

REAL ESTATE AUCTION

SIGNIFICANT PRICE REDUCTION!

INCOME, INVESTMENT AND DEVELOPMENT OPPORTUNITY

99% leased 114,427± square foot business park 4.1± acres of additional development property



- Long-term stable tenant mix, with 50% of lease income from BLM, USGS, and FAA
- 2017 net operating income of \$517,000 with 8.8% cap rate
- Seller financing available

Published Reserve: \$5,895,000 Sealed Bids Due August 28, 2018

Southtowne Commerce Center is the largest business park in Klamath Falls and is 99% leased Klamath Lake Oregon Institute of Technology Highway 97 Sky Lakes Medical Center Bi-Mart Downtown Klamath Falls Staples. Raquet Club. Klamath Falls Honda Klamath Falls Subaru Pacific Crest Federal Credit Union Legacy Furniture Big 5 Sporting Goods Walmart Supercenter Platt Electric Supply Mountain Valley Nursery Washburn Way







Southern Oregon and is 99% leased to 36 tenants, including the Bureau of Land Management, US Geological Survey, and Federal Aviation Administration, with 114,427± square feet of warehouse, office and flex space, along with 4.1± acres of additional land fully-serviced, and zoned for development. The business park is located on a 13.78± acre site along Washburn Way, between downtown Klamath Falls, Crater Lake Klamath Regional Airport and Kingsley Field Air National Guard Base. The majority of new commercial development within Klamath Falls is located along Washburn Way north of Southtowne, and includes Walmart, Lithia Motors, Fred Meyer, Bi-Mart, Big 5 Sporting Goods, Staples, and other retail uses.

The property provides a strategic location for its tenants due to proximity to both Highway 140, with access west to Medford and I-5, and Highway 97, with access north to Bend and south to Northern California and I-5.

Southtowne Commerce Center is the largest business park in Klamath Falls. There are thirty-six tenants -- thirty-three are private businesses, and three are federal agencies. Sixty-seven percent of the space, or 76,300± square feet, has been leased to the same eighteen tenants for over 10 years. Several tenants, including the BLM, have been at Southtowne for over thirty years.

Southtowne Commerce Center, located at 2795 Anderson Avenue, was developed from 1977 to 1994 by the Seller, and is designed to meet demand for a wide range of tenants. It has a combination of office, flex, light manufacturing, and warehouse uses, in sizes from 1,200± to 13,254± square feet, with 15 foot to 20 foot ceiling heights, and overhead doors from 10 feet by 10 feet, to 12 feet by 14 feet.

The business park contains a total of five buildings from 6,250± to 73,940± square feet in size, of concrete block masonry and steel construction, with metal roofs designed for low-cost maintenance. The buildings are planned around 7± acres used for a combination of parking, several fenced yards, and ample room to accommodate tractor trailers which serve many of the tenants.

There is a total of 53 rental units, with 80% targeted to users who require less than 2,400 square feet, and options to expand into adjoining units to accommodate growth.

Two office and warehouse buildings of 12,415± square feet and 13,354± square feet were constructed in 1980 and 1981, and have been leased long-term to BLM, USGS, and Lincare. The largest building complex of 73,940± square feet includes the BLM Klamath Falls Field Office. Four units also within this largest building total 5,000 square feet and are leased to the FAA and USGS, as part of their overall lease.

The tenant mix of three federal agencies and 33 private companies having long-term tenure of over two thirds of the leased space provides the owners with a stable income, and relatively low risk. 2017 net operating income was \$517,000, and 2018 is projected to exceed that.

A major business strategy of the Seller has been to offer month-to-month leases to the private tenants, which has contributed to the stable occupancy as the local economy has improved. Some rental increases have been obtained during the last 12 months, with opportunity for a new owner to increase leases at the property on fifteen other rental units.

There has been a waiting list for tenants. The Seller has been very selective in leasing space to tenants whose profiles are compatible with existing businesses. Southtowne Commerce Center's competitors are much smaller, with fewer than 30 spaces, and cannot accommodate the range of businesses.

The Seller is offering the Southtowne Commerce Center at Sealed Bid Auction at a significant price reduction from \$7,039,000 to a Published Reserve of \$5,895,000, and is including the added incentive of special short-term seller financing, to accelerate a sale with closing by mid-October 2018 in order to meet the objective of retirement.

