

Kevin Michael Turner
*Executive Managing
Director, GLS, GLP*



*Global Logistics Specialist
North America Practice
Group Leader for Ports &
Intermodal*

SERVICE LINES

Feasibility Studies
Integrated Logistics
Transportation /
Supply Chain Analysis
Tenant Representation
Site Selection
Expense Audits
Lease Administration
Build-to-Suit Analysis
Land Sales
Development Services
Multi-Market Representation
Lease Negotiation
Sale Negotiation
Agency Project
Leasing & Project Sales
Labor Analytics
Credit and Incentives

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Profile

Kevin Turner is recognized nationally as one of the top producing commercial brokers in the country. Mr. Turner recently completed extensive studies in Global Logistics and Supply Chain Management through CSULB's Center for International Trade and Transportation. After 550 hours of studies, Mr. Turner now has the professional designation of "Global Logistics Specialist." Mr. Turner is now fluent in all phases of strategic logistics planning, transportation analysis, time in transit studies, near shoring analytics, third party solutions, compliance measures, work force solutions, trade agreements, inventory optimization, customs, ocean, air and intermodal analysis, freight forwarding and NVOCC selection, legal issues, goods movement policies, and greening the supply chain. Mr. Turner is now on the academic staff at CSULB as an instructor in the GLS-CITT program.

As an Executive Managing Director with Cushman & Wakefield, Kevin Turner specializes in the sale, lease, and tenant representation of office, industrial and R&D properties. Kevin Turner is highly experienced and qualified in the creation and execution of marketing campaigns, financial and market analysis, site selection, lease evaluation, multi-tenant evaluations, facility counseling, land development transactions and sale and lease negotiations. Mr. Turner published "Effective Strategies for Site Selection". The document was endorsed at World Workplace and Facility Forum by IFMA. (International Facility Managers Associates).

Career Summary

Kevin is credited with being the largest Industrial square footage producer in the Country. Kevin has leased or sold more than 21,000,000 square feet of property nationally in Arizona, California, Colorado, Connecticut, Florida, Georgia, Illinois, Indiana, Maryland, Massachusetts, Minnesota, Nebraska, New Jersey, North Carolina, Ohio, Pennsylvania, South Carolina, Texas, Virginia, and Washington as well as internationally in Calgary and Toronto, Canada, Monterrey, Mexico, and Shanghai, China. In addition, his team has become the Number 1 Producing Land Sales Team with over 260 acres sold and Number 1 Producer in "For Sale New Building Developments in Orange County, CA".

Kevin has been the exclusive landlord marketer for The Irvine Company – Irvine Spectrum Land Sales. Other notable Agency clients: Walton Capital (WCV), Blackstone, Optimus, Rockefeller Group, The Koll Company, Kilroy Realty, Equitable Investment Property Trust, RREEF, Crown Associates Realty, Werdin Development, Sanderson J. Ray, JMB Heitman, PM Realty Advisors, Ge Capital, Ta Realty, Centra Realty, Layton-Belling & Associates, United Bank of Switzerland, Haseko (California) Inc., Altair Investments, Canon USA Properties and Schiffman Enterprises. Kevin's team was appointed by The Irvine Company as their exclusive broker to market their commercial land portfolio in the Irvine Spectrum.

Notable Tenant Transactions Totals Include:

Behr Process Corporation (aggr)	5,360,000 sq. ft.	Ryder Logistics	222,000 sq. ft.
Ferguson Enterprises	1,100,000 sq. ft.	Mice Display Works	205,000 sq. ft.
Xpologistics	912,000 sq.ft.	Ricoh Corporation	150,000 sq. ft.
Liberty Hardware	460,000 sq. ft.	G.T. Bicycles	149,000 sq. ft.
States Logistics	417,000 sq. ft.	Kugel Trust	130,000 sq. ft.
Alpha Properties	406,650 sq. ft.	Whittier Law School	130,000 sq. ft.
Orange County Container	400,000 sq. ft.	Alcoa	85,000 sq. ft.
Rockefeller Group	365,000 sq. ft.	Perkin Elmer	85,000 sq. ft.
Terra Universal	300,000 sq. ft.	Frieda's, Inc.	82,000 sq. ft.
Tyco International	270,000 sq. ft.	Milgard Windows	80,000 sq. ft.
		Cleveland Golf	76,077 sq. ft.

