



William "Bill" R. Pollard, Founding Principal

Bill has been a market leader on nearly all sides of the commercial brokerage business. As a co-founder of Pacific Real Estate Partners, Inc., a regional commercial real estate brokerage, he has exclusively represented major corporate tenants, landlords, and many of the nation's largest investors.

After 17 years at PREP, where he was instrumental in growing of the brokerage to market dominance in the Pacific Northwest, Bill resigned to co-found Talon Private Capital, LLC.

Bill has consistently been recognized as one of the leading brokers in the Pacific Northwest. He earned the prestigious Seattle Broker of the Year award four times, and was a finalist three additional times. The national industry research firm Costar recognized Bill as a "Power Broker" for the last seven years. He was NAIOP Member of the Year and was named as one of the *Puget Sound Business Journal's* inaugural "40 under 40" business leaders.

PREP has been regularly recognized as the leading investment brokerage in the region, transacting more than \$5 billion of commercial real estate in the last five years. Bill was consistently a top producer for the organization.

Corporate titans such as AT&T, General Electric, and Safeco Insurance Co. retained Bill for multiple transactions totaling more than 2 million square feet of space. In 2007, Bill was retained by Safeco to sell both of their corporate headquarters—encompassing more than 1.3 million square feet—for \$345 million. Simultaneously, he represented the insurer in relocating its headquarters into downtown Seattle.

In addition to Bill's tenant work, he has exclusively represented many of the region's most successful new office developments for lease. His client list includes Hines, Prudential, Beacon, EOP, LBA, Rockwood, and Schnitzer Northwest. In 2008, Bill completed one of the largest leases in Seattle history, the 1.3 million-square-foot lease for Microsoft in Bellevue at the Bravern and Advanta developments.

Bill also led an institutional investment brokerage team at PREP. Since 2005, this team sold 25 multimillion-dollar assets collectively worth more than \$3 billion. These assets ranged from downtown office projects, large industrial distribution developments, and regional retail centers. Bill's clients included LBA, ING, Broadreach, Kennedy Associates, EOP, Blackrock, RREEF, Prudential, and multiple private owners.

Before PREP, Bill was with the Grubb & Ellis Company as a leasing broker from 1987 to 1992.

Bill graduated from Lewis and Clark College in 1985 with a bachelor's in International Affairs. He has lectured and been a guest speaker at numerous industry conferences including NAIOP, SIOR, BOMA, and others. Bill lives in Yarrow Point with his wife of 22 years and two children.