The combination of offering the 99% leased business park with 8.8% cap rate, and additional 4.1± acres of development land, provides a significant and rare investment opportunity for a business park in the Pacific Northwest. Acquisition of Southtowne Commerce Center provides a new owner with the options to expand the business park, develop a storage complex to accommodate boats and RVs, or build-to-suit, all with excellent exposure along Washburn Way.



PUBLISHED RESERVE: \$5,895,000

FINANCING: Seller financing available subject to seller approval of purchaser's credit: A 35% down payment amortized over 25 years at 5.5% interest, all due and payable at the end of five years

PROPERTY INSPECTION: Appointments are required - please call Auction Information Office to schedule. 1-800-845-3524

SUPPLEMENTAL INFORMATION PACKAGE WITH BID DOCUMENTS:

The Supplemental Information Package with Bid Documents is available by contacting the Auction Information Office at 1-800-845-3524 and signing a Confidentiality Agreement. A data site has been established for property documents.

The package includes the following information:

- Klamath Falls area information
- Maps, aerial and site photos
- Inventory of rental units, by building
- Phase One Environmental Assessment Report October 2017
- 2018 Rent Roll and Tenure Summary
- 2014 2018 Year-to-Date Financials
- BLM, USGS and FAA Leases
- Southtowne Month to Month Lease Form
- Southtowne competitors
- Preliminary Title Report with Exception Documents
 Bid information: Bid Instructions and Bid Form
- - Buyer Acknowledgement Form
 - Purchase and Sale Agreement
 - Credit Application for Seller financing- Agency Disclosure

 - Broker Cooperation
- www.SouthtowneCommerceCenter.com

STIRATEGIC LOCATION

Southtowne Commerce Center has benefitted from its location in Klamath Falls, which has been successful in the economic transition from dependence on a natural resource base of timber, farming and ranching, to technology and healthcare. On-going economic recovery has reduced the unemployment rate to 6% as of April, 2018, with an increase in both construction and manufacturing jobs. This transition is being lead by Team Klamath -- Klamath County Economic Development Association – www.chooseklamath.com

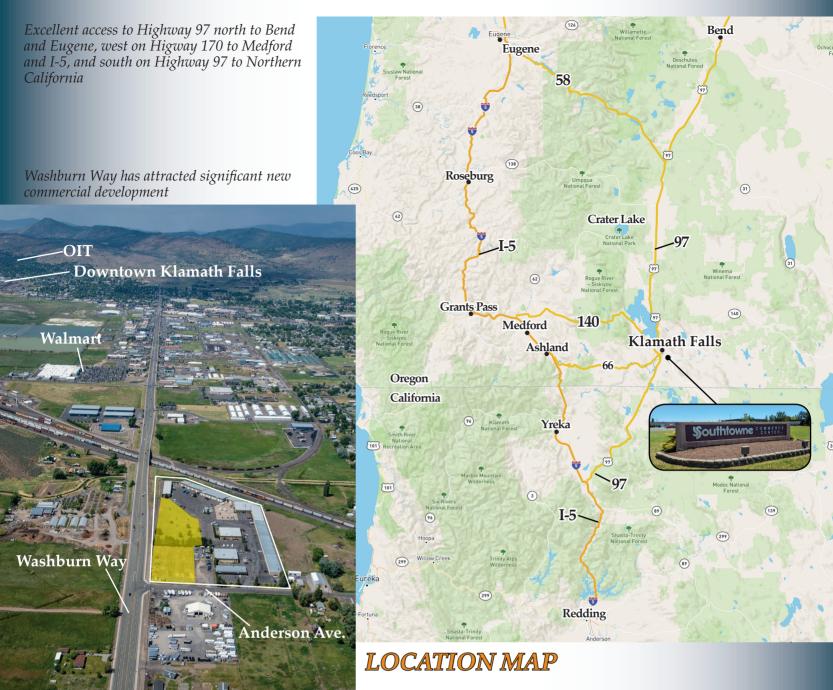
The 114,427± square foot business park has proximity to three highways – 97, 140, and 39 -- that converge in Klamath Falls and provide access north to Bend, south to Northern California and I-5, west to Medford and the I-5 corridor, and east to Nevada. Highway 97 is a preferred west coast trucking route east of the Cascades from Washington. There are 1,000 employees nearby at the 173rd Fighter Wing of Oregon National Guard, just south of the Business Park. The base is the only F15 Training Base in the United States, and is also slated to do training for the F35 jet aircraft. Oregon Institute of Technology, the Pacific Northwest's only four-year polytechnic university, has enrollment of over 4,500 students. Oregon Health Sciences University is building a new \$50 million building in partnership with Sky Lakes Medical Center as a rural health training center by the OIT Campus, a fifteen minute drive north. Construction of the center is slated for completion in late 2019.

