BUYER PROSPECTING PACKAGE · AUGUST 2026

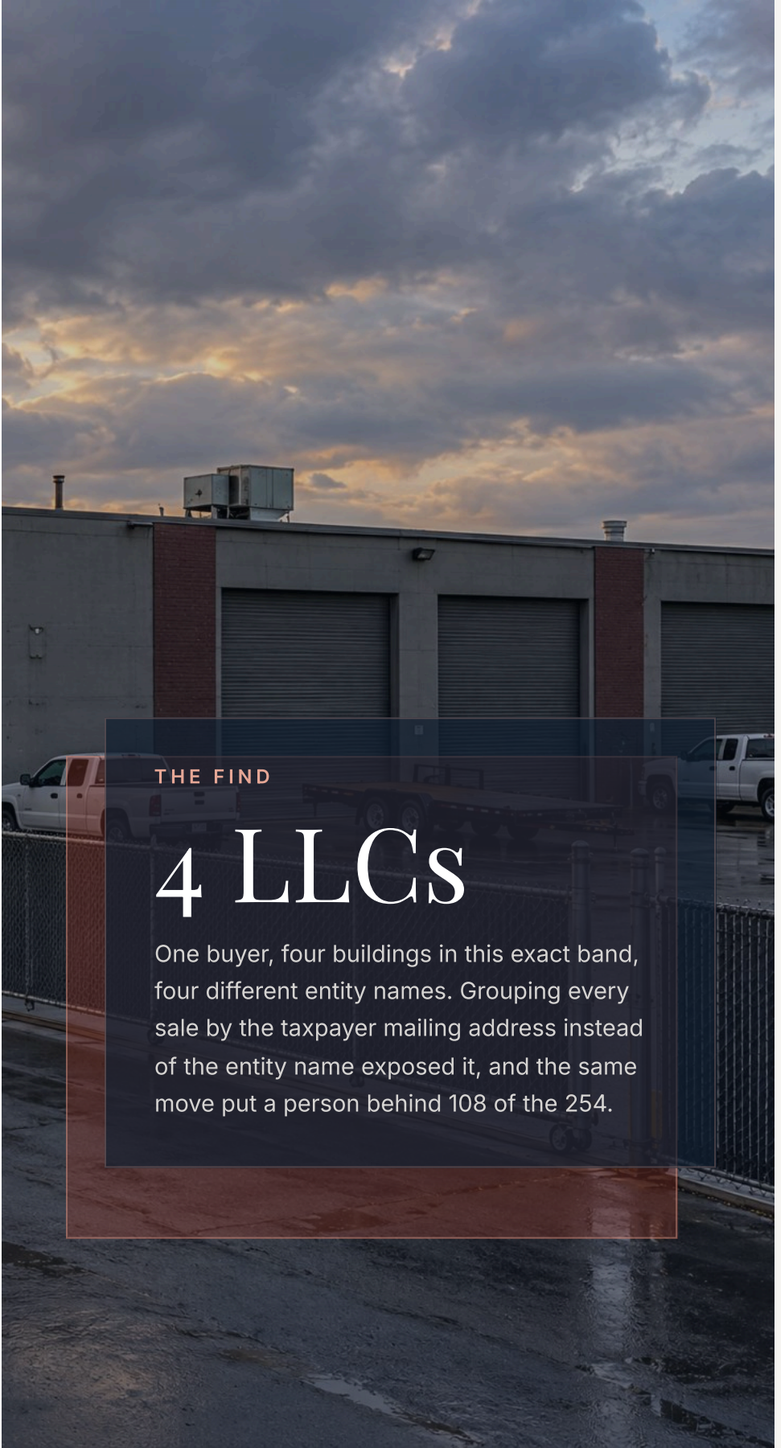
Who buys a SODO building at $4.5M

15,600 SF OWNER-USER INDUSTRIAL · 12,200 SF FENCED YARD
SODO, SEATTLE · ASKING $288 A FOOT

29	254	108	10
OCCUPIERS WHO COULD OWN	BUYER TRADES IN THE BAND	BUYERS NAMED TO A PERSON	SELLERS ON A 1031 CLOCK



SOUND INDUSTRIAL
ADVISORS



THE FIND

4 LLCs

One buyer, four buildings in this exact band, four different entity names. Grouping every sale by the taxpayer mailing address instead of the entity name exposed it, and the same move put a person behind 108 of the 254.

