



Ron Ross, CCIM
Principal Broker

rross@compasscommercial.com

Direct: 541.322.1230

Cell: 541.480.8884

Office: 541.383.2444

www.bendcommercialrealestate.com

600 SW Columbia St., Ste. 6100

Bend, OR 97702



Licensed in the State of Oregon

Specialties

Investments, 1031 Exchanges,
Multifamily and Commercial Sales and Leasing

Summary

As a broker with Compass Commercial, Ron is a consistent Top Producer. His skill at marketing, transaction negotiation, and market expertise has enabled him to close hundreds of millions of dollars in real estate transactions ranging from less than \$100,000 to over \$10 million.

Background & Experience

Ron's nearly 40 years of experience in real estate began in Portland, Oregon in 1978 after attending law school at the University of Idaho. He has practiced real estate brokerage continuously since then, moving his practice to Bend in 1981. He joined Compass Commercial in 2008, where he has been one of the top producing brokers every year since.

Community Involvement

Ron was regional Vice President of CCIM Region 1 and a member of the Board of Directors for the CCIM Institute. In his personal time, he spent many years coaching youth basketball and baseball. He served on the City of Bend UGB Boundary Advisory Committee and currently sits on the Professional Standards Committee of the Board of Realtors.

Education

Bachelor's of Political Science and Economics,
South Dakota State University

Attended law school at the University of Idaho

Currently enrolled at Central Oregon Community College as Computer Information Systems Major

Accomplishments & Accolades

- Central Oregon Realtor of the Year – 2011
- Broker of Record for City of Bend since 2009

I am Ron Ross.

I have been in the commercial real estate business for a very long time, since 1978, full-time, all the time. I've learned a lot over the course of my nearly 40 year career, having personally conducted thousands of real estate transactions plus supervising many thousands of additional transactions in my capacity as a managing broker.

As a Certified Commercial Investment Member (CCIM), the highest level of educational attainment in the commercial real estate industry, I have had the opportunity to travel the country and throughout the world to learn about, and teach commercial real estate best practices and principles. Still, I'm always learning something new. Chances are, I discover something new relative to the industry every day.

I am a consistent Top Broker for Compass Commercial, one of the leading commercial firms in the state of Oregon. I know how to market property, I know how to get deals done, and I know how to listen. I have closed hundreds of millions of dollars in real estate transactions ranging from less than \$100,000 to well over \$10 million.

PERSONAL STORY

I was born and raised on a cattle ranch in Wyoming and graduated from South Dakota State University. In 1978, I left law school at the University of Idaho bound for Portland, Oregon, enticed by the more exciting pursuit of a career in commercial real estate. I managed, bought and brokered real estate from that point onward – learning all the way. I moved to Bend in 1981 and have never left.

I AM MOST GRATEFUL FOR

- My family
- My fellow brokers and staff teammates at Compass Commercial
- My coaching experience in Little League Baseball and Youth Basketball
- Being honored by my peers by being named Central Oregon Realtor of the Year in 2011
- Serving as CCIM Oregon Chapter President and CCIM Pacific Northwest Regional VP
- Many friends, customers, and clients that I respect

I AM VERY GOOD AT

- Marketing real estate
- Representing Buyers, Sellers, Landlords and Tenants
- Deal making and problem solving
- 1031 exchanges
- Multifamily, industrial, retail, office, land, and all types of investment real estate

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Through successes and struggles, my burning passion remains helping real estate owners, tenants, investors, brokers and lenders make the most of their real estate experiences. If you value that kind of experience and expertise, I invite you to contact me.

Like my wife says: "If you want a highly competent, no nonsense, real estate broker call Ron Ross. You'll be doing yourself a favor." – Mrs. Ross

Notable Transactions

Over my nearly 40 year career, there are hundreds of notable transactions. Those most relevant to potential customers and clients would be the most recent.

Here are some notable transactions of the last 2 years:

Represented the parties in the Grace Biolab corporate headquarters long-term lease transaction

Represented the City of Bend in the sale of multiple business sites at Juniper Ridge

Represented seller in the sale of 22 unit Class C apartment complex – **\$2,399,000**

Represented the buyer in purchase of Bellatrix Office Building that eventually became the corporate headquarters for Grace Biolab – **\$2,000,000**

Represented seller in the sale of former Mosaic Medical Building on Greenwood – **\$1,790,000**

Represented buyer in the purchase of hotel site on Bend's south end – **\$1,640,000**

Represented buyer in the purchase of a site for a dental clinic on Bends westside – **\$1,060,000**

Represented tenant in the lease of a dental clinic in Redmond

Represented the seller in the sale of the mixed-use Columbia Bank Building in Downtown Bend – **\$8,000,000**

Represented Humm Kombucha in the lease and buildout of 30,000+ SF manufacturing facility

Represented Webfoot Painting in the purchase of their new headquarter facility – **\$1,068,000**