Brokerage

Cushman & Wakefield #6, Top 11 SoCal 2023
Cushman & Wakefield #6, Top 10 SoCal 2022
Cushman & Wakefield #9, Top 10 SoCal 2021
Cushman & Wakefield #6 Top 10 SoCal 2020, Top 100 Company-wide
Cushman & Wakefield Top 10 SoCal 2019
Cushman & Wakefield #9, Top 10 SoCal 2018
Cushman & Wakefield #3, Top 10 Nation 2017
Cushman & Wakefield, Top 10 SoCal 2016
Voit Real Estate Services, Irvine #4 Producer 2014 - #13 Company-wide
Voit Real Estate Services, Irvine #5 Producer 2013 - #13 Company-wide
Voit Real Estate Services, Irvine #1 Producer 2012 - #1 Company-wide
Voit Real Estate Services, Irvine #7 Producer 2011 - Top 10 Company-wide
Voit Real Estate Services, Irvine #5 Producer 2010 - Top 10 Company-wide
Voit Real Estate Services, Irvine #2 Producer 2009 - #5 Company-wide
Voit Real Estate Services, Irvine #2 Producer 2008 - #3 Company-wide
Real Estate Forum Superstar Broker 2007
Colliers Seeley, Irvine #2 Producer 2007- Top 10 company
Colliers Seeley, Irvine #2 Producer 2006- Top 10 company
Colliers Seeley, Irvine #1 Producer 2005
Named CoStar Power Broker of the Year 2005
Colliers Seeley – President's Club 2005
Colliers Seeley, Irvine #2 Producer 2004
Colliers Seeley – Top 10 Company Wide 2004 – Presidents Club
Colliers Seeley Irvine # 1 Producer – 2003 – Presidents Club
Colliers Seeley – Top 10 Presidents Club 2002
Colliers Seeley – Top 10 Circle of Excellence 2001
Colliers Seeley – Presidents Club – 2000
Colliers Seeley Number 2 Broker Orange County – 2000
Top 10 Company Wide out of 145 Brokers - 2000
Colliers Seeley Number 1 1-4 Q - 2000
Grubb & Ellis Top Salesperson - February 1998
Grubb & Ellis Top Ten Mid-Year - 1998
Largest Transaction, City of Industry - 1997
Irvine Company Broker of the Year - 1991
WCRC Largest Industrial Transaction - 1990

Land Sales

Negotiated, on behalf of The Irvine Company, 53 developer and user lot sales totaling 161 acres with a combined value in excess of \$160,000,000 – largest land sale program in Orange County. Result: 1,689,000 square feet of additional square footage. 41.72 acres, Perris, CA, represented seller Optimus, sold to Western Realco \$18,000,000 and 68.48 acres represented Optimus selling to Rockefeller for an aggregate total of \$28,750,280; \$46,850,280 resulting in 2,350,000 SF of modern logistics warehouse development.

Added value of \$25 Million in land sale revenue by identifying a need, initiating a zone change process and using a managed bid process to sell 16 acres of medical land over a 12-month period in 2007

Office

Negotiated largest office transaction in 2017 in Orange County by and between Angelo Gordon & Company and Behr Process Corporation 230,000 SF over 15 years.

Academic Staff – 2013 to Present

Adjunct Professor at CSULB Global Logistics & Supply Chain. Center for International Trade and Transportation.

Experience

2015 - Present Executive Managing Director – Cushman & Wakefield
2007 – 2015 Executive Vice President - Voit Real Estate Services
1999 - 2007 Senior Vice President –Colliers Seeley
1987 - 1999 Vice President - SMC, (Designated for top 10% Company Wide.) - Grubb & Ellis - Newport Beach
1984 – 1987 Account Manager- Xerox Corporation

Education

California State University Long Beach – Global Logistics Specialist, 2012
Arizona State University - Bachelor of Science, Business Administration, 1983
Varsity Division I-A Football – Wide Receiver 1981-1983

Television & Radio Broadcasting Experience (1990-Present)

