

Persistence Pays Off

I can't help but laugh when I think back about my life as a recent college graduate. With my newly earned Liberal Arts degree in hand, it hit me that I had no clue what I wanted to do for a living. I guess I was too busy enjoying college to worry about the future. I still remember being handed my diploma and thinking, is there any way we can work something out so I can stick around for a while?

After a few months of shoveling manure, I knew I was going to have to set my sites a bit higher if I was going to realize my potential. Since I was familiar with the building trades, I decided to pursue a career in commercial real estate. After donning my new suit, I knocked on every door I could find. With all the doors that were shut in my face, I had my first real taste of rejection. No one seemed to want to hire someone without any experience. Desperate for something, just as another owner was about to hang up on me, I asked if he had anything available. He said he did, but I wasn't going to like it. The next day I was showing apartments for rent. After two weeks of showing apartments, I got my break when the position I wanted opened up. Thus began my career in the industry.

I believe there is a correlation between my beginnings in commercial real estate and how deals are being closed today as opposed to a few years ago. The banks are tightening their belts and are making it difficult to do even some of the most basic of transactions. Just like when I started working in the industry, we have to be persistent and come up with creative ways to get deals done.

One of the deals that we worked on this year was to complete a lease for our client with a set price on an option to purchase the property. Our client initially wanted to own their own building so they could control their operating expenses. We were able to locate the perfect building for them. Instead of making an offer to purchase, we set up the deal so they could lease

the property for a set amount of time and at the end of their lease, purchase the property for an already agreed upon price. It was a win-win situation because it provided our client with time to put together financing that is in their favor and the property owner no longer has an empty building.

As we have said before, if you have ever had the dream of owning your own building, NOW is a great time to be in the market. Even if you think the odds are against you, we can help you find a solution. We would love the opportunity to help you find and put together the deal that will have you on your way to owning a building.

~Matthew Schweitzer

Congratulations on Your New Locations!

Our freinds will be opening their doors soon. Be sure to visit them in their new locations on the East Side.

Barre 3 Yoga - *Yoga Studio*

Mt. Baker | 2122 SE Division, Portland

Ohana - *Hawaiian Restaurant*

North Main Village | 10554 SE Main, Milwaukie

Flowers By Dorcas - *Flower Shop*

K2 Building | 4152 NE Sandy, Portland

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Bar Avignon

You may have read the Oregonian piece about Bar Avignon's new chef Jeremy Eckel and the expanding menu at this cozy dining room on 22nd and SE Division. Owners Nancy Hunt and Randy Goodman have finally found the perfect person to take a spot that always provided great cocktails and an extremely well priced and varied wine list and ramp it up into what I now feel might be one of Portland's best spots to grab dinner. Nancy was telling us what she loved about Eckel was his love of all things seasonal in the chef's bounty that is Portland. She said his eyes just light up when she brings in her latest farmer's market finds, and we saw that same dreamy look in his eyes when he was explaining to us what he going to do with a batch of fresh sardines he was salting. You can tell when someone is into it, and this guy has it bad!

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We went last Friday, dug our forks into some of Eckel's creations, and came away dying to return. We started with Wild Boar Ribs with a spicy-sweet peach barbeque sauce that are perhaps the ultimate bar snack. A Chilled Sweet Corn Soup topped with a sprinkle of smoked sea salt was so richly flavored, yet light, made with a vegetable stock. We followed that promising start with Fideus, which are short Portuguese-style noodles (think broken spaghetti) in a sauce of summer squash and chard with a soft baked egg attractively



GO GREEN!

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situated right in the middle. Something you have to have if it still on the menu is his roasted Chicken with baby artichokes, pacha beans, and aioli. I don't order chicken out very often, but Eckel's chicken was fabulous. A half chicken that is bursting with juicy flavor, and the whole plate just screams of the summer season.

This food is seriously good, the vibe at Bar Avignon is incredibly comfortable, and the prices are ridiculously cheap, with everything above ranging from \$7 to \$14. Add on to that some bargain priced wines and you have the ultimate cheap date that will satisfy your wallet and leave your palate breathless, which is pretty much what we're all looking for, isn't it?

You can also buy most of the wines off the wine list to go for 25% off, and be sure to check out Randy's Saturday afternoon free wine tastings at the back table!

RECENT SALES COMPARABLES



RETAIL

\$560,000
2913 SE Stark, Portland, OR
2,800 sf



OFFICE

\$825,000
10915 SE Stark St, Portland, OR
3,980 sf



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\$800,000
2258 NW Raleigh St, Portland, OR
5,000 sf

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