Represented Blue Dog RV in the purchase of their Central Oregon RV sales and service center – **\$1,190,000**

Represented the City of Bend in the sale of a 3+ acre hotel site in downtown Bend – **\$2,113,158**

Represented the City of Bend in the purchase of 5 acres for their public works facility – **\$1,493,000**

Represented seller in the sale of the Cedarwood Apartments – **\$2,220,000**

Represented COCC Foundation in the sale of Shevlin Apartments – **\$1,600,000**

Sold many small multifamily plexes

Client Testimonials

"Ron and Terry were terrific. Received our questions and concerns graciously and attended to them efficiently and expertly. We sold both our properties very quickly. Their negotiations with the buyers proved to satisfy our concerns and get us our best price. I highly recommend their expertise! They are also gracious and interesting men!"

– Eileen Heaton

"I can't say enough about the talent, communication and passion Terry O'Neil and Ron Ross had in assisting me with every move and demand on this sale. I will genuinely remember this great experience and not soon forget the outstanding service and dynamics Compass Commercial provided."

– John Rice, owner Rice Properties

"I worked with Ron Ross and Terry O'Neil of Compass Commercial in the sale of my family's industrial building in Bend, and can heartily recommend them both. It's not easy selling a rather unique building when you live three hours away and are unfamiliar with the local market, so I relied upon their expertise in several areas. They showed a rare combination of absolute professionalism without any of the high-pressure tactics I have come to expect. We had several low offers early on, but Ron and Terry remained steadfast that a reasonable offer would come in if we were patient and stayed the course. Once we had that reasonable offer, they worked hard to make sure both parties were fully informed and on board. The sale closed on time, and without last minute surprises, and for this I give the credit to them. Ron Ross and Terry O'Neil are professional, knowledgeable, and are a real pleasure to work with. I couldn't ask for anything more."

– John Chapman

"Ron and Terry were really knowledgeable, trustworthy and great to work with. I really liked getting both of their opinions in our meetings. They provided more insight than just one person. Working with Compass Commercial on our recent building purchase was a 'seriously great' experience!"

– Travis Ulrich, Webfoot Painting

"As part of the team that is responsible for selling bank-owned real estate, it is important we work with the best professionals in the market place. We are charged with selling the bank's properties quickly and obtaining the highest price possible. This is where an experienced, dedicated and tenacious realtor is essential. I have had the pleasure of working with Ron Ross for the past nine months. Ron has listed and sold numerous pieces of property for the bank. Ron's ability to take a complex deal and keep working it until it is fully completed and sold is unparalleled. Ron has been a real asset to our group."

– Gregg F. Weakley, VP/OREO Officer, Columbia State Bank

Client Testimonials

"For the past five years Compass Commercial Real Estate has been a preferred choice for marketing Columbia Bank's central Oregon OREO portfolio. Whether formal listing services, strategic analysis or advisory services, Compass has served as a reliable partner in negotiating and closing our transactions at optimal value. A good brokerage firm meets the client's needs; the exceptional brokerage firm anticipates them. Compass is the exception."

– Columbia State Bank

"We are residential and commercial builders and developers. We have worked with Ron Ross on our commercial properties. The most recent was a lease transaction. In a very tough leasing environment Ron found a tenant for our entire 6,000-square-foot-plus downtown Bend office building and negotiated a five-year lease deal. The negotiations proved to be tough and sticky, but Ron's perseverance, patience and determination made the deal happen. We are grateful to Ron for all of his wise counsel and assistance on our commercial transactions and would whole heartedly recommend him to others."

–Mark Wilhite, President, Copperline Development Incorporated

"Of all the decisions I made regarding my recent real estate purchase, the best one I made was choosing Ron Ross as our broker. His knowledge, experience, and understanding of the marketplace are perfectly matched with his sincere and relaxed manner. From my first property tours to the online searches to the numerous walk throughs, and during all the financial negotiations, Ron masterfully provided the support needed while allowing me the space to make this decision. Ron has earned my unqualified recommendation. If any prospective clients have questions about working with Ron, they are welcome to contact me."

–Eric Plantenberg, Humm Kombucha

"As an experienced real estate attorney, I've dealt with countless commercial real estate brokers over the years, but never one better than Ron Ross. I have the utmost respect for Ron's abilities and integrity. For several months earlier this year, I worked closely with Ron to find a suitable commercial investment property in Oregon. Ron found a great prospect and was instrumental in all phases of the transaction, including negotiations with the seller's agent, preparation of sale documents, due diligence review and analysis, and financing strategies. Ron was extremely diligent in responding to the numerous issues and complexities that arose, and showed great ingenuity in problem-solving. Ultimately, we were not successful in putting a deal together, as the seller became intransigent. However, no broker could have done more than Ron. I intend to work with Ron in any and all future transactions, and will gladly refer my clients to him as well."

–Steve Bennett, Powers, McCulloch & Bennett