

John R. McDowall, FKSDO
Project List

Representative Real Estate Projects

Handled the following projects for a large Canadian-based developer/owner with worldwide holdings:

- 850,000 square foot Bellevue corporate campus lease renewal (comprised of five office buildings) for 12-years with a publicly traded wireless provider
- Long-term build-to-suit lease and construction of a 165,000 square foot office building in Bellevue for the same tenant
- Sale of a 90,000 square-foot office building in Bellevue

Handled lease negotiations for a publicly traded financial institution as the anchor tenant in one of Seattle's premier office towers for a 10-year, 145,000 square-foot lease renewal. Also negotiated over 15 subleases for this client to offload four floors of excess office space during the depths of the Covid-19 pandemic.

Negotiated separate 100-year ground leases, financing, joint venture, construction and other agreements for a Seattle developer building multifamily properties

Has negotiated over 500 commercial leases and subleases for both landlords and tenants during the last 20 years, including office, industrial, retail, restaurant and medical leases

Has represented a multi-generational Puget Sound multifamily developer/owner that owns over 1000 apartment units in the region on multiple projects, including ground-up developments, purchase agreements, JV and financing documents, multiple refinances, development agreements and construction contracts

Has negotiated joint venture agreements, development agreements and loan/financing documents for many multi-family developers in the Puget Sound region, for apartment projects totaling up to 250 units. Has also separately represented several limited partners in JV negotiations for similar projects.

Has represented a Puget Sound based industrial developer in the purchase and construction of several development sites in Everett, the Kent Valley and Pierce County, ranging from 10-acres to 70-acres in size, and involving all aspects of these projects

Experience includes closing several loans for multi-family and commercial properties in several states for Seattle-based mezzanine, bridge lenders and private lenders, totaling over \$100 million in loan value

Represents several property managers on an ongoing basis, including work on construction contracts, TI buildouts, vendor contracts, tenant issues, and property management agreements

Purchase and sale transactions include the following:

- Sale of a Kent-Valley industrial logistics center to a national institutional developer for \$106 million, including a lease-back by the Seller
- Sale of a Bellevue office building valued at \$29 million
- Sale of 32-acre development property in Kent to the world's largest industrial REIT for \$13.6 million
- Sale of Seattle multi-family/retail mixed-use properties valued at \$23.5 million and \$13.5 million
- Sale of downtown Seattle apartment building valued at \$20 million
- Sale of office-industrial-warehouse properties in Marysville, Renton and Tukwila valued at \$20 million, \$11.3 million and \$12.5 million, respectively
- Sale of four retail malls near Seattle valued at over \$14 million
- Purchase of a 297-unit Spokane apartment complex for \$70 million
- Purchase of an assemblage of commercial buildings in Seattle for \$17.3 million
- Purchase of a Kirkland office building valued at \$14.5 million
- Purchase of a 56-unit mixed use building in Seattle's Fremont neighborhood for \$21 million.
- Purchases of apartment buildings for a California owner in Lynwood, Tacoma and Kent, valued at \$21 million, \$28 million, and \$34.5 million, respectively, all as part of 1031 transactions.
- The "distressed purchase" of a large shopping mall in southwest Washington valued at \$5 million

Representative Business Transactions and Projects

Handled the \$22 million stock sale of a Seattle-based investment advisory business to a national IRA firm backed by a private equity investor

Handled the \$11.5 million stock sale of a Spokane-based genetic testing company to an international, publicly-traded food safety company

Handled a \$16 million merger of an internet search company into local database aggregator

Handled a \$3 million management group buyout for a local manufacturer's representative specializing in school construction/supply

Handled multiple asset purchases and sales by businesses in several industries, including food brokerage, insurance brokerage, accounting, construction project management, technology management, internet search, and restaurants

Handled debt financing for a local novelty goods company

Represented one of the principals in a local residential construction company in the \$72 million sale of the company to one of the nation's largest home builders.

Handled \$15 million stock redemption to Company ESOP for a co-founder of a local business consulting firm

Assisted a Seattle-based architecture firm and its private equity partners with corporate reorganization and merger issues to facilitate international acquisitions

Has handled several corporate reorganizations, including for a local machine manufacturing company, a regional Seattle-based construction management business, a national security consulting firm, and multiple real estate developers and owners.

Handled \$3 million private placement financing and acquisition of Texas-based hydro-excavation business for a local private equity company

Has handled multiple private placements for several real estate developers and other syndicators, and has reviewed and negotiated such transactions for investors on many occasions

Representative Construction Projects

Represented a local medical clinic in contract negotiations for construction of a 40,000 square-foot facility

Represented a large local hospital system in preparation of Requests for Proposal and the negotiation of contracts for several facilities at the hospital, totaling over \$100 million in contract value

Has represented several multifamily developers in negotiating construction and design contracts for various apartment buildings in the Seattle area, up to \$25 million in contract value

Represented multiple downtown Seattle office landlords and also a local hospital in negotiations of escalator and elevator repair contracts with international escalator/elevator companies

Obtained a \$1.65 million settlement for a local control systems contractor for claims stemming from extra work performed on the Pierce County Jail

Secured a million-dollar settlement for a Seattle condominium owners association for claims of defective construction

Speaking Engagements

- "Seattle Back to the Office," Speaker, Association for Corporate Growth Seattle, February 2021
- "All Costs, All the Time: Strategies for Construction Management in a Labor Constrained Market," Panel Moderator, Marcus & Millichap, Seattle Multi-Family Forum, September 2017
- "Spec Leasing and New Construction," Commercial Real Estate Leases Seminar, LSI, December 2015
- "Construction Services in the Pacific Northwest," Panel Moderator, Association for Corporate Growth Seattle, November 2015
- "The Next Big Thing: Emerging Neighborhoods," Panel Moderator, Marcus & Millichap, Seattle Multi-Family Real Estate Forum, December 2014
- "The Next Big Thing: Emerging Neighborhoods," Panel Moderator, Marcus & Millichap, Seattle Multi-Family Real Estate Forum, December 2013
- "Commercial Leases," Commercial Leases—What to Watch For, Colliers International, January 2013
- "Work Letters and Lease Exhibits," Basic Commercial Leases, NBI, February 2013
- "Overview of Easements," Law of Easements, NBI, January 2012
- "Effective Risk Management in Green Building," Seattle Construction Solutions Conference, 2009
- "Insurance Issues in Common Leases," Nightmare on Pike Street, Parker Smith & Feek, 2009