

## Stop Leasing!

*Now is the Time to Buy*

Real Estate has many cycles, values go up and values go down. As a buyer/investor, I have purchased properties at most all the various stages of the cycles. Everyone wants to buy at the bottom of the market so they can get the best deal and value for their money. Today's real estate market is at that most select time to be a smart buyer and capitalize on the markets bottoming trend.

I have the very good fortune to have a friend who I have watched grow his company from its meager beginnings in his garage at his rental home in SW Portland to a multi-divisional national business that has doubled its growth every year for almost ten years running. As his business grew, he kept expanding to adjacent warehouses to accommodate his growth. He eventually found himself paying more and more of his landlord's mortgage as he leased more and more space.

We had lunch one afternoon, as we so frequently do, and I suggested that the time had come for him to purchase his own building and consolidate his operations under one roof. He agreed with me, but said he did not know if he could find a lender that would finance both the acquisition of his new location, as well as his business lines he needed to continue to expand his company. I assured him I knew just the right bank and set up a meeting between the two. He was able to get a loan for the new building and a credit line to help with his expansion plans and continue to grow his operations.

Within a month, we had identified the perfect location that was just down the road from his leased warehouses, and in 60 days he was moving his company to the new building. He has continued to expand his company and we are now looking at additional buildings for him to expand even further in to. He also knows now that not only is he growing his business but is investing into his future retirement with his ownership in real estate that he can hold onto

and watch appreciate for many years to come.

It is our pleasure to work with companies both new and growing, to identify their specific needs and match up the commercial real estate to compliment their current operations, create efficiency and potential for growth and expansion. We are also in the business of referring our clients to get the personal touches they need in financing, legal, and a whole host of other services to create a winning team now and long into the future.

In the past decade, Now is the best time to be a Buyer in the market place. If you are considering purchasing a building to run your business out of, give us a call and let's have lunch so we can set up the strategies for a winning solution for you just as we did for my friend. ~Jeffrey Weitz

### Monster Fuses

5400 SE 26th Ave, Portland | [www.MonsterFuses.com](http://www.MonsterFuses.com)

*"I just wanted to thank you and your North Rim crew for all of your efforts that were involved to have us purchase our building that now houses Monster Fuses. From the moment we heard the building at 5440 S.E. 26th Ave. was on the market, your guidance put us in position to ultimately land the perfect facility to grow my business. There were many times and reasons to walk away and find a different location, but you listened and understood my businesses requirements and kept me focused and determined to stay the course. It has been almost four years now since the purchase was completed and now the business has grown four fold and our prospects for the future are even brighter. Thanks again for your guidance, industry acumen and friendship." ~ Brian Corekin, Monster Fuses*



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*Looking for a Retail or Office Space,  
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## From Rome to Your Home

### Family traditions become a family business

When Stefania Toscano and Lawrence Mc Cormick decided to move to the Northwest, they had two goals in mind: carry on the traditions of their homeland, and make a living doing so.

Chef Toscano and her husband, Sommelier Mc Cormick, moved to Portland from Rome, Italy, in June 2008 with their two young sons, Sean and James. By that winter, they had embarked on a plan to open an Italian deli -- one that represented their combined passion for good food and sustainability.

Eight months of detailed planning and long hours later, the couple quietly opened Taste Unique at 2134 SE Division St. in July 2009 with a specific intention -- to offer authentic Italian cuisine using the highest-quality, local, sustainable ingredients that Portlanders can cook at home.

Born just outside of Naples, Chef Toscano was raised in central Italy in the town of Perugia where she grew up learning family recipes from her mother and aunts. In Italy, much like the Northwest, a meal is all about gathering together the family and using locally grown foods at their peak.

Toscano moved to Rome in 1997 to assist in the opening of Le Cornacchie, a restaurant and bar where she then worked for two years. After leaving the restaurant for a career as a communications manager, she fed her passion for cooking by attending the Gambero Rosso cooking school and teaching classes on traditional Italian cooking.

While working for the Sony press office, Toscano coordinated the launch of Sony Playstation PS2 in Milan. There she met Lawrence Mc Cormick who was working in external relations and marketing for Tech TV.

Over the years, the pair visited the Northwest a few times and fell in love with the area. "We only knew one person in Portland, our friend Stephen Tobler who is an architect that also recently moved here," said Mc Cormick. "He agreed to help us with our deli. At the time, I had no idea that he was an award-winning designer." Tobler also shared the couple's vision for sustainability. He crafted an interior for Taste Unique that is fairly simple, yet incorporates highly stylized components Tobler designed himself.

Along the length of the kitchen stands a sizeable counter treated on the exterior with beautifully finished fir strips running horizontally with

an alternating corner detail. "This reclaimed fir was actually the original floor in our Eastmoreland area house," Mc Cormick explains. "In fact, we used the same wood to build our café tables."

When visitors walk in the door, they're met immediately with the aroma of freshly baked salty Roman focaccia, or pizza bianca (Italian for white pizza), which Chef Toscano prepares every hour. Everyone is offered a free slice, either served plain or stuffed with mortadella, salami or Nutella.

At the counter, a deli case is packed with freshly made fettuccine and

tagliolini, hand-sliced by Chef Toscano, as well as her signature traditional lasagnas made with béchamel, ragu, mozzarella and authentic parmigiano. They also offer vegetarian lasagna prepared with fresh local zucchini and thyme. Prices range from \$5 to \$18 for full, take-home dishes that can feed up to a family of four -- affordable food, with a richly drawn heritage.

Included in Taste Unique's regular menu are cannelloni with a choice of spinach or meat or zucchini, baked risotto pie, and ravioli. There are daily items added depending on the availability of fresh produce supplied by local farmers markets and those items vary by season.

In addition, Chef Toscano offers a variety of homemade sauces such as ragu bolognese, marinara, mushroom and sausage, and amatriciana sauce. For those with a sweet tooth, Taste Unique makes tiramisu with fresh mascarpone, homemade Lady Fingers (known as savoiardi) and fresh moka-brewed coffee as well as a variety of pastries.

"We really wanted to replicate the appeal of a traditional Italian kitchen," Mc Cormick said. "We just like the family atmosphere of the kitchen."

All offerings are packaged to go and Taste Unique can prepare special orders if patrons call ahead. The kitchen is open Monday through Saturday from 10 a.m. until 7 p.m., with a complete menu at [tasteunique.com](http://tasteunique.com).

Excerpted from "From Rome to Your Home", by Michael Lee, 2009.

## RECENT SALES COMPARABLES



### RETAIL

\$1,025,000  
709 SE 7th Ave, Portland, OR  
10,000 sf



### OFFICE

\$1,325,000  
10101 SW Barbur Blvd, Portland, OR  
10,986 sf



### INDUSTRIAL

\$2,235,000  
2715 SE Raymond, Portland, OR  
37,880 sf

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