

Strategic
Decisive
Passionate
Candid
Strong
Honest
Straight

"The family's consistent display of a passion for their business and consistent commitment to their strategy are truly infectious." Skip Salvin, Seattle Mortgage

These words are often used when people talk about Columbia West Properties Inc.
It is a family-owned and -operated business that proudly owns, manages, and develops a variety of commercial, retail, multi-family, and hospitality properties in the Puget Sound area.



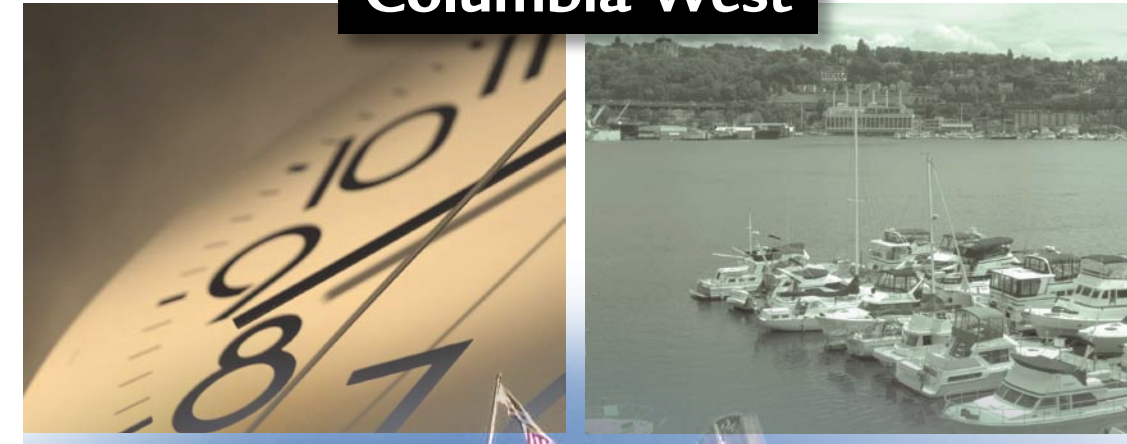
Michelle Foreman Barnet, president; Diane Foreman, chairman and co-CEO; Richard Foreman, co-CEO

Columbia West

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Columbia West



People. Trust. Experience.

Strategic Direction Creates Decisive Action

Columbia West Properties Inc. (CWP) uses their expert team of attorneys, architects, construction managers, engineers, and talented employees to analyze properties for purchase and make quick, informed decisions.



Michelle Foreman Barnet, president

“Their ability to move so quickly and decisively is unusual in this business, and it increases their credibility and capability statement,” says Jim Klinger, senior vice president, GVA Kidder Mathews, talking about the purchase of Harbormaster Offices and Marina. “I wish all my clients were so decisive and so reasonable with their purchase offers.”

Harbormaster is on south Lake Union and has 50,000 square feet of office space, 75 tenants and 108 boat slips. Within two weeks of learning the property was on the market, CWP had assembled their team of advisors who

inspected the pilings, building construction, and maintenance, and evaluated all financial aspects of the operation including cash flow and needed capital improvements. The team spent only two weeks doing due diligence and was almost ready to buy.

Knowing that a tentative buyer would likely fall out of contract by 2 p.m. on December 18, 2005, Michelle Foreman Barnet, president of CWP, toured the property the same day to make a decision. By 4 p.m., CWP had signed a contract with a reasonable offer including a substantial nonrefundable deposit, and the broker had asked to meet with the seller. By 9:30 p.m., the seller had accepted the deal and signed the contract.

“The family’s consistent display of a passion for their business and consistent commitment to their strategy are truly infectious,” says Skip Slavin of



Seattle Mortgage when talking about the deal. “She creates an environment that motivates everyone to achieve the same goal regardless of the challenge. A true professional!”

Property Management Driven by Investment Strategy

Purchasing well-located property in the Puget Sound area, charging market rates, investing in the property to increase its value, and providing good service to lessees are all part of Columbia West’s investment strategy. The property management department is run by professionals with 20 years of experience in a breadth of property types and markets.

“This is the place for intelligent risk takers,” says Linda Hessler, senior property manager. “The owners hire people who have more expertise than they do in critical areas, listen to what they say and make quick decisions. Disagreements among employees are resolved openly and quickly because everyone’s opinion is equally valued.”

One of these properties is the historic Terminal Sales Building. It is a popular property



located in downtown Seattle and is home to nearly 50 creative companies including architects, designers and public relations companies – some who



have been tenants for more than 20 years. Owned by Columbia West for 10 years, the company recently installed new elevators, remodeled the lobby, repainted offices, and finished repairing earthquake damage and improving the structure.

“The building has tremendous history, and it is cool without being hip,” says Bill Broadhead, owner of GSM Mercury and tenant in the Terminal Sales Building since 1998. “Our property manager is friendly, keeps us informed of the plans for the building and creates a sense of community among the tenants. I can’t imagine renting anywhere else.”

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