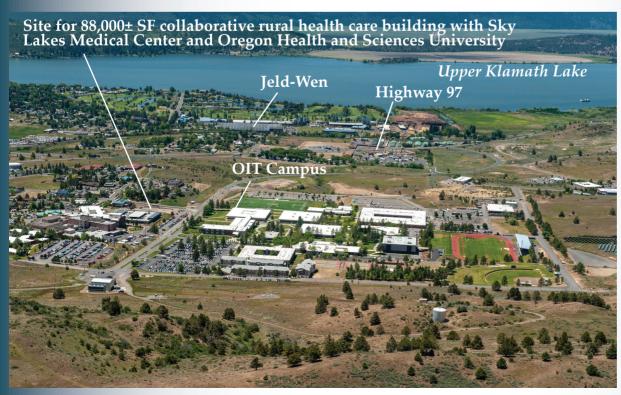
The Klamath Falls area has a labor force of 30,000, with workforce advantages that include: low workers compensation premiums, stable wages, 88% average high school education completion, 30% average college education completion, and balanced mix of 64% blue collar and 36% white collar demographic, according to the Klamath County Economic Development Association. In addition, due to its location to both Burlington Northern Santa Fe and Union Pacific Railroads, Klamath Falls has a large rail yard which provides for switching, railcar storage, and locomotive repairs.

It also serves as a retail, health care, and service center to both Southern Oregon's Klamath and Lake Counties, and to California's northern-most Modoc and Siskiyou Counties. Fred Meyer, Bi-Mart, Big 5 Sporting Goods, and Walmart are located north of Southtowne, along Washburn Way. Lithia Auto Group is developing a new showroom, also north of Southtowne, set to open this fall for its Toyota Dealership. This will be the third facility for Lithia within Klamath Falls.

Southtowne Commerce Center's location along Washburn Way, with the ability to expand the business park to meet future business demands, is strategic in providing value as a long-term income and development investment.







OIT Campus and Sky Lakes Medical Center have major impact on local economy





THE COMPLEX

Southtowne Commerce Center is located just outside the city of Klamath Falls limits and no business licenses are required. Development started in 1977 and was completed in 1994. There is a total of 114,427± square feet of office, warehouse, flex and light manufacturing space. Five buildings that range from 6,250± to 73,940± square feet contain a total of 53 units for lease from 465± square feet to 13,354± square feet. Two of those five buildings have two floors.

The business park was built in stages to meet growing demand within the Klamath Falls market for both private and public agency clients needing well-designed space, with proximity to Highways 97 and 140, to downtown, OIT, area manufacturing plants, and the Klamath Falls Airport – home base to Oregon National Guard.

An estimated 7 acres of the site is paved and has over 220 parking spaces, fenced yard space for FAA, BLM and USGS vehicles, and ample room to accommodate tractor trailers. The property was planned with one entry, only. 4.1± acres of land fronting Washburn Way and at the corner of Anderson Avenue are zoned Light Industrial, and can easily be developed for future expansion, or for other uses including as storage facilities.

All the buildings are masonry block construction on concrete slabs, with steel trusses and metal roofs. There is no deferred maintenance. The Business Park is monitored by seventeen security cameras, plus good lighting and nightly security patrol, all a significant benefit to tenants.

Rental Units by Building



BUILDINGS SUMMARY BY SIZE, RENTAL UNITS, AND EXISTING TENANT-MIX

Building One -- 6,250± square feet

This one-story building, built in 1980, is located by the Southtowne Commerce Center entry, and contains a total of six rental units. Four are 1,250± square feet each, and two smaller spaces are 465± square feet and 785± square feet. There are overhead doors that provide access to three of the units.

Southtowne's leasing office is in this building, along with a medical laboratory, photocopy service, professional bookkeeper, and business office. The 785± square foot unit is currently used by the Seller to store vehicles used for snow removal, and supplies.

Several of the tenants within Building One have leased space from Southtowne for over twenty years.

