

Who We Are

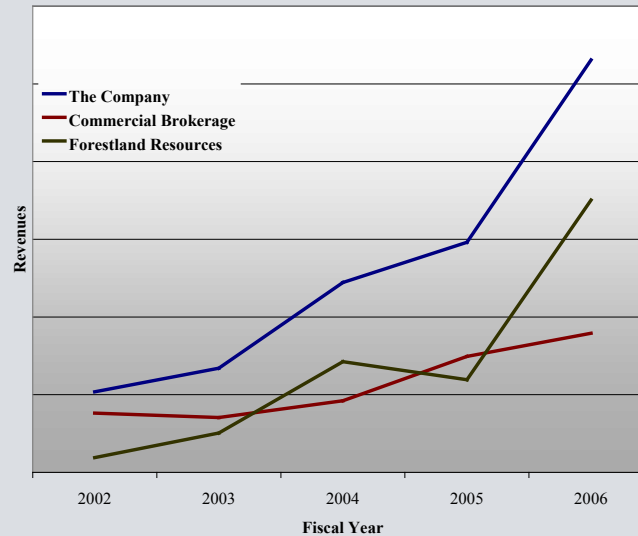
Hodges, Gilliam & Dana, Investment Real Estate is the premier full service real estate firm in the Pacific Northwest. Our unique business model combines commercial brokerage, forestland brokerage and consulting services, access management and property management with luxury real estate.

Our team is dedicated to presenting every client with the best possible result. By exceeding our clients' expectations, we have developed a client base that extends nationwide.

At Hodges, Gilliam & Dana, we have a reputation for turning average deals into remarkable sales. We are recognized throughout the region for our innovative problem-solving approach to investment real estate. It is our uncompromised commitment to the success of our clients that has defined Hodges for the past four decades.



Our Growth



At Hodges, Gilliam & Dana, we have averaged 45% growth for the past five years. Our Forestland Resources division has experienced 190% growth during that same time. These increases translate directly into profitability for our clients.

Contact Us

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www.hgdre.com



Our Company

Serving the South Sound Since 1962

www.hgdre.com

Key Personnel



Troy W. Dana
President/CEO
Forestland Resources



Larry Gilliam
Associate Broker
Commercial Brokerage



Pam Lonsford
Property Manager



Tom Dowling
Agent



Mike Flanagan
Top Forestland Agent 2006,
Senior Associate /Forester



Bruce Krieg
Forester, Agent



Paul Bialkowski
Forester, Agent



Paul Valentine
Vice President
Forestland Resources



Anthony Hicks
Agent



Robert Watson
Agent



Steve Crantz
Agent



Doug Long
Agent



KC Long
Agent



Bryon Clarke
Agent



Wes Neal
Agent



Char Nelson
Office Manager/
Transaction Coordinator

At Hodges, Gilliam & Dana, we have sixteen agents and nine staff members. Whether we are selling an office building downtown or leasing warehouse space, we work as a team. From custom-made marketing materials designed by our graphics team to an in-house transaction coordinator who can assist you with every step of a transaction, our staff and agents are here to show you why we have earned our reputation as one of the best full service real estate firms in the region.

Our Divisions

Forestland Resources

Unlike any other real estate office, we have four foresters with over 131 years of combined experience in the timber industry. Our agents' expertise ranges from timber harvest to management and appraisal. Services include:

- Brokerage Services
- Land & Timber Analysis
- Consulting
- Mobile GIS Mapping with GPS Capability
- Timberland Management
- Exchanges
- Conservation Easements
- Sealed Bid Sales
- Carbon Credits/Sequestration
- Clean Water Credits
- Transfer of Development Rights

We are committed to "value creation." From consulting with the conservation communities to brokering deals in traditional markets, we are known for our ability to create value for our clients. By exceeding our clients' expectations, we have developed a client base that includes a number of the top five industrial timberlands owners in North America.

Commercial Brokerage

By providing unequalled marketing opportunities and a tenacity to deliver a continually superior product, we've been recognized throughout our community as the leading full service brokerage firm since the 1960's.

With combined commercial brokerage experience of over 200 years, our skilled team of consultants, agents, and CCIM designees ensure that the quality of service you receive will exceed your expectations. Our Commercial Brokerage division offers:

- Brokerage Services for Office, Retail, Warehouse, Land & Multifamily
- Commercial Property Management
- Consulting

Commercial Property Management

Our proactive management style is reflected in our clients' income and overall property values. Our clients benefit from our long-standing, excellent relationship with the community. Our Property Management division offers:

- Comprehensive Building Management
- Timely and Accurate Bookkeeping
- Prompt Filling of Vacancies/Leasing

Our management team strives to provide owners with continued value creation, increased revenues, and tenant satisfaction. Our skilled team ensures that the quality of service you receive will exceed your expectations.

Carbon Offsets

Our company developed a propriety carbon model to facilitate the conveyor of carbon credits from natural resources indigenous to the Pacific Northwest. We unite carbon emitters who are looking to achieve carbon neutrality with sellers of carbon such as forestland owners in the sale of Transferable Carbon Rights™. Aside from minor adjustments, our program works within the landowner's existing forest management protocols. Ultimately, the sale of Transferable Carbon Rights™ affords both Buyers and Sellers with significant, economic and ancillary values.

Access Management

Access Management is the practice of granting access for a fee to approved users for a set period of time to privately held lands behind locked gates. User fees provide a source of income that is beneficial to the owner with no responsibilities involved - we manage it all. We take care of the necessary management issues including collecting fees, issuing permits, and maintaining security patrols. This level of quality management also increases the predictability of high quality hunts.