



NORTHERN CALIFORNIA
CHAPTER



NORTHERN CALIFORNIA NEWS TO USE

MID-YEAR 2017

WHAT'S UP IN THE CHAPTER

Fellow SIORs and Industry Friends,

The year started off with a bang, with the kick-off event at the Capital Club in San Jose. The program led by moderator Luis Belmonte was entertaining, as always. The panel consisted of George Condon of Dermody Properties, Don Little of Trammell Crow, Brandon Wang of Kilroy Realty and Mark Regoli of South Bay Development Company. That's an impressive group of speakers and they gave us a great road map for the year.

Read on to hear more about the other events in the spring, in case you were not able to join us. We encourage everyone to attend our events to learn something new, meet others in the industry and of course, have a lot of fun. None of this is possible without our valuable sponsors and we appreciate the support from each and every one of them.

SIOR brokers are truly the most dedicated, hardest working and brightest in the industry. It is a designation that few attain and those who do ought to be proud to be in such an elite group.

We hope to see you at one of our upcoming events in the fall. Until then, enjoy a fun summer!

Todd Severson, SIOR
Chapter President

CHAPTER LEADERSHIP

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Mark Triska, SIOR

Chapter Director
Lisa Brown

CHAPTER'S ANNUAL GOLF TOURNAMENT HELD AT WENTE

This year's annual golf tournament was held at the Course at Wente Vineyards on May 17. The event provided chapter members, corporate sponsors and industry friends with access to the best in real estate networking, followed by a buffet dinner and awards presentation led by the SIOR board of directors. Thanks to all of our great sponsors, including Dermody Properties, our gold sponsor.



CHAPTER HOSTS ANNUAL WINE DINNER AT MONDAVI VINEYARDS

On Thursday, March 30, 100 members participated in the annual wine dinner, including a networking reception along with a very informative pairing dinner (three courses plus dessert). The spring sunset in the gorgeous wine country setting was an unbeatable combination! Thanks to our valued sponsor, Lowenberg Corporation!



UPCOMING EVENTS

9.21 | Tahoe Dinner

6:00 p.m. to 9:00 p.m., Edgewood Tahoe
100 Lake Parkway, Stateline, NV

10.26-28 | SIOR Fall World Conference

Palmer House Hilton
17 E. Monroe Street, Chicago

REGISTER SOON AT SIORNORCA.COM



SIOR SPRING CONFERENCE WAS A BLAST

We had an amazing time at the SIOR Spring Conference in New Orleans. Our own Ken Reiff played tour guide as we bar hopped our way through the French Quarter and learned about NOLA history during our time there. The conference provided a lot of good insight and networking opportunities as well. If you have not been to an SIOR conference recently, these events are well worth attending.



PLEASE WELCOME OUR NEW MEMBERS

Kevin Moul, Colliers International

Andrew Murray, Seacoast Commerce Bank

Tommy Ponder, Colliers International

Gary Marsh, Pipkin Marsh Advisors LLC

Be sure to introduce yourselves and get to know these great new members at an upcoming meeting.

UPCOMING EVENTS

November TBD | Sharks Game

6:00 p.m. to 9:00 p.m., Shark Tank/SAP
525 West Santa Clara St. San Jose, CA

REGISTRATION UPCOMING: SIORNORCA.COM

12.1 | Holiday Awards Luncheon

11:30 a.m. to 1:30 p.m., St. Francis Yacht Club
99 Yacht Road, San Francisco, CA

REGISTRATION UPCOMING: SIORNORCA.COM

FIRST QUARTER 2017 TRANSACTIONS

\$26 MILLION INDUSTRIAL LEASE

Greig Lagomarsino, SIOR 664,000 square feet
Colliers International Tracy, CA
Mike Goldstein, SIOR Lessor: Prologis
Colliers International Lessee: Zinus Inc.
Greg O'Leary, SIOR
Colliers International

\$6 MILLION INDUSTRIAL LEASE

Ken Reiff, SIOR 139,100 square feet
Cushman & Wakefield McClellan, CA
Lessor: McClellan Park
Lessee: CSUN California LLC

\$5.58 MILLION INDUSTRIAL LEASE

Greig Lagomarsino, SIOR 144,858 square feet
Colliers International Tracy, CA
Mike Goldstein, SIOR Lessor: Prologis
Colliers International Lessee: Bunzi
Greg O'Leary, SIOR
Colliers International

\$8.8 MILLION LAND SALE

Michael Donnelly, SIOR 13.49 acres
Colliers International Livermore, CA
Seller: Chamberlin Associates
Buyer: Exeter Livermore Land

\$7.84 MILLION INDUSTRIAL SALE

Michael Donnelly, SIOR 62,714 square feet
Colliers International Livermore, CA
Seller: MAIA Holdings
Buyer: Andres Family

\$8.63 MILLION INDUSTRIAL LEASE/SMALL MARKET

Dave Simonsen, SIOR 180,792 square feet
Kidder Mathews Reno, NV
Michael Hoeck, SIOR Lessor: Panattoni
Kidder Mathews Lessee: Zazzle
Mike Nevis, SIOR
Kidder Mathews

\$30 MILLION LAND SALE SMALL MARKET

Frank Pipgras, SIOR 568 acres
Frank Pipgras Real Estate Healdsburg, CA
Seller: Salvation Army
Buyer: Lytton Rancheria

\$28 MILLION OFFICE SALE

Bill Hillis, SIOR 143,520 square feet
Colliers International Richmond, CA
Seller: Pacific Infinity Co.
Buyer: Rivertown Enterprises LLC

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SPECIAL THANKS TO THESE VALUED 2017 CHAPTER SPONSORS