2021 to Present - ESPN AZ/ASU Football Analyst
2020 – ESPN AZ (play-by-play ASU Basketball)
Fox Sports – Alliance of American Football (Play-by-Play)
2009 Southern California Emmy – Best Live-to-Tape Game Day Broadcast - Football
Cox 3 Orange County Game of the Week, T.V./Radio voice Anaheim Piranhas Arena Football,
XTRA Sports 690 College Football Saturday, T.V. voice Long Beach Ice Dogs ECHL Professional Hockey, Radio Pre-Game voice
UCLA Football. AMA Supercross – REV ZONE Radio Show - University of California Irvine Basketball Play-by-Play

Community Service

Mater Dei Red Zone Affinity – Founder & Board Member
Cox Cares – Grant Committee
Education for Children – Capo Unified Board Member
Lions Heart – Associate Director
Varsity Track Coach – Tesoro H.S.
Full Endowment – Kevin Turner Walk-On Scholarship – Football - ABU

Special Recognition

2018 – Cushman & Wakefield “Client Service Award” presented annually to the brokerage professional for highest degree of excellence and ethics
2009 “Man of Character” presented by Boy Scouts of America – Orange County Council
2008 Southern California Cable Emmy – Best Live Sportscast – Football
2009 Behr Process Corporation “Service Provider of the Year” recognizing the top supply chain vendor for integrity, service and value creation – Awarded annually and selected out of 150 suppliers/vendors.

OC Metro

Recognized Team Hartel/Turner as Commercial Real Estate Stars

Personal

Kevin resides in Coto de Caza, married with 3 adult children - Patrick (US Army), Riley (UCLA) and Lily (USC)

KEVIN M. TURNER, GLS, GLP
Executive Managing Director
Global Logistics Specialist
CUSHMAN & WAKEFIELD OF CALIFORNIA, INC.

HISTORICAL TRANSACTION PROFILE

User Profile	City	Square Footage Represented	Transaction Type
Rockefeller – Ferguson Enterprises	Perris, CA	1,136,000	Represented Seller
Western Realco – Expo	Perris, CA	912,000	Represented Landlord
Lineage Logistics Cold Storage	Meridian, GA	91 Acres	Represented Buyer
Optimus – Rockefeller	Perris, CA	68.5 Acres	Represented Buyer & Seller
Behr Process Corporation	Heath, OH	51 Acres	Represented Buyer
Optimus – Western Realco	Perris, CA	41.5 Acres	Represented Buyer & Seller
Behr Process – Hillwood Dev.	Fort Worth, TX	22.5 Acres	Represented Buyer
Centra Realty	Lake Forest	12.2 Acres	Represented Buyer
The Koll Company – Irvine Company	Irvine	11.96 Acres	Represented Buyer & Seller
Liberty Hardware	Ontario, CA	460,000	Represented Tenant
States Logistics/CT Realty	Phoenix, AZ	417,600	Represented Buyer & Seller
Rockefeller – Alpha KKR	Perris, CA	417,000	Represented Seller
Rockefeller	Perris, CA	406,650	Represented Landlord
The Koll Company - Irvine Company	Irvine	8.9 Acres	Land Sale - Represented Buyer & Seller
Sears & Roebuck	Santa Ana	378,000	Sale Listing
Rockefeller Group	Santa Ana	375,000	Co-Broker Buyer
Werdin Ewing Development	Corona	7.5 Acres	Represented Buyer
Behr Process Corporation	Allentown, PA	320,482	Represented Lessee – (2) renewals
RSI Home Products	Lincoln, NC	314,000	Sale Listing
Orange County Container	City of Industry	300,000	Represented Buyer
KTR Santa Ana LLC / Behr Process Corporation	Santa Ana	296,019	Represented Landlord & Tenant
Behr Process Corporation	Atlanta, GA	290,000	Represented Buyer
Behr Process Corporation	Sauk Village, IL	258,950	Represented Tenant
Behr Process Corporation	Allentown, PA	250,000	Represented Tenant
Sanderson J Ray – Werdin	Santa Ana	5.7 Acres	Represented Seller & Buyer
Low - Lennar Development	Torrance	5.2 Acres	Represented Buyer
Behr Process Corporation	Santa Ana	225,280	Represented Tenant
Behr Process Corporation	Santa Ana	224,540	Represented Tenant
Rockefeller / Ryder	Perris, CA	222,063	Represented Landlord
Behr Process Corporation	Sauk Village, IL	220,237	Represented Tenant (Renewal)
Behr Process Corporation	Chicago, IL	220,237	Represented Tenant
Car Sound Exhaust	Rancho Santa Margarita	5.0 Acres	Represented Buyer
ADLCR Trust	Memphis, TN	5.0 Acres	Represented Seller
Behr Process Corporation	Chicago Heights, IL	206,000	Represented Lessee
Mice Display Works	Irvine	205,000	Represented Tenant
Behr Process Corporation	Chicago, IL	200,000	Represented Tenant
Excel Engineering, Inc.	Irvine Spectrum	188,374	Represented Seller
Red Gum Associates/ Rexford	Santa Ana	187,000	Represented Seller & Buyer
Rockefeller / Prologistics	Perris	184,587	Represented Landlord
Rexford/Crown Properties	Santa Ana	183,571	Represented Seller & Buyer
Enterprise Development	Irvine	4.2 Acres	Represented Seller
US Foodservice	Santa Ana	180,000	Represented Landlord
Irvine Co. - Techko	Irvine	4.1 Acres	Represented Buyer & Seller
Celestica – CPU Protocol	Foothill Ranch	178,240	Represented Sublessor & Sublessee

