



LifeWorks NW

The Situation

A local nonprofit health & wellness company, LifeWorks NW occupied a 14k square-foot user-owned building at 14600 NW Cornell Rd, across from the Columbia Sportswear headquarters. When Columbia reached out with an interest in buying the building, LifeWorks was open to the idea as long as they could locate and purchase a larger building for their new headquarters.

Our Approach

They contacted Melvin Mark Brokerage Company for both the sale of their current property and the purchase of their new property. With experience in more than 50+ sales transactions, [Tim Parker](#) was the ideal broker for the situation. He located a 40k square-foot building at 5414 SW Westgate Dr that met all of LifeWorks' needs and was in a desirable location. However, the asking price of \$7.5M and the need for \$2.5M in tenant improvements didn't fit the company's budget.

The Results

Understanding their situation, Tim negotiated with the building landlord and was able to reduce the TI costs to \$1.5M. He also understood the level of desire Columbia Sportswear had for the LifeWorks-owned building and was able to sell it for over the asking price in order to help LifeWorks achieve their new headquarters goal.

A couple years after their relocation, LifeWorks NW decided to expand their operations with several satellite campuses and called upon Melvin Mark Brokerage Company's Bryn Hokkanen to help them locate and lease their new spaces.