



The Bottom Line on Joe Coakley

"Joe Coakley has been an instrumental figure in assisting Bennett Homes achieve its business goals. He has challenged us to become a better organization today and is highly respected by my team. Joe is a unique and rare talent that you do not find often in this business. We will continue to work with Joe in his new venture as one of our preferred Realtors". **Todd Bennett, CEO, Bennett Homes, Bellevue, WA.**

"DR Horton has completed over 11 successful land transactions with Joe Coakley as our primary contact with Port Blakely Communities for the past 7 ½ years. Joe is an advocate of working collaboratively with his customers and is always looking out for the interests of both parties. I can highly endorse Joe Coakley as a person with the highest ethical standards and professional competency. We have enjoyed our successful relationship with Joe Coakley and will continue to value our association with him." **J. Matt Farris, Division President, DR Horton, Seattle, WA.**

"Joe is highly adept at building a strong network of partners to successfully implement complex strategies. His excellent communication skills allow him to collaborate with a diverse group of stakeholders to insure project deliverables are met. Joe has tremendous integrity and is an asset to any organization interested in partnering with someone with a strong work ethic, industry expertise and a great attitude." **Malcolm McCulloch , Sustainable Practices Manager , Bennett Homes**

"I have found Joe to be very personable and extremely professional. His knowledge about land and construction is impressive. I wouldn't hesitate to work with Joe on any real estate transaction." **Stacia Smith , Realtor , Coldwell Banker Bain Associates**

"I have had the pleasure of working with Joe Coakley for 10 years. As Vice President of Steve Burnstead Construction I managed the day-to-day home building operations in multiple divisions of the Woodside development and multiple divisions in Issaquah Highlands, projects that Joe was very involved in. With Joe's diverse and extensive background you don't run into many issues that Joe has not seen before. I have always found Joe to be a very professional and accomplished individual and respect his judgment and opinions. Joe has always been willing to work to find a program or solution that worked for all involved which I appreciate very much. I look forward to an ongoing relationship with Joe and Coakley Development". **Brock Smith, Vice President of Steve Burnstead Construction/Brock Smith Custom Homes, LLC**

"I am pleased to have worked with Joe. Joe is a real "heads up" person with the ability to balance many projects at once -- pursuing land sales leads and shepherding signed deals to a closing; negotiating between custom lot owners and their builders to preserve the value of the sale; and promoting the Green Building movement to the Northwest builder community for which he was publicly recognized with a prestigious award." **Robert Strah , RE Finance Analyst , Port Blakely Communities**

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*"We are lucky to have someone with Joe's passion, drive and vision with the Built Green program. He was a key figure in advancing the Built Green program in the Puget Sound region and in 2005 was the originator of the the **"Built Green Idea Home"** at Issaquah Highlands. It was the first true demonstration home in this area and served as a catalyst for consumer and builder awareness of the Built Green program. Through his efforts and leadership on the **Built Green Executive Committee** over 10,000 homes have been certified to date (March, 2007) and over 450 members from both the public and private sectors have created a true partnership committed to sustainably built homes and communities. Joe's contribution to sustainable housing and environmentally responsible land development will have a positive impact on our region for generations. In 2006 Joe was a recipient of the inaugural **"Built Green Pioneer"** award for leadership and vision in sustainable building and Built Green program growth".* **Sam Anderson, Executive Director, Master Builders of King and Snohomish County**

"It's fun working with someone who in return works hard for you.....Joe's honesty and work ethics are a tribute to his success.....I've worked with Joe over the past three years and found him extremely knowledgeable and helpful in our land purchases in Issaquah Highlands " **Don Bender, President, Bender-Chaffey Corporation, Kirkland, WA.**

"Joe is a true professional with a reputation for getting the job done. Joe played a key role in the success at Issaquah Highlands, the most successful Master Planned Community in the history of the Northwest. Joe is also a recognized leader in promoting Green development and building practices. His work on the Built Green Idea Home is still used an example throughout the country for how to demonstrate the value of Built Green". **Bruce Woodstrom, Principal, Fusion Partners**

*"Joe has extensive experience, knowledge and success in planning, developing and marketing real estate development projects. As Vice President of Port Blakely Communities, I worked with Joe for six years on some of the premier communities in the Puget Sound. He is hard working, conscientious, reliable and energetic. We worked closely for several years on the development of Woodside, a 500 home community in King County, which the King County Master Builders selected as the new **"Community of the Year"** in 2002. Joe was involved with all aspects of the project and had primary responsibility for managing the land development and successful marketing and sale of 500 lots to home builders. Joe is well known and respected in our industry. I have very much enjoyed my association with Joe".* **John L. Adams, NW Regional Director of Acquisitions and Community Development, Shea Homes.**

"Joe was with Port Blakely Communities at the time, managing development and sale of a land parcel to our Client, The Dwelling Company. Joe is an enthusiastic, tireless advocate for good design and did an excellent job facilitating the final plat process for the land owner. Joe is a knowledgeable developer who brings his depth of experience to make the deal work for all parties. I highly recommend him and look forward to working with him again in the future!" **Kristen Scott , Senior Principal , Weber + Thompson**

"I have had the pleasure of working with Joe this year as a fellow Board Member for the Kirkland Chamber of Commerce. Joe is a great resource for the Chamber and is insightful and a team player. I appreciate his role at VP of Public Policy. He does a great job explaining what's going on and how it affects Chamber Members, especially for those of us who can easily zone out during the Public Policy discussions." **Elizabeth Case , New Business Development , Puget Sound Business Journal**

“I have known Joe for the last 6 years having met him when I first was with Countrywide. Joe is not only respected in our industry as a knowledgeable professional, but is appreciated for his thorough and direct approach to all partners.” **Dan Rivisto , Vice President/Area Manager , JPMorgan Chase**

“Joe is solutions oriented, detailed, and not afraid to test creative ideas to accomplish the task at hand. His demeanor doesn't allow him to back down from a challenge. His personable approach helps ease the way to sensible solutions.” **Ryan Kohlmann , Senior Planner , City of Issaquah**