Building Two – 13,354± square feet

This two-story building, built in 1981, is located north of Building One and has two rental units, each with second floor office space. USGS leases 6,354± square feet, with 4,190± square feet used as office and 2,164± square feet as warehouse. In addition, the lease includes a 15,150± square foot fenced yard for vehicles that has access from Anderson Avenue and is at rear of building.

The other part of Building Two contains 7,000± square feet leased to Lincare, the U.S. subsidiary of The Linde Group. 1,440± square feet is office, and 5,560± square feet is warehouse. Both warehouse spaces within Building Two have a 12′ by 14′ door.

USGS has been a tenant since 2005, and Lincare has been a tenant for over thirty years.

Building Three – 12,415± square feet

This two-story building, built in 1981, is located in the middle of the business park and has 4,830± square feet of office and 7,585± square feet of warehouse. It is leased in entirety to the BLM since 2003 for its fire crew. The warehouse space is used for vehicle maintenance, and there are two 12' by 14' doors.





Leasing office is in Building One and could be part of rental inventory



Overhead doors provide rear access to units

Building Two





Building Two contains 7,724 SF of warehouse and 5,630 SF of office



BLM has occupied Building Three since 2003. Warehouse used for vehicle maintenance and storage

Building Four – 8,568± square feet

This one-story building, built in 1994, is located within the northwest section of the property. It contains a total of seven rental units, all but one with its own 12' by 12' door. Five are 1,200± square feet each, one is 2,400± square feet, and one is a small unit of 168± square feet with an 8' by 8' door that is used for storage. Tenant uses are warehouse, light manufacturing, and a sign-making company. One of the five 1,200± square foot spaces is used by the Seller for storage of classic cars.

One tenant has leased space since 1995, and the others span from one to six years.

Building Five – 73,940± square feet

This is the largest building within the business park, and it was built in stages from 1977 to 1994. It extends the entire length of the eastern boundary, and contains a total of thirty-seven rental units. Thirty of the thirty-seven spaces range from 1,250± square feet to 1,800± square feet, four spaces range from 3,200± square feet to 6,000± square feet, and three spaces total 14,640± square feet.

The three spaces complex of 14,640± square feet, additional 6,000± square foot unit, and 16,780± square foot fenced yard, are all leased to BLM Klamath Falls Field Office. BLM has been a tenant at Southtowne since 1988.

The balance of Building Five has 33 rental spaces that are completely leased, except for one 1,250± square foot unit which is currently vacant. Tenants in the smaller leased spaces include USGS and FAA, which occupy 5,000± square feet of office and warehouse combination, and twenty-four various private companies in: distribution, light manufacturing, contracting, warehousing, and services. Eleven of these tenants have been leasing at Southtowne for over ten years; five of those have been leasing for over twenty years.

Twenty-three of the 37 units have 10' by 10' doors, and the balance are 12' by 12', and 12' by 14'. There is a sprinkler system that serves five units leased to the BLM, a contractor, and a light manufacturer.



Unit 11 of 1,250 SF is only vacancy within Southtowne Commerce Center.

Every rental unit has its own restroom, overhead and entry doors





Unit 43 in Building Four has 1,200 SF used by Seller to store classic cars. It could be available as a rental unit

