

Grubb & Ellis|BRE Commercial's Financial Advisory Services Group expands

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Grubb & Ellis|BRE Commercial, one of the leading providers of integrated real estate services, today announced the addition of Jay Boyle and Brent Rivard to its Financial Advisory Services Group. Boyle and Rivard join Bill Ballard and Scot Eisendrath on the Financial Advisory Services team. According to John Frager, president and CEO of Grubb & Ellis|BRE Commercial, the Financial Advisory Services Group aims to enable its clients to expeditiously make fully informed and intelligent real estate decisions in the midst of today's complex and dynamic real estate environment.



Jay Boyle

"This group truly represents the best financial analysis support team in the real estate industry," Frager said. "This expansion to the team further strengthens its offerings and ability to serve our clients with the most informed and trustworthy advice available, a crucial need in today's market, especially with the new challenges facing landlords across the county." Professionals within the Financial Advisory Services Group have been very active in advising institutional parties on property acquisitions and dispositions as evidenced by their participation in the sale of more than \$7 billion in real estate assets over the past five years. The team provides advisory services to real estate investors,

developers, landlords, users and lenders, and covers every major product segment including industrial, office, retail, multi-family, hospitality and land.

Rivard is Grubb & Ellis|BRE Commercial's chief financial officer and chief operating officer and will serve as a key supporting member of the Financial Advisory Services team, working close with clients' financial executives to structure real estate requirements with a focus on minimizing after-tax occupancy costs, increasing earnings, strengthening financial statements, enhancing key financial ratios and increasing the value of an organization.

Boyle will provide a broad range of financial and analytical advisory services, as well as capital markets services, to real estate investors/developers, owners, users and lenders. His past experience includes serving as capital markets and investment sales specialist in Grubb & Ellis|BRE Commercial's Investment Division on the Reeder/Driscoll team, a role in which he will continue. Boyle's specialties include



Brent Rivard



financial underwriting and cash flow analysis of dispositions and acquisitions of institutional investments, as well as strategic representation of corporate tenants, including **Sony** and **ViaSat Inc.**

Submitted by Grubb & Ellis|BRE Commercial