User Profile	City	Square Footage Represented	Transaction Type
AJ Faith Medical – Irvine Company	Irvine	4.0 Acres	Represented Seller
Alcon Laboratories	Irvine	173,000	Consulting Assignment
A&E / Tyco Intl.	Santa Fe Springs	170,000	Represented Tenant
Behr Process Corporation	Orlando, FL	160,151	Represented Tenant
Behr Process Corporation	Orlando, FL	160,151	Represented Tenant
Tustin Business Center LLC	Tustin	156,991	Represented Buyer
Goodwill Industries	Tustin	154,040	Represented Landlord
UMP Medical	Irvine	3.6 Acres	Represented Buyer & Seller
Sub Zero – Irvine Co.	Irvine	3.6 Acres	Represented Seller
Irvine Co. – Low Development	Irvine	3.6 Acres	Represented Buyer & Seller
Irvine Medical Plaza- Irvine Company	Irvine	3.6 Acres	Represented Seller
Gish Biomedical	Irvine	150,000	Represented Sublessor
G.T. Bicycles/Equitable	Santa Ana	149,120	Represented Landlord
Behr Process Corporation	Santa Ana	147,910	Represented Tenant
Enterprise Development – Irvine Company	Irvine	3.35 Acres	Represented Seller
Ricoh Corporation	Tustin	144,000	Represented Tenant
LA Carpet – Irvine Company	Irvine	3.28 Acres	Represented Seller
World Class Capital	Cerritos	137,500	Represented Buyer & Seller
Shinoda Design Center, Inc.	Santa Ana	135,731	Represented Lessor
Union Bank of Switzerland	Santa Ana	134,000	Represented Buyer & Seller
Giant Inland Empire RV Center, Inc.	Westminster	132,870	Represented Lessee
Aslan – Irvine Company	Irvine	3.04 Acres	Represented Seller
Whittier Law School	Costa Mesa	131,000	Represented Tenant
Kugel Trust	Santa Ana	130,000	Represented Seller
Grimes Aerospace	Santa Ana	130,000	Lease Buyout
Koll-Matsushita Spectrum V, L.P.	Irvine	130,000	Represented Seller
Graham Packaging	Santa Ana	127,000	Represented Seller
Irvine BMW – Irvine Company	Irvine	2.9 Acres	Represented Seller
Bunzl	Anaheim	121,399	Represented Tenant
MAI Basic Four, Inc.	Tustin	120,300	Represented Sublessor
A & E	Santa Fe Springs	120,000	Represented Lessee
Indy Mac - LBA	Irvine	119,000	Represented Landlord
Behr Process Corporation	Orlando	117,792	Represented Tenant (2 renewals)
Behr Process Corporation	Orlando	117,792	Represented Tenant
Behr Process Corporation	Orlando, FL	117,792	Represented Landlord & Tenant
Terra Universal	Fullerton	117,000	Represented Buyer
General Electric Credit/ Optimus Building Corporation	Corona	114,000	Represented Buyer & Seller
Mission Yamaha – Irvine Co.	Irvine	2.6 Acres	Represented Seller
Carson Estate Company	Santa Ana	112,270	Represented Buyer
Panatonni – Irvine Company	Irvine	2.4 Acres	Represented Seller
Terra Universal	Orange	103,000	Represented Tenant
So - Irvine Company	Irvine	2.35 Acres	Represented Seller
Maniciaci Trust w/ World Class Capital	Cerritos, CA	102,000	Represented Buyer & Seller
Behr Process Corporation	Sauk Village, IL	100,000	Represented Tenant
Orange County Container	City of Industry	97,000	Represented Seller
JMB / Markland	Santa Ana	91,965	Represented Seller
Lifted Research Group, Inc.	Irvine	90,975	Represented Lessor