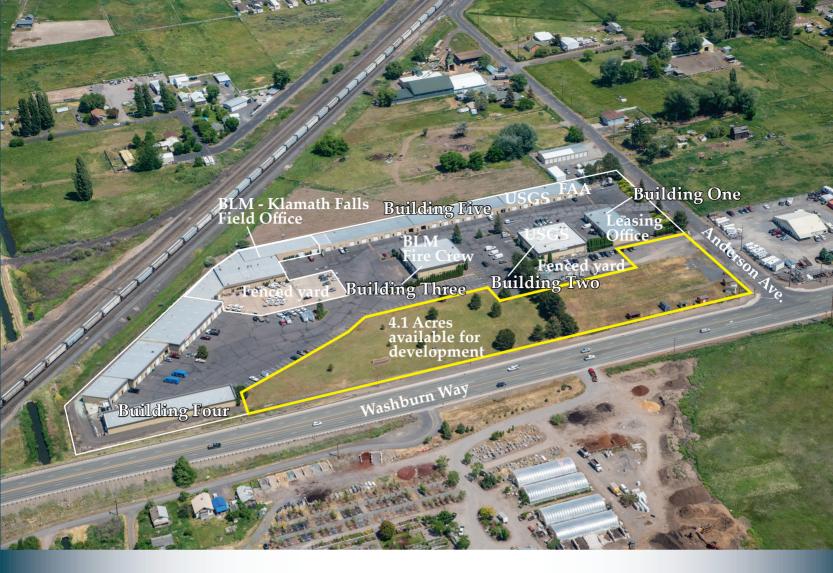




BLM Klamath Falls Field Office is in Building Five



Custom metal cutting company has national client base



ILEASES

There are currently a total of thirty-six tenants at Southtowne Commerce Center, with only one vacancy of 1,250± square feet, in Building Five. Three of the tenants are federal agencies (BLM, USGS, FAA) and thirty-three tenants are private. Tenants are responsible for utilities, garbage and janitorial expenses. The landlord is responsible for water / sewer, maintenance, taxes, and security etc. All thirty-three private tenants are on a month-to-month lease; federal agencies are on leases. Copies of all leases are available as part of the Supplemental Information Package with Bid Documents.

Total monthly income as of May, 2018 is \$57,365 based on 99% occupancy. \$28,980 is from the three federal agencies, and \$28,385 is from the thirty-three private tenants.

Federal Agencies

BLM – The first BLM lease in 1988 was for a ten-year term until 1998. The current BLM lease for the Klamath Falls Field Office Complex of 20,690± square feet plus fenced yard had an initial fifteen year term beginning in August, 1998, which was extended to July, 2020.

The BLM recently invested \$73,000 in entry space remodel and power gate upgrade. The BLM lease was expanded to also include the 12,415± square foot Building Three for its fire crew, which was added in May, 2003.

It is anticipated by the seller that the BLM will want to continue its tenancy at Southtowne, providing a new owner opportunity to obtain a new lease, or an extension.

Total monthly income from the BLM lease is \$20,850.

USGS – The USGS lease includes 2,500± square feet of space in Building Five, and 6,254± square feet in Building Two, with a fenced yard. The lease has a ten year term which extends to June, 2025, with two five-year options. Total monthly income from the USGS is \$6,400.

FAA – The FAA lease is for 2,500± square feet of space in Building Five and was signed in 2011, with five year options extending to 2031. A supplemental lease with option to extend to September 2021 was signed in October, 2016. Total monthly income from the FAA is \$1,730.

FINANCIALS

2017 rental income was \$666,727, and expenses were \$126,499. Net operating income for 2017 was \$517,000.

2018 monthly income is \$57,365 as of June 1, 2018, with existing vacancy of 1%, or 1,250± square feet, in Building Five. Annualized 2018 rental income is projected at \$688,380 with net operating income for 2018 to be a projected increase of 2 to 3%, or in the range of \$530,000.

2018 income by building is outlined below by both public and private tenants which shows total rental income split 50/50 between public and private tenants.

Overall blended rate for the entire complex is \$.52 per square foot per month, or \$6.20 per square foot on an annualized basis.

Occupancy rates since 2014 have improved as a result of the recovering economy in Klamath Falls and Southern Oregon. The seller has raised rents by only a modest level during the last 18 months, ranging from \$25 to \$300 per month or a total of \$1,285, on twenty-one rental units. There are fifteen units that have had no rent increase.

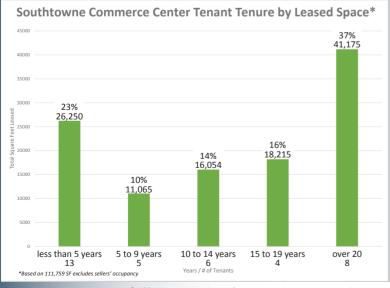
Copies of 2014 – 2017, and 2018 year-to-date financials are included in the Supplemental Information Package with Bid Documents.

