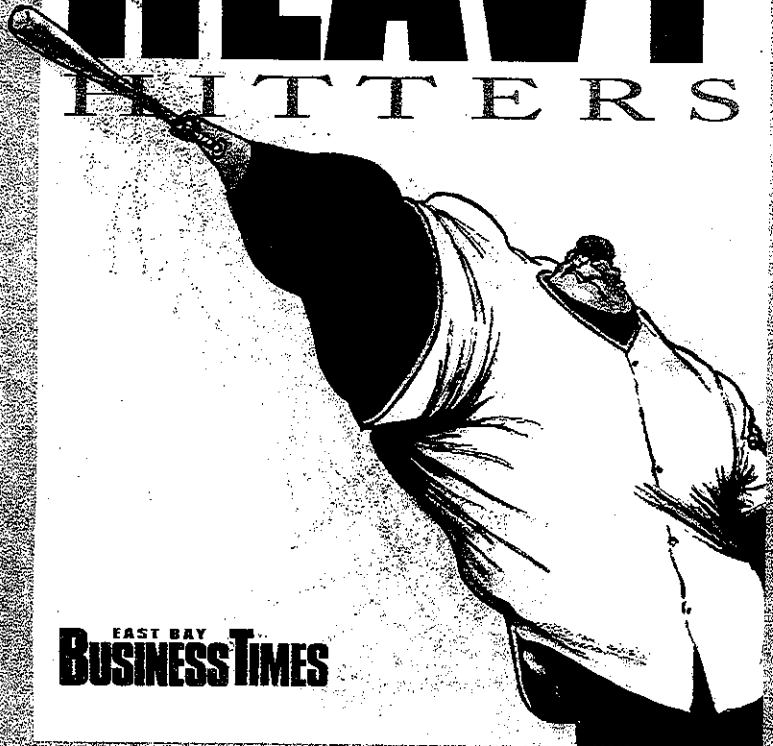


HEAVY HITTERS



EAST BAY
BUSINESS TIMES

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Top three deals of 2006

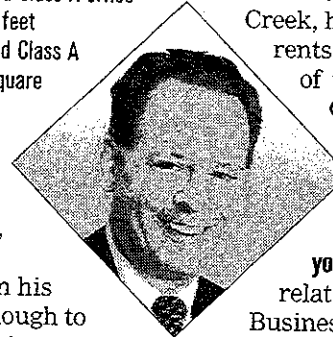
6101 Stoneridge Drive, sold Class A headquarters to Thoratec Laboratories - 67,000 square feet
1850 Gateway Blvd. Concord, leased Class A office space to PG&E - 165,000 square feet
6101 Shellmound, Emeryville, leased Class A office space to Environ - 25,000 square feet

How did you get into the business? My father, a junior high school teacher, sold residential real estate on the weekends, and when his weekend earnings were enough to make a living he quit teaching and went into real estate full time. I saw how much job flexibility he had. So one week after receiving my M.B.A. I interviewed with Coldwell Banker, and Grubb & Ellis, and Grubb hired me on the spot.

What was your biggest deal? In my sixth year in the business I had a phone call out of the blue from a right-of-way specialist for the phone company. I thought he might need a small 2,000-square-foot sales office, but instead I ended up exclusively representing AT&T on more than 700,000 square feet of office leases in Pleasanton in 1982. We also worked on a 1.1-million-square-foot regional

headquarters and at one point I had to charter a helicopter to take all the real estate folks over these 50- and 80-acre sites around the Tri-Valley area.

What is the most complicated East Bay submarket and why? The Walnut Creek Shadelands office market. It is only three miles from downtown Walnut Creek, has free parking and office rents that are almost 50 percent of those in downtown Walnut Creek, and yet most office tenants do not want to relocate there.



What accomplishment are you most proud of? My relationship with my family. Businesswise I began writing OfficeTimes 26 years ago, have never been late on an issue, and it is now the longest-running private newsletter of its kind.

What do you like to do when you are not working? Coach sports, ski with my son and go on adventures with my wife such as horseback riding through Italy. I've been in a Dixieland band for many years.

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