



## Grubb & Ellis/BRE in San Diego Recognizes Top Pros for 2008

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Chris Hobson, Dave Odmark, Barry Hendler, Rick Reeder, Mike Erwin, Andy LaDow, Frank Wright, Tim Winslow, Glenn Arnold, SIOR, Richard Gonor and Tony Russell, SIOR were named as top producers for 2008 at Grubb & Ellis/BRE Commercial in San Diego. Ranked by total transaction volume in 2008, these brokers achieved more than \$2 bil in transactions last year.

Grubb & Ellis|BRE Commercial's Rookies of the Year were also announced, with Brant Aberg and Andrew Peterson sharing the title for 2008. Aberg specializes in the sales and leasing of industrial properties and in 2008 he closed a total of 76 transactions for a total consideration of \$71 mil. Peterson specializes in the sales and leasing of retail properties throughout San Diego County and in 2008 he closed a total of 62 transactions for a total consideration of \$93 mil.

Hobson joined Grubb & Ellis|BRE Commercial in 1982. He made headlines twice in 2008 when he negotiated and closed the largest transaction in company history, a 300k sf lease of office space by Bridgepoint Education with a total consideration of \$132 mil, followed by a second Bridgepoint transaction of 248k sf with a total consideration of \$103 mil. Throughout his career, Hobson has completed more than \$973 mil in total sales and lease transactions and he has leased and sold in excess of 5.8 msf of office space. In 2008, Hobson completed 61 transactions, with a combined value of \$468 mil.

With more than 20 years of brokerage experience, Odmark joined Grubb & Ellis|BRE Commercial in 1993. He specializes in the leasing, investment and land sales of Class A office and biomedical space in the UTC-Golden Triangle, Torrey Pines and Del Mar Heights sub markets of San Diego. In 2008, Odmark completed 41 transactions, with a combined value of \$156 mil.

Hendler joined Grubb & Ellis|BRE Commercial in 1992 and has more than 17 years of brokerage experience. He specializes in North San Diego County industrial space representing buyers, sellers, landlords, tenants, developers and investors. In 2008, Hendler completed 138 transactions, with a combined value of \$142 mil.

With more than 2-1/2 decades of brokerage experience, Reeder joined Grubb & Ellis|BRE Commercial in 1982. He specializes in institutional investments and strategic representation of corporate clients. In 2008, Reeder completed 65 transactions, with a combined value of \$304 mil.

Erwin joined Grubb & Ellis|BRE Commercial in 1999 with more than 10 years of brokerage experience. Prior to his brokerage career, Erwin was a bank regulator for the U.S. Treasury Department for six years. He specializes in North County San Diego industrial/R&D properties and investments, representing buyers, sellers, landlords, tenants, developers and investors. In 2008, Erwin completed approximately 118 transactions, with a combined value of approximately \$109 mil.

The LaDow/Wright team, with more 50 years of combined experience in commercial real estate brokerage, have leveraged their skills and developed a business model that has proven very successful. They specialize in the representation of both owners and tenants of institutional quality, office real estate throughout San Diego County. They have extensive experience representing their many clients in complex, high value corporate office lease, purchase and build-to-suit transactions. In 2008, LaDow and Wright completed 64 transactions totaling \$200 mil.

Winslow has nearly 25 years of commercial real estate brokerage experience and joined Grubb & Ellis|BRE Commercial in 1986. He specializes in value-added opportunities, including commercial land sales in Southern California as well as high-density and single-family land transactions. In 2008, Winslow completed 15 transactions totaling \$105 mil.

Arnold has specialized in industrial and office sales and leasing in the central San Diego sub-markets since 1987. In the past 20 years he has completed more than 150 building sale transactions and 715 lease transactions. In 2007, Arnold was named the No. 1 Affiliate Industrial Producer among national Grubb & Ellis affiliate offices. In 2008, Arnold completed 55 transactions totaling \$91 mil.



The Gonor/Russell team, with more than 25 years combined experience, specializes in the leasing and sales of office properties throughout San Diego County. Gonor and Russell represent property owners and corporate tenants in all phases of negotiation and real estate brokerage, including pre-leasing new construction/ground-up development, build-to-suits, repositioning assets, investment and owner-user sales. They have closed more than \$650 mil in total transaction volume and more than 5 msf, and in 2008 the Gonor/Russell team completed 117 transactions totaling \$154 mil.