2018 Southtowne Commerce Center Monthly Income Summary by Building

Building	Year Built	Total SF	# of Units	# of Tenants		Monthly Income ¹		Total Income/SF	Vacancy
				Public	Private	Public	Private		
One	1979 -1980	6,250	6		4		\$2,335	\$2,335 / \$.37 SF	0
(#101-105)									
Two	1980	13,354	2	1 (USGS)	1	\$5,400 ²	\$3,100	\$8,500 / \$.63 SF	0
(#106-107)									
Three	1981	12,415	1	1		\$6,800		\$6,800 / \$.54 SF	0
(#200)				(BLM)					
Four	1984	8,568	7		4		\$2,875	\$2,875 / \$.34 SF	0
(#39-45)									
Five	1977-1994	73,940	37	3	24	\$16,780 ³	\$20,075	\$36,855 / \$.54 SF	1
(#1-37)				(BLM, FAA)					(1,250 SF)
Total		114,527 SF ⁴	53	3 ¹	33	\$28,980	\$28,385	\$57,365 / \$.52	1,250 SF

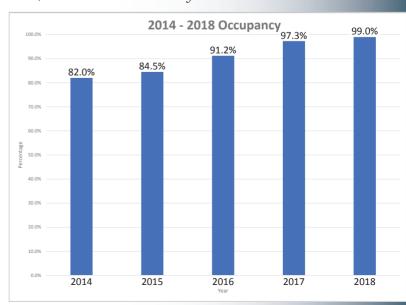
¹ Public Agency Tenants are BLM, USGA and FAA. BLM and USGS lease space in Buildings Two, Three and Five

⁴ Southtowne occupies total of 3,403 square fee with no rent paid (#101, 105R, 39, and 43)



Sixty-seven percent of all space at Southtowne Commerce Center has been leased by eighteen tenants for over ten years

Occupancy rates have improved from 82% in 2014, to 99% in 2018, due to economic recovery in Klamath Falls



² Rental includes 15,150 SF fenced yard

³ Rental includes 16,780 SF fenced yard

ZONING

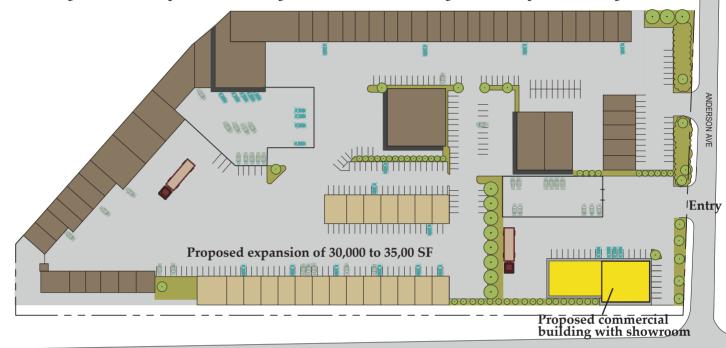
Klamath County zoning is LI – Light Industrial, which allows a wide range of commercial uses including storage facilities, vehicle sales and service, motels, offices and manufacturing. Please see Supplemental Information Package for detail.

CONCEPT PLANS

Two concept plans are outlined. Plan A shows an expansion of Southtowne Commerce Center with development of another 30,000 to 35,000 square feet of rental space. In addition, the corner site at Washburn Way and Anderson Avenue could be developed with a commercial building having showroom, and parking.

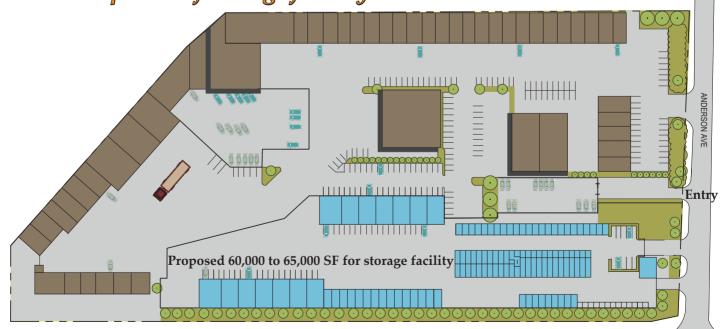
Plan B uses the entire 4.1 acres for development of a storage facility of 60,000 to 65,000 square feet that could accommodate RV and boat storage, with gated entry from Anderson Avenue.

Plan A - Expansion of business park and development of corner parcel



WASHBURN WAY

Plan B - Development of storage facility



WASHBURN WAY

UTTOLITTIES

All utilities serve Southtowne Commerce Center:

Water - City of Klamath Falls

Sewer – South Suburban Sanitary District

Gas – Avista Utilities

Electric - Pacific Power provides 208 V 3 Phase service to the property

Internet – Charter Cable or Fireserve Wireless

RAILROAD LEASE FOR SEWER LINE

Southtowne Commerce Center has a lease with BN / SF Railroad for a sewer line crossing easement from the property to South Suburban Sanitary District sewer main, northeast of the property. The easement is perpetual, and the annual fee as of March, 2018 is \$214.00. Copy of lease is part of the Supplemental Information Package with Bid Documents.

