



Perkins & Co

Tenant Representation

At a Glance

Client	Perkins & Co, a Portland-based accounting firm
Market	Downtown Portland, Oregon
Assignment	Tenant representation — relocation and right-sizing of the firm's downtown headquarters
Requirement	Approximately 30k RSF of space + modern building amenities
Timeline	First meeting December 2024, lease signed June 2026
Lease & Location	Long-term, First & Main building
Melvin Mark Team	Bryn Hokkanen, Paul Andrews, Peter Andrews

The Client

Perkins & Co is a well-known Portland accounting firm and a long-standing Melvin Mark client. Our relationship predates this assignment; in years past, the Melvin Mark team completed multiple large transactions with Perkins, including, at the time, the largest deal at PacWest Center. This history of trust is what brought Perkins back to Melvin Mark when it came time to evaluate the firm's next downtown home.

The Situation

Not only did Perkins come to the market during an uncertain time, but they also had plans to downsize and did not yet know how much space it would need. Initially, the firm expected to cut its nearly 40k SF footprint roughly in half. However, after reassessing, they landed on a more modest reduction and desired around 30k SF of space.

Melvin Mark brokers Bryn Hokkanen and Paul Andrews used their extensive knowledge of the Downtown market to locate a variety of office buildings that could suit the firm's needs. While the initial goal was a contiguous full-floor configuration, Bryn and Paul knew there were very few buildings that offered such a large floorplate.

Instead, they were able to tour the team through a variety of spaces that spread across multiple floors in a cohesive layout.

Our Approach

Melvin Mark's success during this deal was the product of strong relationships, in-depth market knowledge, and the willingness to truly understand Perkins' wants and needs.

- Focusing on the details: walking the client through terms we had just seen and transacted, giving them a real-time read on the market rather than a generic overview.
- Understanding what mattered most: taking the firm's top desires into consideration and making sure they were satisfied.
- Covering the market thoroughly: touring roughly 10 properties in the core of Downtown, where they wanted to stay.
- Right-sizing with discipline: working through multiple footprint scenarios as the firm's growth outlook changed and helping them avoid over-cutting space they might later need.
- Pushing economics: securing a landlord-delivered turnkey tenant improvement package well outside what the market was offering.
- Staying at the table: continuing to track the firm's buildout and finishes so that they have ongoing support through delivery.

The Team

This assignment was led by Melvin Mark brokerage professionals whose direct, hands-on involvement carried the engagement from first meeting through signed lease:

- Bryn Hokkanen
- Paul Andrews
- Peter Andrews

The Results

Perkins' long-term lease was signed in June 2026, approximately 18 months after the first meeting, with occupancy targeted for August 1, 2027. The firm landed in First & Main, a Downtown building whose newly completed amenity center matched exactly what the firm wanted. Melvin Mark helped secure a turnkey tenant improvement package, right-size their footprint without overcorrecting, and helped them stay committed to the Downtown core.

Quotes?

About Melvin Mark Companies

Melvin Mark Companies is a leading Portland-based commercial real estate firm providing brokerage, property management, asset management, and investment services, with a decades-long commitment to downtown Portland's vitality and recovery. Learn more at <https://www.melvinmark.com>.

About Perkins & Co.

Perkins & Co is a Portland accounting firm offering comprehensive tax, audit, and consulting services to businesses and individuals. It has been named the #1 Most Admired accounting firm in Oregon & SW Washington and firmly believes that partnerships are part of success. Learn more at <https://perkinsaccounting.com/>.