



# SPENCER MARONA

## MANAGING PARTNER

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### EDUCATION

- University of Washington, *Bachelor of Arts, Humanities*

### CERTIFICATIONS

- Licensed Real Estate Broker in the State of Washington
- Negotiation Professional Certificate, *American Negotiation Institute*
- Strategic Principles: Sun Tzu's Art of War for Business, *Science of Strategy Institute*
- Neuro-Axiological Cognitive Remodeling Practitioner (NCRT), *Axiogens, LLC*
- Psychology of Sales Diploma, *Shaw Academy*
- NLP Practitioner, *Auspicious Limited*
- Behavioral Observer (NC-1) Neuro-Cognitive Intelligence Level 1, *NCI University*

Spencer Marona is the Managing Partner for Mohr Partners, Inc. in Seattle, bringing nearly 25 years of sales experience and more than \$1 billion in closed transactions. As the market leader, he is responsible for expanding the firm's presence across the Pacific Northwest.

Before joining Mohr Partners, Spencer was a broker with Flinn Ferguson Corporate Real Estate, before its affiliation with Cresa. He was also a Team Leader at Amazon, and he served as a Sales Manager in the offices of Seattle, Sacramento, Reno, and Las Vegas for Marcus & Millichap Investment Real Estate Services.

Additionally, he was the Managing Director of HFO Investment Real Estate, a multifamily brokerage firm. As Managing Director, he developed and executed the firm's short- and long-term objectives. HFO's headcount grew by more than 100 percent, revenue increased by 320 percent and net profits rose by 308 percent in less than two years under his leadership.

Spencer is known for building long-standing client relationships and delivering measurable value through a strong work ethic, strategic execution, innovative thinking, and quick wit.

A graduate of the University of Washington, Spencer played football for the Huskies, serving as a student coach during his senior year, and participated in five bowl games, including the 2001 Rose Bowl Championship. He is the proud father of four children, two of whom attend Notre Dame and two who are completing high school

### PARTIAL CLIENT LIST

- Radiant Global Logistics
- Adecco and Ajilon
- Matthews Real Estate Investment Services
- Funko
- Ste. Michelle Winery
- Westwood Mortgage
- The Green Room
- Top Pot Doughnuts
- Chan Family Properties
- Aflac
- Cloud9 Heat and Air
- Paizo Publishing
- Pacific Vascular
- AAOA Healthcare
- Kumon
- Pickleball Kingdom
- HFO Investment Real Estate