2017 - 2018 TAXES

Total taxes are \$36,776.

PHASE I ENVIRONMENTAL SITE ASSESSMENT

Bend Geoscience prepared a Phase I Environmental Site Assessment of Southtowne Commerce Center in October, 2017. The assessment revealed no evidence of recognized environmental conditions in connection with the property. A copy of the report is available as part of the Supplemental Information Package with Bid Documents, on the data site.



Southtowne Commerce Center entry from Anderson Avenue



View north with Building Three leased to BLM fire crew to left and Building Five to the right has total of 37 tenants

TERMS AND CONDITIONS OF THE AUCTION – CATALOG 1806

REALTY MARKETING/NORTHWEST AUCTION INFORMATION OFFICE

Corporate Office: 522 S.W. 5th Avenue, Suite 725

Portland, OR 97204

Phone: Portland Metro Area (503) 228-3248 Toll-free (800) 845-3524

Facsimile (503) 242-1814

Email: info@rmnw-auctions.com

SUPPLEMENTAL INFORMATION PACKAGE

A Supplemental Information Package with Bid Documents, which includes all pertinent data provided by the Seller, is available by contacting the Auction Information Office and signing a Confidentiality Agreement. A data site has been established for property documents.

PUBLISHED RESERVE

This property is offered with a Published Reserve of \$5,895,000. This means that when the bidding reaches or exceeds the amount of the Published Reserve Price, the Seller is committed to sell the property to the high bidder. THE SELLER WILL HAVE THE OPTION TO EITHER ACCEPT THE HIGHEST CASH, OR TERMS, BID WHICH IS AT, OR ABOVE, THE PUBLISHED RESERVE OF \$5,895,000. Should the bidding fail to reach the amount of the Published Reserve Price, Seller reserves the right to accept, counter or reject the high bid no later than five business days following the Auction.

BID PROCESSING AND CLOSING

Sealed Bids are due August 28, 2018 by 5:00 p.m. Bid must be accompanied by a certified or cashier's check in the amount of \$250,000, made payable to AmeriTitle. Prior to making a bid, refer to the Supplemental Information Package with regard to customary closing costs including, but not limited to, recording fees, normal prorations, title fees, transfer and/or excise taxes (if applicable), local improvements and irrigation district assessments (if applicable), and document preparation fees. Due diligence must be completed prior to bid submission.

Bidders will be notified of acceptance or rejection of bid no later than September 4, 2018. Earnest money deposit from the successful bidder will be considered earned and becomes non-refundable liquidated damages in the event of Buyer default.

Unsuccessful bidders' earnest money will be returned within three business days of Seller's rejection.

Closing of the transaction will be no later than October 17, 2018.

FINANCING

Seller financing available subject to seller approval of purchaser's credit: A 35% down payment amortized over 25 years at 5.5% interest, all due and payable at end of five years.

COOPERATING BROKERS

Broker cooperation is invited. A commission of 1.5% will be paid to the real estate agent whose Buyer closes on the purchase of the Auction Property. The real estate agent must be a broker currently licensed by his/her state of residence or a salesperson licensed under such broker. Cooperating broker commission will be paid only upon close of escrow. Cooperating brokers will not share in any payment of liquidated damages.

Buyers must register their real estate agent on the Sealed Bid Form.

No real estate agent will be recognized for a Buyer where that Buyer has previously contacted, or been contacted by, the Seller, or Realty Marketing/Northwest, concerning the Auction Property purchased. No commission will be paid to any real estate agent participating as a principal in the purchase of the property. The commission will be earned and paid only upon the full and final closing by the Buyer on the conveyance of the property and the receipt of the full purchase price by Seller. No exceptions to this procedure will be made.

ADDITIONAL CONDITIONS

(A) No claim will be considered for allowance, adjustment or rescission based on failure of property to correspond to any particular expectation or standard (except the Prelimitary Title Party).

nary Title Report).

(B) Title insurance is available for the property, ensuring the title of such property to be in fee simple, subject to no encumbrances except for current taxes and assessments, easements, rights-of-way, reservations, covenants, conditions and restrictions of record, purchase money financing and printed exceptions in the standard form Owner's Title Policy. A copy of the Preliminary Title Report for each property is included in the Supplemental Information Package.

