



Connor Powell

Partner

NAI Puget Sound Properties

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Scope of Responsibilities

NAI Puget Sound Properties (2015 - Present)

Background & Experience

Connor Powell is an industrial real estate specialist that focuses on leasing and investment sales of properties in South King County. An expert negotiator, Connor assists landlords and tenants alike and consults on various aspects of the commercial real estate industry. Certified since 2015, Connor is “a fourth-generation broker” hailing from a family of successful and established commercial real estate experts. He credits his wealth of knowledge and understanding, in part, to countless childhood dinner table conversations revolving around all things property management, leasing, development, and more. He draws on this insight to provide clients with well-rounded approaches to their commercial real estate needs.

Connor places a high priority on establishing solid relationships with his clients. He works diligently to understand each clients’ business and industry, going above and beyond standard protocol to solve for their distinct sets of priorities and challenges. He enjoys assessing all the values and variables unique to each project to find the best possible outcome and knows there’s no shortcut for hard work. Connor is candid and frank in his approach and displays a high level of engagement in each transaction, putting his clients’ needs first and taking the time to ensure they understand the ins and outs of each deal; he also makes it a habit to stay current on industry news and developments that may impact his clients’ businesses. Perhaps most importantly, Connor understands the value of trust, living by an exceptionally high ethical standard and taking a personal, vested interest in his clients’ success to build relationships that last a lifetime.

Among the things Connor appreciates about working at NAI Puget Sound Properties is its status as an independent firm: As owners themselves, the brokers have a high degree of flexibility and accountability, allowing the company to avoid the cutthroat mentality characteristic of so many competing firms. Connor enjoys the fact that at NAI PSP, he can brainstorm solutions with a colleague down the hall and know that the client’s needs take priority over all else. There is a reason the Puget Sound

Business Journal has named NAI Puget Sound Properties as Washington's Best Workplace for six consecutive years (2018 - 2023). For Connor, this ethical and respectful approach to business not only makes the work environment more friendly, it also allows him to take control of his job path and focus on what he does best: building relationships.

Connor, a former Special Education teacher, continues to support the special needs community by volunteering at local schools and organizations that provide services to people with disabilities throughout the Seattle area. In his spare time, he's also an avid traveler, having visited over 60 countries and 6 continents. He and his wife currently reside in Renton with their three children.

Professional Affiliations & Designations

- CCIM - Certified Commercial Investment Member
- CBA - Commercial Brokers Association
- WSCAR - Washington State Commercial Association of Realtors
- CCIM - Certified Commercial Investment Members
- City of Kent - Rally The Valley Advisory Committee
- SIOR - Society of Industrial & Office Realtors

Educational Background

Bachelor of Arts, Special Education and Elementary Education - Woodring College of Education, Western Washington University

Significant Transactions

- \$23,000,000 Sale
- \$12,800,000 Sale
- \$10,300,000 Sale
- \$6,000,000 Sale
- \$5,650,000 Sale
- \$5,650,000 Sale
- \$4,500,000 Sale
- \$3,350,000 Sale
- \$2,880,000 Sale
- \$2,150,000 Sale
- \$1,720,000 Sale

- 98,296 SF Lease
- 82,250 SF Lease
- 62,895 SF Lease
- 31,302 SF Lease
- 30,000 SF Lease
- 28,700 SF Lease
- 28,209 SF Lease
- 25,769 SF Lease
- 19,500 SF Lease
- 16,800 SF Lease
- 15,000 SF Lease
- 12,000 SF Lease
- 11,520 SF Lease
- 12,000 SF BTS Lease
- 4 Acre Lease
- 3.41 Acre Lease
- 3.25 Acre Lease
- 3 Acre Lease
- 1.5 Acre Lease