01 THREE WAYS INTO THE BUYER POOL

Who could own it, who already buys it, and who has to buy something soon.

29
OCCUPIERS WHO COULD OWN

Verified businesses in SODO, Georgetown, South Park and the Duwamish whose space, yard and balance sheet fit a 15,600 SF building. 21 have both a phone and an email on file.

- 21 — WITH PHONE AND EMAIL
- 6 — SURVIVED HAND CHECKS

254
TRADES IN THE BAND

Every 10,000 to 20,000 SF industrial sale in King, Pierce and Snohomish, September 2021 to August 2026. 108 of the buying LLCs now trace to a real person, up from 45 in the first cut.

- 108 — NAMED TO A PERSON
- 26 — CLOSEST OR STRONG MATCH

28
SELLERS WITH EXCHANGE MONEY

Owners who sold in this band since September 2025 and may be in a 1031 exchange. 10 are still inside the 180-day window with $50.6M to place, and 2 are still picking targets. The other 18 sold earlier and may be uncommitted.

- $50.6M — STILL ON A CLOCK
- 2 — INSIDE 45 DAYS

HOW CLOSE EACH BUYER IS TO THIS DEAL All 254 trades ranked on size, price, recency and geography

6	20	68	160
CLOSEST MATCH	STRONG MATCH	COMPARABLE	BACKGROUND

Sample deliverable: names, buildings and figures are illustrative.

02 THE POOL ON THE MAP

311 leads, placed at block level.

OCCUPIERS	29	BUYER TRADES	254
1031 SELLERS	28	TOP TRADES ONLY	26

THE CORRIDOR | THREE COUNTIES

SODO	11	14	2
Georgetown	9	12	3
South Park	4	6	·
Duwamish	5	9	1
REST OF THE THREE COUNTIES			
King (outside the corridor)	·	81	10
Pierce	·	81	8
Snohomish	·	51	4
Total	**29**	**254**	**28**

O Occupier · B Buyer trade · $ 1031 seller · ★ Subject · 12 Group, mix bar

Toggle a lane to filter; click a cluster to open it or a row to fly there. Records sit at the nearest intersection, never on a building; the star marks the subject at area level. Imagery © Mapbox © Maxar.

Sample deliverable: names, buildings and figures are illustrative.

03 NAMED BUYERS

Nine named buyers behind the six closest matches, and the strongest of the rest.

ALL 9 | CLOSEST MATCH | STRONG MATCH | INVESTORS | OWNER-USERS

BUYER AND WHO DECIDES	TIER	TYPE	IN BAND	LATEST BUY	SF	PRICE	$/SF	ON FILE
Quillback Industrial Partners Colin Ashdown, managing partner	CLOSEST	Investor	4	South Park Feb 2025	12,400	$3.41M	$275	CELL · EMAIL · UNPUBLISHED
Thornbury Investment Co. Marian Thornbury, president	CLOSEST	Investor	2	Georgetown Sep 2025	15,100	$4.38M	$290	CELL · EMAIL · OFFICE
Okada Marine Supply Grant Okada, owner	CLOSEST	Owner-user	1	SODO Aug 2024	15,900	$4.93M	$310	DIRECT DIAL · EMAIL
Lindqvist Family Partners Karin Lindqvist, general partner	CLOSEST	Investor	1	Duwamish Nov 2025	16,800	$4.79M	$285	CELL · EMAIL
Pacheco Equipment Rental Ramon Pacheco, owner	CLOSEST	Owner-user	1	South Park May 2026	13,900	$3.96M	$285	CELL · EMAIL · OFFICE
Tessaro Holdings Paul Tessaro, principal	STRONG	Investor	3	Ballard Feb 2026	12,900	$4.30M	$333	MAIN LINE · WARM INTRO
Dufresne Logistics Anne Dufresne, CEO	STRONG	Owner-user	1	Tukwila Jun 2025	19,200	$4.99M	$260	DIRECT DIAL · EMAIL
Reinholt Partners Mark Reinholt, managing member	STRONG	Investor	1	Renton Oct 2024	14,300	$3.86M	$270	CELL · EMAIL
Whitcombe Roofing Dana Whitcombe, owner	STRONG	Owner-user	1	Auburn Mar 2025	17,400	$3.83M	$220	DIRECT DIAL · EMAIL · OFFICE

