



## Jazz Bains

Commercial Broker

NAI Tri-Cities

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## Background & Experience

### Background:

Jazz Bains brings over 8 years of experience in the hospitality industry and thrives in customer satisfaction. He was born and raised a Seattle native and brings a fresh and innovative approach to the Tri-Cities. He moved to the area in 2012 in order to invest in his own commercial properties and now successfully heads his own hotel investments. His dedication, outgoing nature, and true passion for his business has helped Jazz's reputation as a professional realtor rapidly rise. With robust networks and relationships across Washington state, he's thrilled to assist future clientele with all their real estate endeavors.

### Experience:

Jazz's career began to take off in 2012 when he became the owner and manager of Kennewick Suites. As the owner and manager, his essential duties included overseeing staff and maintaining hotel operations. This bank owned property with low revenue became a booming hotel as the occupancy rose from 40% to 94% within the first year. After a major \$300,000 renovation, the hotel was put up for sale at an increased rate of 154% from the initial buying price, selling for a total of \$2,800,000 million.

While dealing with the Kennewick Suites, Jazz grasped a new opportunity by identifying the Guest House Inn as an underestimated property with extreme potential. Alongside his partner, they collectively worked on cultivating a better work environment by focusing on team building exercises and training programs. Creating a dynamic team stimulated growth in occupancy rates from 54% to 89% under their management. Moving forward with a renovation of \$400,000 allowed for the property to be converted into a Red Lion Inn and Suites. By amplifying sales initiatives within the first year of management from \$730,000 to \$1,200,000, Jazz was able to achieve a maximized appraisal of \$6,000,000 million after purchasing the property for \$2,700,000.

Jazz's latest endeavor has been orchestrating efforts behind the construction of a Best Western Plus Hotel in Boardman, OR. He currently partners with contractors, architects, civil engineers, and consultants to discuss site development, and operational objectives. He is strategically designing the hotel in order to ensure an aesthetically pleasing atmosphere to enhance the experience of future guests.