



EXPLORE  
**OUR  
PROPERTY  
MANAGEMENT  
SERVICES**



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# COMPANY HISTORY

The Rants Group was formed in 1973 (as Evergreen-Olympic Properties) by Ron Rants. His focus was to provide commercial real estate services for the Thurston County Market. The Rants Group has evolved into a full service commercial and multi-family real estate firm offering sales, leasing, property management and development services. We have never strayed from that original focus.

Since 1973, The Rants Group has been guided by four basic principles. First, stay within your field of expertise and be experts in that field. The Rants Group concentrates on commercial and multi-family real estate in Thurston County only. Second, look to the long term in both relationships and real estate investments. We are pleased that we have on going relationships with many of our investors and property owners. We have retained tenants that include Fortune 500 companies, federal and state agencies and all types of private businesses for many of our forty years in business. Third, long term real estate investments are good for our clients and good for ourselves. We remain in ownership with our investors and manage almost all of the investment properties that we have purchased or developed during our corporate life. Finally, we believe that community involvement is crucial. We, the principles of The Rants Group, are involved and we encourage each of our associates to be involved. "This is our community".

As an integrated commercial real estate and development company, we take full responsibility for the life cycle of a property. We act both as a property manager and as asset manager. As property manager our goal is to maintain each property well and keep fully occupied. As asset manager our goal is to enhance the long term value of each property. We take a project from the idea stage to design, development, financing, leasing and managing. We stay involved step by step and over the life of the project. By providing this long term continuity we can best serve our clients.



Columbia Plaza  
4219 6th Ave SE, Lacey

Columbia Plaza is a retail center in the heart of Lacey. The Rants Group has managed this property since it was built in 2006.



## OUR TEAM



**PATRICK C. RANTS, CCIM, CPM -  
PRESIDENT & CEO, DESIGNATED BROKER**

*COMMERCIAL LEASING & SALES BROKER (CCIM)  
COMMERCIAL PROPERTY MANAGER, Certified Property Manager*

Pat joined The Rants Group in 1988. He is currently the President and Designated Broker and runs the day to day operations. He develops, sells, leases and manages office, retail and industrial properties. He received his Business Administration/Finance degree from Central Washington University in 1983. Pat served as past President of The Rotary Club of Olympia and Community Youth Services. He is also on the Board of St. Martins University and the Economic Development Council.

pat@rants-group.com



**SHELLEY FOLTZ, CCIM -**

*COMMERCIAL LEASING & SALES MANAGING BROKER  
COMMERCIAL PROPERTY MANAGER*

Shelley has extensive property management and brokerage experience and is a principal in The Rants Group. She has represented numerous Landlords, Tenants, Sellers, and Buyers during her career in commercial real estate. She attended the University of Washington and received her Certified Commercial Investment Member (CCIM) designation in 2010. She is the past President of West Olympia Rotary Club and serves as current chair of the Endowment Committee and served for three years on the board of the South Puget Sound Community College Foundation Board.

shelleyf@rants-group.com



**CAROLYN GRADEN, CCIM -**

*COMMERCIAL LEASING & SALES MANAGING BROKER  
COMMERCIAL PROPERTY MANAGER*

Carolyn has been with The Rants Group since 1989 and has been a licensed commercial real estate agent since 1996. Carolyn understands the intricacies of commercial real estate because of her broad experience in sales, leasing and property management. Carolyn graduated with a Business Administration/Marketing degree from Central Washington University. She is currently a board member of YWCA of Olympia and she is the past president of Olympia Host Lions Club and the Morningside Board of Trustees.

carolyn@rants-group.com



**LISA BARKER -**  
*COMMERCIAL LEASING & SALES BROKER*  
*COMMERCIAL PROPERTY MANAGER*

Lisa was a former Rants Group member from 2001 to 2007 during which time she managed both residential and commercial properties and was also involved in commercial sales and leasing. During her time away from The Rants Group, Lisa joined Colliers International where she managed commercial properties with an emphasis on retail centers. Lisa rejoined The Rants Group in 2009, bringing with her over 15 years of experience in the real estate industry. With The Rants Group she is be responsible for the professional management of all aspects of commercial properties and leasing and sales as well.  
lisabarker@rants-group.com



