



**Gary Danklefsen, CRE** Senior Director

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### Professional Expertise

Mr. Danklefsen joins Cushman Wakefield/Commerce as a Senior Director in the Seattle office, overseeing investment sales in the Puget Sound Region. He is one of the most experienced real estate practitioners in the United States, with an extensive investment sales, corporate services, and industrial development background. In his career he has completed over \$2B of real estate transactions and development.

With 30 years of experience, Mr. Danklefsen has worked on the largest real estate transactions in the country including major portfolio sales in California (\$260 million) and major acquisitions in Washington, Texas (MCI Campus), and Florida. He was the Director of CBRE on the Washington Mutual (WaMu) account from 2003-2007 and grew the team from one to 17 people and over 600 transactions within three years.

In January 2007, First Industrial recruited Mr. Danklefsen to open their Seattle office, which became profitable within 18 months, generating in excess of \$1 million of revenue. During his tenure, First Industrial became the largest land acquirer in the area with the purchase of over 350 acres in three separate transactions. In the fall of 2008, First Industrial became the second largest acquirer of real estate in this region. He also oversaw development of the first LEED® Certified big box warehouses in the State of Washington.

Prior to WaMu, Mr. Danklefsen and his team of seven people represented Boeing Commercial Airplane Group worldwide for 10 years. His team completed major transactions such as the acquisition of the Mastro and Horbach portfolio of over 20 properties with an acquisition price of \$211 million and the CPI portfolio totaling 10 properties valued over \$80 million. He handled the 777 expansion that included land acquisitions of over 1000 acres with such high profile properties as Long Acres, Harbor Pointe and Frederickson.

Mr. Danklefsen holds a Bachelor of Arts degree in finance from Seattle University, graduating cum laude. He was the founding board member of the Washington State Commercial Broker Association and served as its President. Mr. Danklefsen is a member of the American Society of Real Estate Counselors and has the designation of CRE.

### Major Transactions

- H&M, Office, 10-Bldg. Portfolio
  - S. Seattle, WA
  - \$211 million
- Longacres, Land
  - Renton, WA
  - \$100 million
- Irvine Campus
  - Irvine, CA
  - \$151 million
- CPI, Industrial, 20-Bldg. Portfolio
  - S. Seattle, WA
  - \$81.5 million
- Sabey East Marginal Corp Center, Industrial
  - Seattle, WA
  - \$36.5 million
- MCI Campus
  - San Antonio, TX
  - \$36 million
- Gateway Corp Center, Industrial/Office, 16- Bldg. Portfolio
  - Seattl, WA
  - \$50 million
- Northwest Landing
  - DuPont, WA
  - \$20 million
- SeaTac Note Sale
  - SeaTac, WA
  - \$30 million