Hover a row for every building, entity and how the person was found. Subject asks $288 a foot. The full call sheet carries all 108 named buyers.

BEHIND THE LLCS

45
NAMED IN THE FIRST CUT

108
NAMED NOW, OF 254

01 **Group by mailing address.**
Every sale is keyed to where the tax bill goes, not the entity name, so one owner's LLCs fall into one group.

02 **Read the filings.**
State officer lists and deed signers put a person on the group.

03 **Find three deciders.**
Leadership pages, license files and trade press, each with its source.

Valley 212 LLC
Kent valley · Oct 2022

Hanford Yard LLC
SODO · Mar 2023

Orcas Flex LLC
Georgetown · Jun 2024

Director Street Partners LLC
South Park · Feb 2025

ONE MAILING ADDRESS

Quillback Industrial Partners

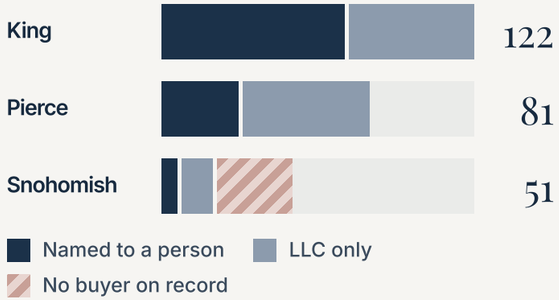
Colin Ashdown, managing partner. Cell not published anywhere.

Sample deliverable: names, buildings and figures are illustrative.

04 WHERE AND WHEN THE BUYERS BOUGHT

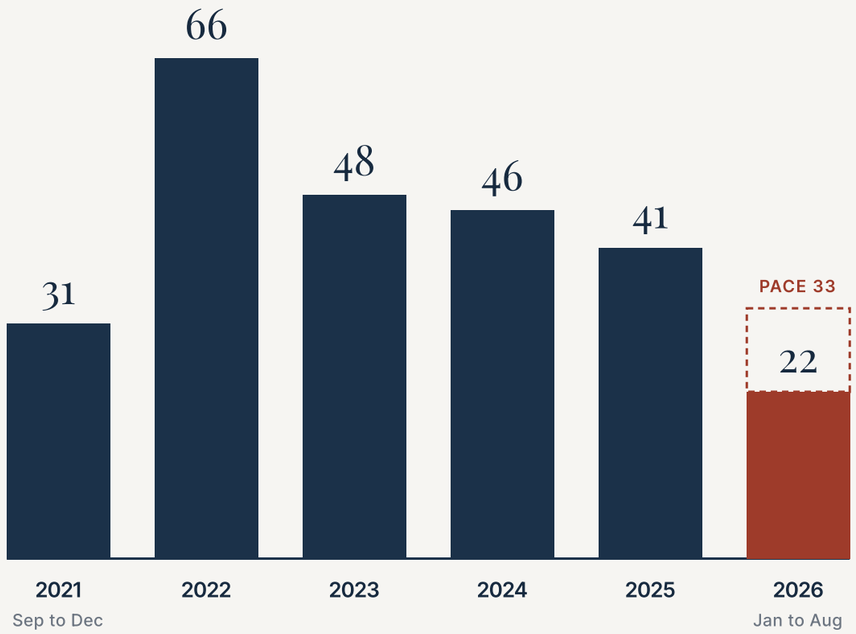
254 trades in five years, 41 to 48 a year from 2023 to 2025.