(C) To the extent permitted by law, properties will be sold "As Is". Prospective buyers should examine the property and all supporting documentation carefully. Each bidder is responsible for evaluating the property and shall not rely on the Seller or sales agents. Buyer will take possession at close of escrow.

(D) Sizes and square footages set forth for the property are approximations only, based on the best information available, but the actual sizes and square footages may be different. All sketch plans are conceptual in nature and neither Seller nor its agents have submitted plan or made applica-

tions to any public agency.
(E) Agency Disclosure. The listing broker, Realty Marketing/Northwest, represents the Seller in affiliation with TPG

Properties in this transaction.

(F) Seller has the right to postpone or cancel the Auction in whole or in part, at its sole discretion, and to modify or add any terms and conditions of sale.

(G) Offer void where prohibited. Catalog will not be mailed to residents of any state for which this offering is not in compliance with the real estate laws or other laws of that state.

(H) The information contained herein has been gathered from sources deemed reliable; however, Realty Marketing/Northwest makes no warranties expressed or implied as to the accuracy of the information contained herein

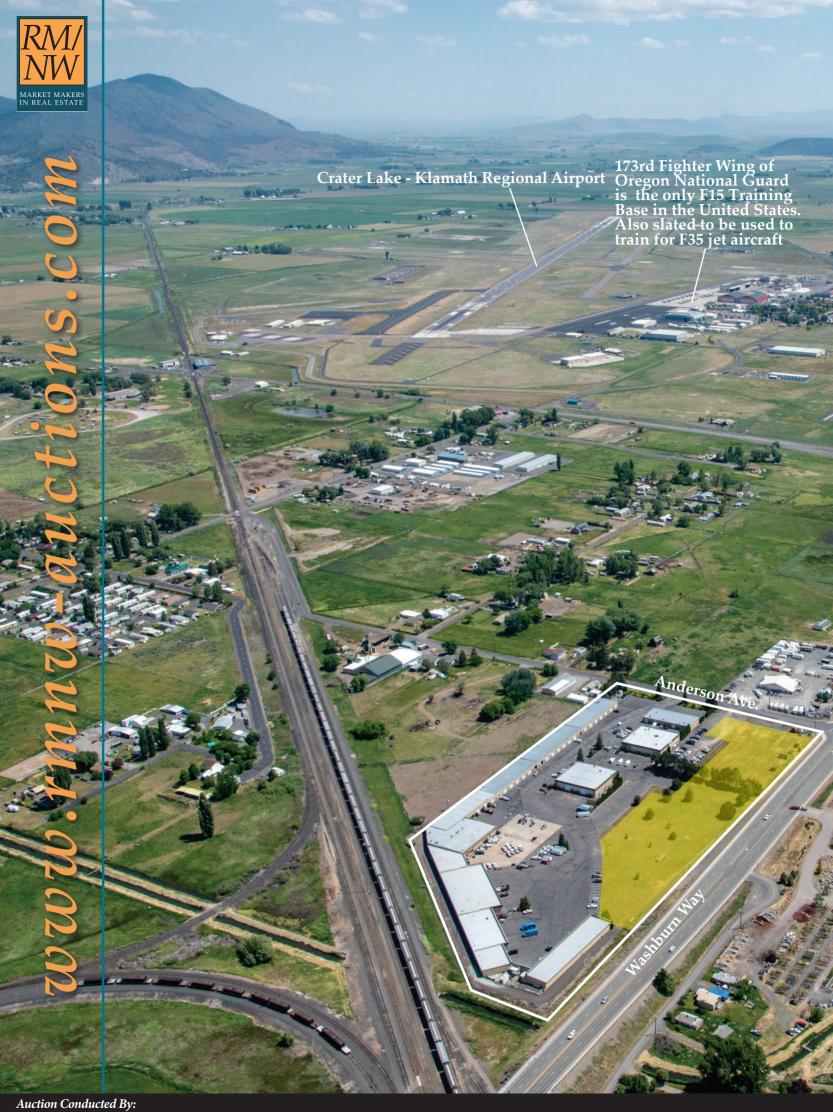
the accuracy of the information contained herein.

Need Help?

Realty Marketing/Northwest prides itself on the quality of its service. If at any time you need special assistance, please contact John Rosenthal, President at (800) 845-3524 or (503) 224-1906.

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