**DARRELL MCQUISTON -**  
*RESIDENTIAL & COMMERCIAL LEASING & SALES BROKER*  
*PROPERTY MANAGER*

Darrell has been involved with residential sales and management of homes and vacant land for more than 20 years. He also managed apartment complexes and single family homes in the Seattle Metro Area. Since joining The Rants Group in 2009, Darrell's management portfolio includes over 200 residential single family dwellings and multifamily properties located throughout Thurston County. He also manages and leases several commercial buildings.  
darrell@rants-group.com



**DANIELLE RANTS -**  
*RESIDENTIAL & COMMERCIAL LEASING & SALES BROKER*  
*PROPERTY MANAGER*

Danielle joined The Rants Group in 2013. She holds a bachelor's degree from Western Washington University in Financial Economics with a minor in Business Administration. Danielle is responsible for the professional management of all aspects of commercial and residential properties as well as leasing and sales.  
danielle@rants-group.com



**CAMERON WILSON -**  
*COMMERCIAL LEASING & SALES BROKER*  
*COMMERCIAL PROPERTY MANAGER*

The newest member of The Rants Group, Cameron joined the firm in early 2015. Hailing from Las Vegas, NV, Cameron brings more than 13 years of commercial brokerage and property management experience to the team. Coming from one of the most volatile real estate markets in the nation, he has extensive skills in creative and aggressive marketing of commercial property for sale and lease. On the management side, by thinking "outside the box", he has found success in keeping operating costs low, and occupancy rates high, resulting in superior performance of his client's assets.  
cameron@rants-group.com



# SERVICES

## Commercial Management

Full Bookkeeping  
Contracting for Services  
Tenant Improvements  
Monthly Reporting  
Capital Improvements Supervision  
Tenant Screening & Financial Assessment

Property Inspections  
Budgeting  
In-House Maintenance  
Market Analysis  
Insurance Reviews

## Residential Management

Tenant Screening  
Full Bookkeeping  
Market Analysis  
Property Inspections  
Capital Improvements Supervision  
Residential Manager Selection, Training & Supervision

In-House Maintenance  
Monthly Reporting  
Budgeting  
Insurance Reviews  
Marketing Programs  
Leasing

## Commercial Leasing

Lease Negotiation  
Tenant Screening  
Market Analysis  
Tenant Improvement Assistance

Office  
Retail  
Industrial  
Medical

## Investments - Development and Purchase

Apartments  
Office Buildings  
Retail Strip Centers  
Feasibility Analysis  
Due Diligence

Site Location  
Industrial  
Asset Management  
Valuations  
Regulatory Compliance

## Sales

Valuations  
Marketing  
Build-to-Suit for Purchase or Leaseback

Regulatory Compliance  
Sales Negotiation  
Relocation

The Rants Group manages several historic buildings in downtown Olympia



Mottman Building  
101 N Capitol Way



506-510 Columbia St SW



# OVERVIEW

## Functional Management

Our focus on client satisfaction starts with identifying the unique style and character of each property. We then tailor our services accordingly. The Rants Group's management style is not solely responsive, but proactive. How a property management company reacts is essential to successful management, but anticipation is the mark of professionalism.

## Organized for Efficiency

The Rants Group distinguishes itself in the asset and property management field through the depth of our senior management and the way in which management staff is assigned to a property. In our management system, all issues of accessibility, responsibility and accountability for every aspect of each building reside with a single person, the property manager. The property manager is entirely familiar with the property and is fully integrated into every area of operations and finance.

The property manager is, of course, supported by The Rants Group staff experts in the essential technical, operational, and accounting functions. Including accounts receivable, budgeting, monthly statements and overall finances.

Every Rants Group-managed property gains the benefit of the skills and insights of our senior executive team of seasoned asset management specialists. The principals of The Rants Group, all of whom are heavily experienced in property management and are continually available to contribute their expertise.

## Accounting and Financial Services

Accurate and timely financial reporting and control are essential to efficient building operations. Services include budgeting, close monitoring and control of accounts payable and receivable, thorough bank reconciliations, detailed financial and operational reporting and investment of funds, among others.

