

## RECENT CLIENT SUCCESS

# ANOTHER FAMILY LEGACY IN THE BUILDING OF CLARK COUNTY

### THE CHALLENGE

In 2018, Janice Hook inherited a 5-acre parcel from her parents and enlisted the expertise of Jim West Commercial Real Estate to navigate the complexities of selling the property. For many years, the land had been utilized by an older brother who operated several construction-related businesses, using the site as a storage area for surplus materials, equipment, and miscellaneous items. During this time, Clark County rezoned much of the surrounding area to Light Industrial, reflecting a shift in the region's development vision. By the time Janice acquired the property, Glenwood Industrial Park had finalized the sale of a 17-parcel Light Industrial Development and had begun construction on its parcels. The sale process presented several challenges. The property had become heavily overgrown, and Clark County maintained strict guidelines for its allowable development, which introduced significant uncertainty for prospective buyers. When the property was first listed in 2019, market response was limited as investors hesitated due to the unclear development framework and the onset of the COVID-19 pandemic. The county's rigorous permitting process further complicated matters, adding another layer of uncertainty.

### THE ACTION

We implemented a targeted marketing strategy, listing the property on key websites, reaching out to developers and investors, and researching trends along Highway 503 and Clark County's development plans. Direct outreach to local owner-user companies led to several contracts. To enhance marketability, the seller cleared overgrown brush, removed surplus materials, and secured County certification confirming no wetlands on the site. By 2024, shrinking supply of 5-acre Light Industrial parcels and strong demand—particularly for storage projects—attracted significant interest, resulting in discussions with multiple groups.

### THE RESULT

In 2024, the property attracted several strong offers. While initial negotiations with an out-of-state storage developer progressed, their proposal ultimately did not align with the seller's goals. We swiftly pivoted and secured an agreement with Provisions LLC, resulting in a streamlined feasibility process and a quick closing.



### Testimonial

"Working with Jim was an outstanding experience. He provided invaluable guidance, helping me understand how adjacent developments, the County permitting process, and the overall market dynamics influenced the value of my property. Jim's expertise truly shone during contract negotiations and the feasibility phase. He walked me through every step with clarity, offering insights into our options and strategies, especially when addressing

a buyer's request for an extension. His knowledge, patience, and excellent communication made a potentially stressful process feel manageable. Thanks to Jim, I felt confident and well-supported every step of the way.

*Janice Hook*  
- Authorized Trustee

# REALTOR SPOTLIGHT: *Jim West*

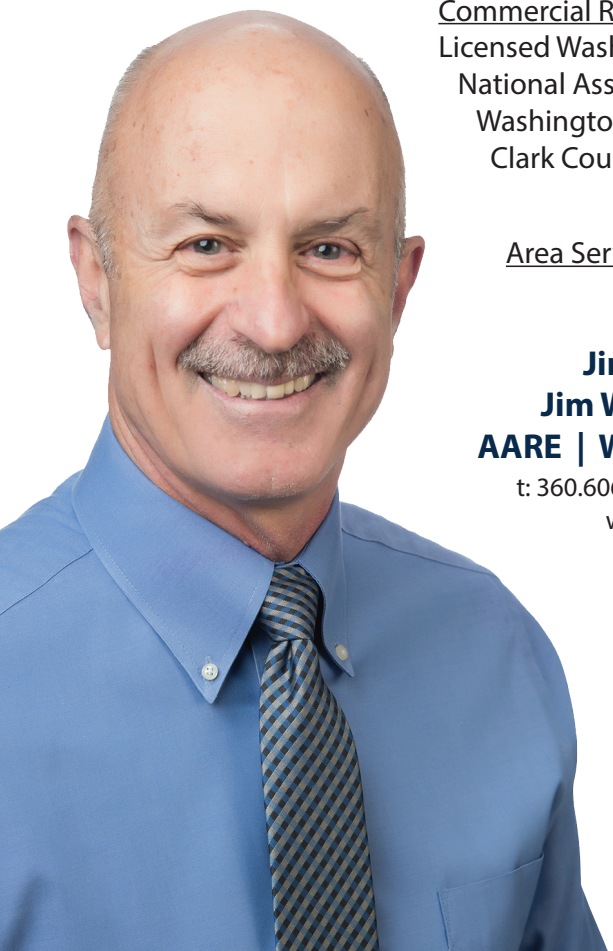
In 2008, Jim established his Commercial Real Estate practice in Southwest Washington. His mission was to assist local Business Owners and Entrepreneurs accelerate their business success. Over his extensive career, he has helped many clients unravel the mysteries of Commercial Leasing and guide in the 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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*"To give real service, you must add something which cannot be bought or measured with money, and that is sincerity and intergrity."*

*- Douglas Adams*