



Kent Channing

Partner

NAI Puget Sound Properties

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Scope of Responsibilities

NAI Puget Sound Properties (1999 - Present)

Coldwell Banker Bain Commercial (1999)

Background & Experience

Kent Channing has been in the commercial real estate business since 1999 and is currently a Partner at NAI Puget Sound Properties. He specializes in industrial sales and leasing and over the past two decades has successfully completed over 900 transactions in the Kent Valley industrial market representing well over 500 million dollars in transactional value. Kent has a proven record of getting things done and has worked with national, regional and local clients, including Clarion Partners, RREEF, Prologis, Principal Real Estate, National Event Pros, Monroe Machined Products, State Farm, and Olympic Foundry.

In addition to the two decades of earned expertise Kent brings to his role every day, his task-driven personality, strong moral code, and determination to follow through on any and all tasks enhance his effectiveness as a broker and are key contributors to the long-standing relationships he's developed throughout his tenure with NAI PSP. Indeed, one of the things Kent appreciates most about his role is the opportunity it grants him to build relationships with a large variety of clients operating in a number of different industries; he's represented tenants and institutional landlords alike, as well as clients located both nationally and locally. He enjoys working hard to provide recommendations to his clients that are driven by experience, creativity, and deep, accurate market knowledge, and he finds great satisfaction in finding the right solutions for every clients' goals and business needs. Most of all, as his clients' "go-to person" for all things commercial real estate, Kent enjoys watching their companies grow and expand.

Throughout his time at NAI PSP, Kent has enjoyed working in a family-like atmosphere with so many great people. He's grateful for NAI PSP's company structure, which, in his view, allows each broker to make optimal decisions on behalf of their clients and has contributed to a strong and singular culture of collaboration and client dedication. He appreciates the firm's focus on hiring and nurturing quality people, and he has enjoyed watching NAI PSP grow more than fourfold over the past two decades.

Recently, Kent transitioned from NAI PSP's Bellevue office to the Tacoma office. As a Southend industrial specialist, he's enjoyed being centrally located to his area of expertise and appreciates the opportunity to build closer relationships with his colleagues in Tacoma.

Kent currently resides in Gig Harbor with his wife, Cara, and two daughters, Annika and Dana. He's lived in the Puget Sound region for almost his entire life and received his bachelor's degree in Exercise Science from Seattle Pacific University where he played varsity basketball for the Falcons. In his spare time, Kent enjoys golfing, hiking, and skiing. He's also an avid traveler (he met his wife while traveling in Europe) and never tires of roaming around Washington State.

Professional Affiliations & Designations

CBA - Commercial Broker Association

WSCAR - Washington State Commercial Association of Realtors

Educational Background

Kent received his B.S. in Exercise Science from the Seattle Pacific University. While attending college he played varsity basketball for the Falcons.