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**West 8<sup>th</sup> Leases 11,549 Square Feet to salesforce.com**

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**SEATTLE (Oct. 25, 2010)** – Prudential Real Estate Investors and Touchstone announced today a fully executed lease with salesforce.com. The San Francisco-based enterprise cloud computing company will take 11,549 square feet of space at West 8<sup>th</sup>, located at the intersection of 8<sup>th</sup> and Westlake avenues in downtown Seattle. The 500,000-square-foot office high-rise is being marketed for lease by Pacific Real Estate Partners, Inc.

“We’re pleased to welcome salesforce.com as the newest West 8<sup>th</sup> tenant,” said Jeff Mills, investment vice president of PREI®, which is acting on behalf of institutional investors. “This lease reflects the market’s positive response to West 8<sup>th</sup>’s unique value proposition for tenants — a central downtown location, quality construction, flexible floor plates, and competitive lease rates.”

Eric Leland and David Abbott of Pacific Real Estate Partners, Inc., who negotiated the transaction on behalf of the West 8<sup>th</sup> ownership, added, “This lease at West 8<sup>th</sup> by salesforce.com is just another example of how high-growth, world-class technology firms continue to focus on the emerging North CBD and South Lake Union markets for their office space needs, in a strategic effort to both recruit and retain from the rich pool of talent this area has to offer.”

“The greater Seattle area is an amazing place, with world-class people, culture and environment,” said Woodson Martin, senior vice president, Office of the CEO, salesforce.com. “Lots of technology companies in Seattle contain smart and successful people who are looking for new challenges. Being the leader in cloud computing, we want people to know it’s easy for them to join the best and be a part of our team.”

Salesforce.com joins the list of tenants who have signed leases in 2010 at West 8<sup>th</sup>, including Casey Family Programs, which leased 75,000 square feet, and Seattle Children’s Research Institute, which leased 50,000 square feet.

West 8<sup>th</sup> is located in Seattle’s emerging North CBD neighborhood. The 28-story building is situated a short walk from South Lake Union and Seattle’s Financial District, and is in the middle of Seattle’s

central shopping area, including Nordstrom, Macy's, Pacific Place and many other upscale retail offerings. West 8<sup>th</sup> provides tenants with convenient access to Interstate-5, Hwy. 99, the Monorail, Sound Transit Light Rail, Metro bus service, and the Seattle Streetcar. The building includes seven levels of parking — five below grade and two above — for tenants and their guests, as well as the general public.

West 8<sup>th</sup> amenities include an expansive outdoor deck; a 12,000-square-foot childcare facility operated by nationally renowned Bright Horizons; a fully equipped conference and training facility; an on-site fitness facility; and a ground-floor full-service restaurant, MistralKitchen, owned and operated by world-renowned executive chef William Belickis. The unique position of the West 8<sup>th</sup> building lends itself to unobstructed views at every office level.

Michael Dash and Matt Christian of Cushman & Wakefield Commerce Seattle and Dan Harvey of Cushman & Wakefield San Francisco represented salesforce.com on the West 8<sup>th</sup> lease deal. For West 8<sup>th</sup> leasing information, call Eric Leland or David Abbott of Pacific Real Estate Partners, Inc., at 206-971-7000.

**About Prudential Real Estate Investors:**

PREI® is a leader in the global real estate investment management business, offering a broad range of investment vehicles that invest in private and public market opportunities in the United States, Europe, Asia, and Latin America. Headquartered in Parsippany, N.J., PREI® has offices in Atlanta, Chicago, New York, San Francisco, Miami, London, Lisbon, Madrid, Munich, Paris, Luxembourg, Istanbul, Singapore, Mexico City, Rio de Janeiro, Hong Kong and Tokyo, as well as representatives in Milan and Zurich. As of June 30, 2010, the company managed about \$43.1 billion in gross real estate assets (\$23.4 billion net) on behalf of more than 490 clients worldwide and ranks among the largest real estate investment managers. For more information, please visit <http://www.prei.com>.

**About Touchstone**

Touchstone is a Seattle-based regional commercial real estate development company whose primary project types include commercial office, technology office and biotechnology R & D office buildings. Touchstone also develops build-to-suit office and retail projects, hotels, as well as mixed-used developments. For more information, call 206-727-2393 or visit [www.touchstonecorp.com](http://www.touchstonecorp.com).

**About Pacific Real Estate Partners**

Established in 1993, Pacific Real Estate Partners, Inc. is the Pacific Northwest's leading commercial real estate brokerage firm. Our experience and dedication to providing unmatched levels of service form the foundation upon which they have built many successful, enduring client relationships. Pacific Real Estate Partners, Inc. services the entire Northwest region with offices in Seattle, WA, Bellevue, WA, Olympia, WA and Portland, OR.

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