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|  | Terry Wise*Real Estate Designated Broker***Salesperson** *since* 1985**Broker** *since* 1997**Corporation** *since* 2008 |

Terry started his real estate career in 1985 and has since closed over 3,500 Real Estate transactions. His practice is personal in its approach and unique in its diversity. Terry brings experience in construction, contract law, and expert negotiations to every transaction, and specializes in land use development and consulting. He currently has over 750 lots under contract between ten projects in Pierce County, and regularly advises small and large developers alike.

Terry has over 36 years of extensive experience in real estate Brokerage and related services, including land use law, codes, Permit applications, land development, and building and construction practices. We can provide expertise in research, evaluating existing land use codes and applications, and how they may relate to the owner’s property. Terry has extensive experience in evaluating complicated Real Estate values of Residential, Commercial, and Development Property both land and improvements. Terry works as an expert witness providing valuations and assisting in negotiations with local law firms in Eminent Domain/Condemnation cases. Provides Land Use Consulting Services.

Terry can provide referrals from our extensive database for our affiliates, including but not limited to real estate and land use lawyers, accountants, engineers, biologists, architects, designers, bankers, contractors, etc. Terry will work with and coordinate affiliates activities to achieve the owner’s objectives.

Terry is a member of the Commercial Brokers Association, Master Builders Association, and served with the Pierce County Land Use Advisory Commission, LSC & BPA In his spare time, he enjoys woodworking, bow hunting, riding his horse, and especially spending time with his children and grandchildren!

**TERRY WISE AND ASSOCIATES, INC**., Tacoma WA

*Founder, Owner/Designated/Training/Land Use Terry, Broker* 2008-Present Oversee independent brokerage and represent real estate clients with utmost integrity, while training agents and staff to do the same.



**RAINIER REAL ESTATE**, Puyallup WA

*Associate/Training Broker* - 2007-2008

Top producing broker with extensive work in land use issues, negotiation, & contracts.

**MERIDIAN REAL ESTATE**, Puyallup WA

*Associate and Designated/Training Broker* - 2006-2007

Top producing agent that included property evaluation and land use consulting.

**LABRASH REALTORS**, Puyallup WA

*Associate/Training Broker* - 2005-2006

Top producing agent who trained agents and supervised staff.

**HOME TEAM NORTHWEST**, Puyallup WA

*Co-owner/Co-Founder and Associate/Training Broker* - 2003-2005 Top producing broker who dealt with numerous difficult transactions.

**GATEWAY REAL ESTATE**, Puyallup, WA

*Associate Broker* - 1997-2003

Top producing broker and trainer, ranking number one in sales for six straight years.

**CRESCENT REALTY, INC.,** Puyallup, WA

*Sales Associate* - 1985-1997

Top producing broker all twelve years. Specialized in marketing unique properties.

***ASSOCIATIONS***

# MID COUNTY & FREDERICKSON LAND USE ADVISORY COMMISSION (LUAC)

*“Land Use” Chairman* Mid County – 2007-2011

“*Land Use” Chairman* Mid County – 2019 - Present

“*Land Use” Commissioner* Mid County - 2007-2011 *Commissioner* Fredrickson - 2006-2007

Review land use applications, including subdivisions, variances, permits, and zoning. Provide recommendations to Pierce County Hearing Examiner, Staff and PC council.

# Association of Realtors

*Professional Standards Committee* - 1990-1995

*Grievance Committee* - 1987-1990

Review ethics complaints against real estate agents and consider appropriate action. Where necessary, hearings are held.

***NUMEROUS REFERENCES AVAILABLE UPON REQUEST***