BY COUNTY · FIVE YEARS



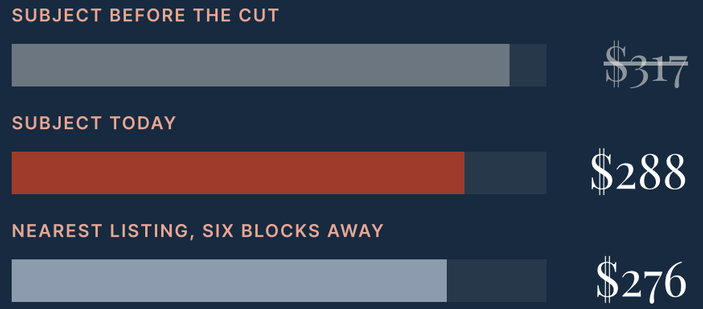
Snohomish is the thin county. It does not publish buyer names in bulk, so 31 of its 51 sales show a verified trade with no recoverable buyer until a public records request comes back.

CLOSED SALES PER YEAR · HOVER FOR DETAIL



41 to 48 trades a year from 2023 through 2025. 2026 is running at 33 a year through August, slower but live.

THE PRICE AGAINST THE NEAREST LISTING

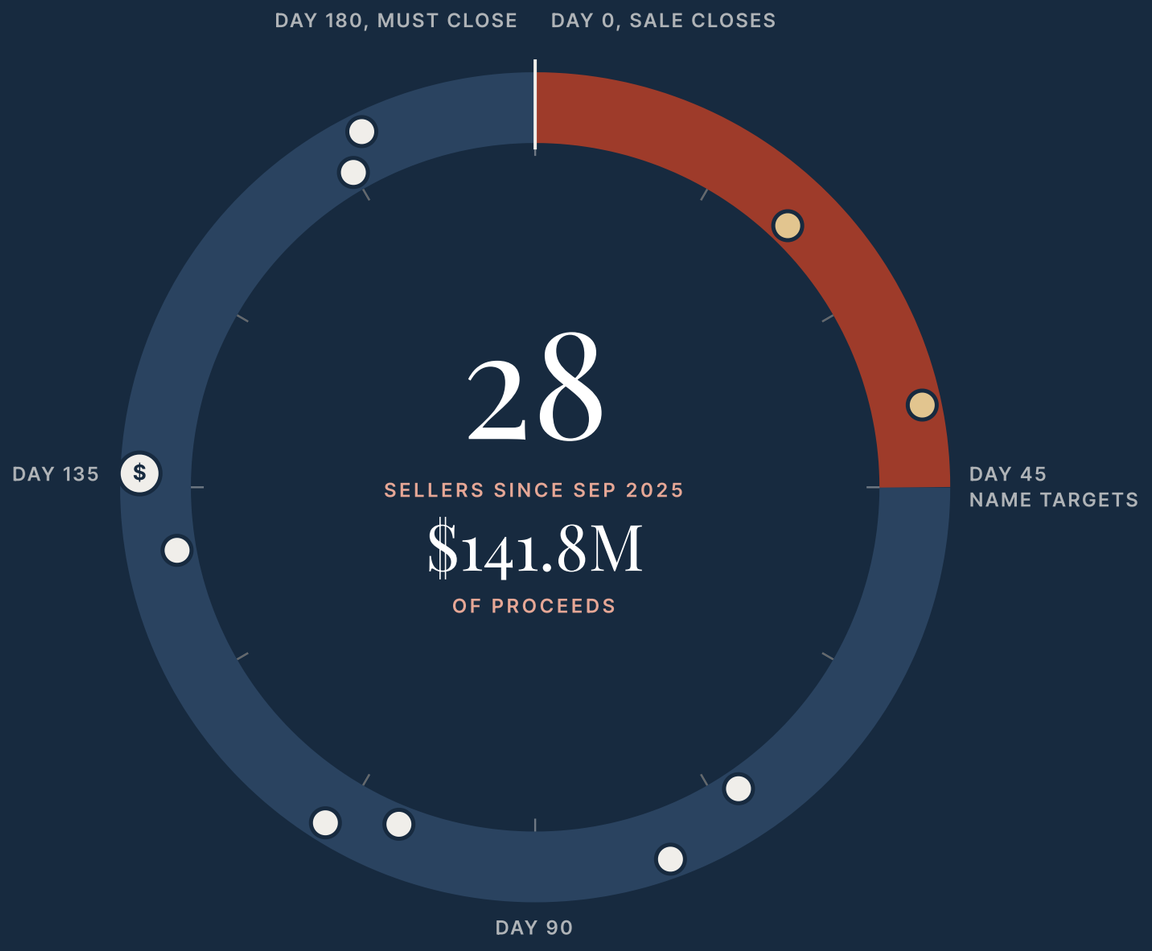


The price cut closed the gap from $41 a foot to $12. Lead with that to anyone who toured both and passed. The listing has been out fifteen months; if that produced tours without offers, a longer list helps at the margin and price is still doing most of the work.

SEVEN LISTING LEADS CAME OUT OF IT TOO

Not buyers, but worth a call. A 25-person millwork shop is moving into a building its owner bought, leaving **16,300 SF** about to open. A lumber yard has moved its front door and is not marketing the old site. A **22,500 SF** building has sat openly vacant for two years.

Sample deliverable: names, buildings and figures are illustrative.





05 SELLERS ON A 1031 CLOCK

28 sellers, $141.8M sold. $50.6M of it is still on a 1031 clock.

A 1031 buyer has 45 days from closing to name targets and 180 to close on one. These are the only names in the package working against a clock. Each marker is a seller placed by days since its sale; hover for the detail.

2	**INSIDE 45 DAYS** Picking targets now	$8.6M
8	**DAY 45 TO 180** Targets named, can still close	$42.1M