The Rants Group Property managers budget hand-in-hand with the accounting team to produce annual budgets for each building. Also, The Rants Group has centralized all utility accounting audits to insure that these very specific reviews are conducted by true professionals.

Our computer system has been specially designed to network all buildings that we manage, allowing property managers to access the latest detailed operational and financial data on their building at any time. The system enhances communication and information flow and leads to faster, more accurate record keeping, critical elements for proper management and control.



Market Place Office Building  
724 Columbia St NW, Olympia

The Rants Group has managed this Class A office building since it was built in 1998. It is home to a number of professional businesses plus a medical office.



# OVERVIEW

## Maintenance and Preventative Maintenance

Every building has its own month-by-month schedule of seasonal inspections to reduce the cost of maintenance and identify potential problems at the earliest moment. We urge our clients to allow us the funds to maintain their buildings and mechanical systems in top working order. We believe that there are no savings in deferred maintenance and that preventive maintenance is not only less expensive in the long run, but assists in avoiding the disruptions and hazards of structural or equipment failure.

## Management Transition

The Rants Group will make every effort to ensure a smooth, seamless transition. Our experienced specialists in this complex process will address staffing, financial, insurance, maintenance, purchasing and other important issues.



Lilly Road Medical Building  
615 Lilly Road NE. Olympia

The Rants Group has managed this Class A office building since it was constructed in 2003. It is home to many professional medical offices.



# TESTIMONIALS

*“Western Washington Corporation of Seventh-Day Adventists worked with Carolyn during the purchase of a property located in Olympia, WA that now is new private Christian School and Child Care. This was a very difficult transaction and Carolyn being the selling agent went far beyond the normal call of duty to keep this transaction alive, not only once but two times. We also listed our prior school property with Carolyn and she has represented us well during this very difficult market of 2009 and 2010. Carolyn keeps us informed on a regular basis, even when there is no activity to report. I really appreciate this consistent communication. Carolyn follows up on those who have looked at the property and works with them to resolve any issues. Carolyn Graden, is very knowledgeable of the area and those organizations who might be interested in buying our property. I would recommend Carolyn to sell or buy property in the Olympia area and would use here again to assist our organization with real estate needs.”*

**Dennis R. Carlson, Associate**  
**Western Washington Corporation of Seventh-Day Adventists**

*“After working with Nicole as a co-broker, it was apparent how her attention to detail and professionalism really helped close our deal smoothly. Because of her dedication to her clients and her insight into the Olympia market, we hired Nicole to become our leasing agent. Since then, she has successfully leased the remaining vacancy in our center with quality tenants that complement our current uses despite the depressed market. We couldn't have done it without her!”*

**Falcone Property TIC**

*“Shelley Foltz of The Rants Group recently provided us excellent advice and assistance as we leased a new location for our firm. In addition, we have worked with her during her representation of various commercial real estate investors. Her professionalism and in-depth knowledge of the local real estate market have been key components of these transactions. I would highly recommend her to anyone seeking commercial real estate representation.”*

**Mark L. Wheeler, Attorney at Law**  
**Bean, Gentry, Wheeler & Peternell, PLLC**

*“Working with real estate agents can sometimes be a disappointing and frustrating ordeal. However, my recent experience in selling my office building with Pat Rants, of The Rants Group, was exceptionally easy and we achieved a successful sale.”*

**Dr. Robert Brunton**

*“Shelley represented us as our listing agent and I was very impressed by her professionalism and integrity. Her diligence, attention to detail and knowledge of the local market were highly advantageous in getting the “deal” done. If you have a commercial property you would like to sell, Shelley would be the right choice from start to finish in getting the transaction completed.”*

**Betty Pitts**  
**Kay Packaging Co. Inc.**



2900 37th Avenue SW, Tumwater

The Rants Group manages thousands of square feet of industrial and mixed use properties.





# TENANT REFERENCES



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rms@rm-solutions.com



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Contact: Patrick Knudson, Owner  
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Panowicz Jewelers  
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Phone: (360) 357-4943  
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