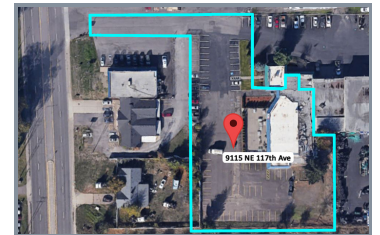


## RECENT CLIENT SUCCESS

# NEW PURPOSE FOR A LONG TIME LANDMARK

### THE CHALLENGE

Diome and Coleen Alcomendas had owned this property for over thirty years, Built as a restaurant and for many years was a very busy location in East Clark County. The main challenge was that, over time, it's location developed into an industrial area unavoidably working against a restaurant scene. A secondary challenge, the building was attached to an adjacent property, technically classifying it as a "business condominium". This presented concerns from interested operators about shared walls and parking lots. A third challenge we faced, the existing kitchen and dining area would require significant investment capital to make useable.



### THE ACTION

The first action we took was to get the property positioned for sale as an industrial building. Our Target Market being that of potential local Owners/Users, created an initial steady flow of interested Buyers. It grew challenging as we began to lose traction when the listing officially hit the market in Spring, just after the COVID Pandemic began. There was enough uncertainty that Buyer after Buyer decided to pass on it. Despite this, we knew our Target Market was correct and the right Owner/User would eventually emerge from the market. We continued to reach out to our database of Potential Buyers and utilize marketing platforms to keep it top of mind.



### THE RESULT

- In Spring of 2021, Ambassador Trans Inc., a growing trucking company needed office space for their operations that offered a storage yard for their trucks.
- Ambassador Trans Inc. were also members of a thriving church who were looking for a location to meet. The former restaurant, kitchen space and restrooms provided exactly the right occupancy requirements for the church, allowing for this property to serve two purposes.



## Testimonial

"Jim and his team helped us see why it was so important to get our property listed under the Industrial Market Segment to increase the opportunities for our property to sell. He was diligent in responding with urgency to all Prospective Buyers,

kept us updated regularly with communication and helped us finalize negotiations with the Buyers."

*Diome Alcomendas*  
Investment Portfolio Owner

# REALTOR SPOTLIGHT: *Jim West*

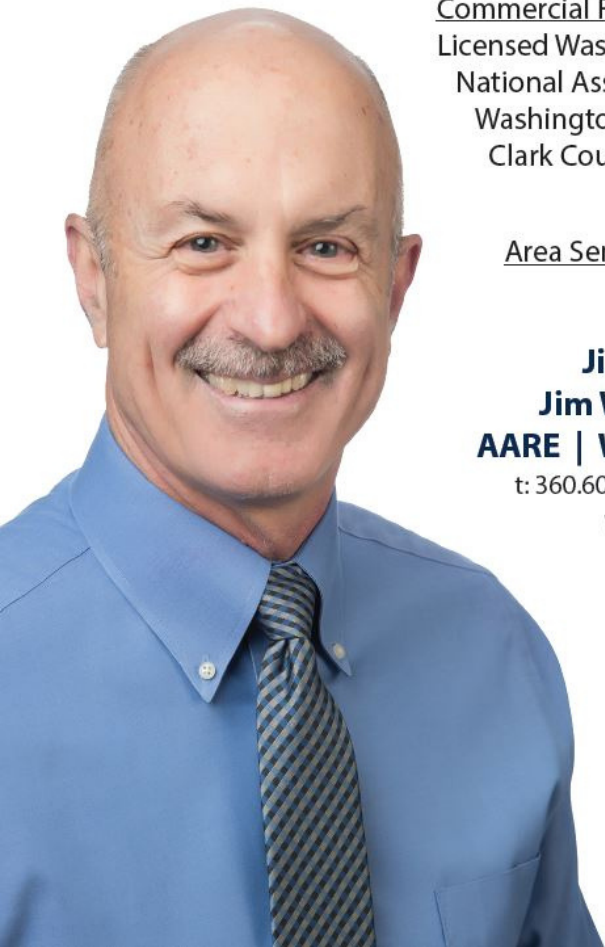
In 2008, Jim established his Commercial Real Estate practice in Southwest Washington. His mission was to assist local Business Owners and Entrepreneurs accelerate their business success. Over his extensive career, he has helped many clients unravel the mysteries of Commercial Leasing and guide in the transition from leasing to owning business property, building more wealth. He also adds Commercial Property Management to his service offerings.

Jim has worked primarily with busy professionals; CPA's, Insurance Offices, Attorneys, Medical & Dental Practitioners, Engineering Firms, and Local Contractors who would often struggle with the time requirements involved in making such a transition. Seeing a need to help ease the unexpected struggles and educate, he partnered with Northwest Business Development Association to create a free education series called "Commercial Property 101 – Stop Leasing and Own Your Business Property". This workshop focus afforded him to become well versed across three primary segments of the industry; retail, office and small light industrial buildings, working as Tenant and Buyer Representation.

One of his most comprehensive projects was that of assisting a local Dentist acquire a parcel in front of a Walmart, located in one of the busiest transportation corridors in our community. Jim remained alongside during the construction and development process, then provided leasing services to 100% occupancy with both national and regional tenants. The entire process spanned three and a half years.

Jim spent his first nine years with Coldwell Banker Commercial, three years with Zenith Properties, another three years with Wise Move RE. He is now with AARE as a Managing Broker Mentor and Wise Move Property Management.

An extensive component of Jim's marketing efforts has been to maintain a highly visible presence in the local business and non-profit community. Much of what drives Jim is the desire to help others succeed. His mindset has been recognized by his peers and the community, voting him Clark County's "Best In Business" for the past nine years.



Commercial Real Estate Credentials:  
Licensed Washington Real Estate Broker  
National Association of Realtors  
Washington Association of Realtors  
Clark County Association of Realtors

Area Served: Washington State

**Jim West, Managing Broker**  
**Jim West Commercial Real Estate**  
**AARE | Wise Move Property Management**

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**JIM**  
COMMERCIAL  
REAL ESTATE **WEST**

**aare**

**wise move**  
property management



*"To give real service, you must add something which cannot be bought or measured with money, and that is sincerity and integrity."*

- Douglas Adams