18	**PAST 180 DAYS** Proven sellers, may be uncommitted	$91.2M

HARDEST ONE TO IGNORE

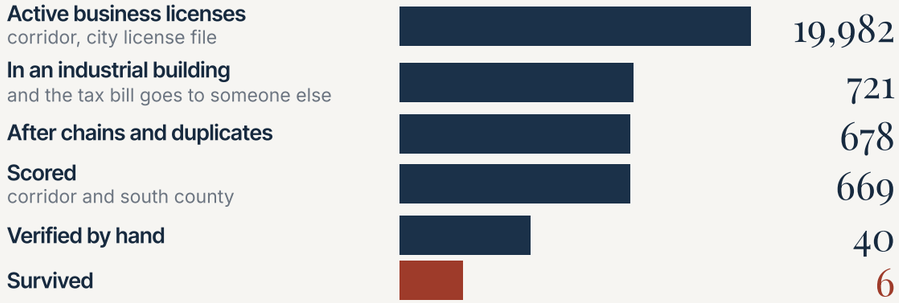
Halsey Lane Partners sold an East Valley building to a public agency in April for **$9.1M** against a **$6.6M** basis thirty months earlier. Day 136 of 180; it closes by Oct 11, 2026.

Sample deliverable: names, buildings and figures are illustrative.

06 THE OCCUPIER LIST, BUILT THE OTHER WAY ROUND

From every license in the corridor to six calls.

BUSINESSES REMAINING AT EACH SCREEN · LOG SCALE · HOVER FOR DETAIL



The old 10 to 20K SF size band would have excluded 81% of the 721, which is why the search starts from business licenses rather than the assessor.

WHY 34 OF THE TOP 40 CAME OFF



The two strongest signals, an out-of-area landlord and a recent building sale, are also what a corporate branch looks like. Every rejection keeps its evidence.

59 BUSINESSES IN INDUSTRIAL BUILDINGS THE ASSESSOR DOES NOT NAME

3 OF THE 13 VERIFIED ARE TIER 1 AND NEED TO MOVE

The assessor names one business per parcel; joining the state contractor registry by street address found the rest. Best find: a 31-person electrical contractor whose building sold in September 2024, with the new owner's remodel permit already issued.

THE SIX THAT SURVIVED

1 **Westlund Towing & Impound** — CALL FIRST
Towing and impound · 2 yards · about 30 years
Leased yard is an existential risk in towing; operators get pushed out when industrial land redevelops, so they buy when they can. The 12,200 SF yard and industrial zoning suit impound. Decided at the Burien head office.

