



## Jeff Forsberg

Principal  
NAI Puget Sound Properties  
  
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### Scope of Responsibilities

Jeff has been in the commercial real estate industry since 1994, specializing in industrial sales and leasing. During this time, Jeff has gained a wide range of real estate experience in coordinating complicated tenant relocations, buying and selling properties, and coordinating build-to-suit projects.

### Background & Experience

Having started as the sole junior broker over 27 years ago when the company only had six people and was still in its infancy, Jeff Forsberg is now a Principal of NAI Puget Sound Properties, a co-leader for the Southend Industrial Group, and a member of NAI Global's National Logistics Practice Group. Locally, he's been a top-three producer for the firm for the last 24 years, and he and his teammate, Arie Salomon have received international recognition as one of NAI Global's top producing teams worldwide for nine consecutive years in a row!

By the numbers, Jeff's efforts with his team are nothing short of impressive: Since 1996, he's completed close to 1,600 transactions that account for more than 65 million square feet sold or leased which represents over \$2.5 billion in transactional value. In the past year alone, Jeff was involved in 122 transactions with a deal value over \$225 million. Jeff has worked with both national and local clients, including Tigers Logistics, Helly-Hansen, Principal Financial Group, Prologis, IKON Office Supply, DII, CTE and Smurfit. He's on numerous CoStar Power Broker awards and was an SIOR Industrial Broker of the Year finalist in 2008 and 2016, which is the industry's highest honor.

Jeff's success may be, in part, attributed to his organizational skills and strong sense of discipline. Working with tenants and landlords alike, he has used his experience to consistently overdeliver services. On a mission to create value for each of his clients, Jeff prides himself and his team on making informed strategic decisions that serve the long-term goals of his clients.

Jeff currently lives in Bellevue with his wife and three kids, and in his free time enjoys hiking, drawing, and riding bikes. His favorite quote comes from General Patton: "I don't measure a man's success by how high he climbs but how high he bounces when he hits bottom." It's how you deal with trying moments in life that count.

#### Professional Awards:

- 2024 NAI Global Top Producer (#35)



- 2024 NAI Global Top Producing Team (#15)
- 2023 NAI Global Top Producer (#29)
- 2023 NAI Global Top Producing Teams (#6)
- 2022 NAI Global Top Producer (#20)
- 2022 NAI Global Top Producing Teams (#5)
- 2021 NAI Global Top Producer (#19)
- 2021 NAI Global Top Producing Teams (#3)
- 2020 NAI Global Top Producer (#8)
- 2020 NAI Global Top Producing Teams (#2)
- 2019 NAI Global Top Producing Teams (#5)
- 2019 NAI Global Top Producer (#31)
- 2018 NAI Global Top Producing Teams (#2)
- 2018 NAI Global Top Producer (#20)
- 2017 NAI Global Top Producing Teams (#3)
- 2017 NAI Global Top Producer (#14)
- 2016 SIOR Industrial Broker of the Year (nominated)
- 2016 NAI Global Top Producing Teams (#4)
- 2008 SIOR Industrial Broker of the Year (nominated)

### Professional Affiliations & Designations

- CCIM - Certified Commercial Investment Member
- CBA - Commercial Brokers Association
- WSCAR - Washington State Commercial Association of Realtors
- CBA Certified Green Broker
- Certified LEED Broker
- Member of NAI Global's National Logistics Practice Group

### Educational Background

- Bachelor of Arts, Business Administration - University of Washington
- Juris Doctorate - Willamette University College of Law

### Significant Transactions



#### Sale

- \$195,000,000 1,150,000 SF Building Centralia, WA
- \$131,000,000 1,200,540 SF Building Winlock, WA
- \$31,602,000 266,205 SF 4-Building Portfolio Kent, WA
- \$31,293,062 441,250 SF Building Sumner, WA
- \$28,100,000 156,090 SF Building Tukwila, WA
- \$27,865,863 115 Acre Land Winlock, WA
- \$26,100,000 91.57 Acre Land DuPont, WA
- \$17,750,000 228,907 SF Building Kent, WA
- \$13,000,000 72,937 SF Building Kent, WA
- \$10,393,700 103,937 SF 2-Building Portfolio Kent, WA
- \$10,150,000 115,189 SF Building Kent, WA
- \$9,210,000 111,147 SF Building Fife, WA
- \$9,124,727 11.97 Acre Land Sumner, WA

#### Lease

- \$74,677,504 1,200,540 SF Winlock, WA
- \$18,863,797 220,800 SF Kent, WA
- \$17,012,617 231,592 SF Sumner, WA
- \$15,586,505 132,240 SF Auburn, WA
- \$14,051,662 219,910 SF Kent, WA
- \$13,743,363 228,300 SF Kent, WA
- \$11,052,169 113,493 SF Sumner, WA
- \$8,399,408 156,104 SF Kent, WA
- \$3,882,222 164,469 SF Renton, WA
- \$2,370,091 73,318 SF Kent, WA
- \$1,926,732 55,331 SF Auburn, WA
- \$1,853,684 60,848 SF Auburn, WA
- \$1,501,680 11.97 Acres (Land) Sumner, WA
- \$1,351,759 52,816 SF Auburn, WA