2 **Tilden Abatement** — TIER 1
Abatement and interior demolition · 25 years
23,400 SF today with 1,600 SF of yard. Twelve thousand feet of yard is the pitch for a firm staging roll-off dumpsters and decontamination trailers. Locally owned, nobody above them.

3 **Marrowstone Selections** — TIER 1
Wine and spirits importer · 4 distributor licenses
In 12,900 SF now, so 15,600 is a natural next step in the same corridor. Their landlord just changed hands, which opens the lease-or-buy conversation. Capacity is the question, not fit.

4 **Kittredge Aerospace Finishing** — TIER 1
Aerospace-accredited finishing · 51 to 200 staff
The strongest balance sheet of the six and a true lateral, 15,750 SF against 15,600. Moving a plating line needs a county discharge authorization, so lead with what the seller would contribute toward it.

5–6 **Two owner-occupiers** — OWNERS
Trailer repair · lumber yard
Both already own. Call them as second-building buyers or as sellers, not as relocating tenants. One just opened a two-acre yard across the river.

Sample deliverable: names, buildings and figures are illustrative.

07 WHO TO CALL FIRST

Three names in each lane, and who decides at each.

OCCUPIERS WHO COULD OWN — 6 of 29 verified

Westlund Towing & Impound
Towing and impound · 2 yards · about 30 years

Call first. Leased yards are the biggest risk in towing, and the 12,200 SF fenced yard with industrial zoning suits impound. Decided at the Burien head office.

DIRECT DIAL | EMAIL | 2 DECIDERS

Tilden Abatement
Abatement and interior demolition · 25 years

In 23,400 SF with only 1,600 SF of yard. The pitch is the yard: room to stage dumpsters and decontamination trailers. Locally owned.

CELL | EMAIL | OWNER

Marrowstone Selections
Wine and spirits importer · 12,900 SF today

Its landlord just changed hands, which opens the lease-or-buy conversation. 15,600 SF is the natural next step in the same corridor.

MAIN LINE | EMAIL | 2 DECIDERS

RECENT BUYERS IN THE BAND — 108 named

Quillback Industrial Partners
4 buildings · 4 LLCs · 10 to 20K SF

The serial buyer the mailing-address match surfaced. Its managing partner ran Seattle acquisitions for a national industrial REIT.

CELL | EMAIL | UNPUBLISHED

Thornbury Investment Co.
Private investor · since 1992

President of the family firm and managing partner of the industrial arm that bought in Georgetown. Formed a new Kent acquisition entity in September 2024.

CELL | EMAIL | OFFICE

Tessaro Holdings
3 Ballard and Fremont buys · 2023 to 2026

All three under $4.5M, all tenanted. The brokerage that sold it one of them is the warm route in, and it reaches a second buyer too.

MAIN LINE | WARM INTRO

SELLERS ON THE CLOCK — 2 inside 45 days

Pratt & Ivers Machining
Day 22 · identify by Sep 20, 2026

Owner-user that sold its Fife shop on Aug 6, 2026 for $3.72M. Still choosing what to buy, and a building it can occupy is the obvious pitch.

DIRECT DIAL | EMAIL | 3 DECIDERS

Severin Holdings
Day 39 · identify by Sep 3, 2026

Sold a tenanted Georgetown building for $4.85M, two miles south of the subject. Six days left to name targets, so this call goes out first.

CELL | EMAIL

Halsey Lane Partners
Day 136 · close by Oct 11, 2026

$9.1M from a public agency against a $6.6M basis. Targets were named in May; one call learns whether any has fallen through.

CELL | OFFICE | 2 DECIDERS

25 of 42 occupiers and tenants with three or more deciders on file

17 with fewer, most because the company is a two-person shop, and the row says so

3 of 20 cells and direct dials are on the Do Not Call registry, flagged red on the call sheet

Two gaps, both fixable. Officer lists for a few LLCs still need a check against state filings. Snohomish buyer names need one signed public records form.

Sample deliverable: names, buildings and figures are illustrative.