User Profile	City	Square Footage Represented	Transaction Type
Masco Building Products Corporation	South Gate	90,000	Represented Seller
Shisler – Irvine Company	Irvine	2.08 Acres	Represented Seller
Paragon Bio – Irvine Company	Irvine	2.08 Acres	Represented Seller
PMRealty Advisors/Inacom	Omaha, NB	89,132	Represented Seller
Behr Process Corporation	Brampton, Ontario	89,038	Represented Tenant
Behr Process Corporation - Colton	Santa Ana	87,802	Represented Tenant
Spectrum 6 Medical – Irvine Company	Irvine	2.0 Acres	Represented Seller
K&G Equities – Irvine Company	Irvine	2.0 Acres	Represented Buyer & Seller
RREEF Brookhollow, Inc.	Santa Ana	85,363	Represented Seller
Perkin Elmer	Cypress	85,000	Represented Tenant
CI Designs – Irvine Company	Irvine	1.95 Acres	Represented Seller
Terra Univeral	Buena Park	84,988	Represent Tenant
Crown Associates - LRG Apparel	Irvine	84,979	Represented Landlord
Crown Associates – Nike/Hurley	Irvine	84,816	Represented Landlord
Crown Associates	Irvine	84,816	Represented Landlord
Crown Associates / Pinnacle Exhibits	Irvine	84,797	Represented Landlord
Pinnacle Exhibits	Irvine	84,500	Represented Landlord
Brent Engineering – Irvine Co.	Irvine	1.94 Acres	Represented Buyer & Seller
Display-It / Derby Holdings Ltd.	Irvine	84,205	Represented Landlord
ALCOA	Irvine	84,200	Represented Landlord
Sun Sports - Bloom	Irvine	83,402	Represented Landlord
Behr Process Corporation	Algona	82,376	Represented Tenant
Irvine Co. - Koyo	Irvine	1.89 Acres	Represented Seller
Behr Process Corporation	Denver, CO	82,300	Represented Tenant
Milgard Windows – Masco Corp.	Fredicksburg, VA	82,000	Represented Tenant
Frieda's, Inc.	Los Alamitos	81,306	Represented Tenant
Frieda's, Inc.	Los Alamitos	81,306	Represented Tenant (Renewal)
Promach, Inc.	Corona, CA	81,000	Represented Tenant
WW Grainger – Irvine Company	Irvine	1.86 Acres	Represented Seller
Behr Process Corporation	Santa Ana	80,000	Represented Buyer & Seller
Behr Process Corporation	Santa Ana	80,000	Represented Landlord & Tenant
Falzetti Umbrella	Tustin	80,000	Represented Landlord
Behr Process Corporation	Brampton, Ontario	80,000	Represented Tenant (2 renewals)
Dot Printer	Irvine	77,313	Represented Tenant
Lamin/ Howard Building Corp	Cypress	76,076	Represented Seller
Cleveland Golf/Larwin Co.	Cypress	76,076	Represented Buyer
Behr Process Corporation	Santa Ana	75,660	Represented Tenant
Behr Process Corporation	Santa Ana	1.7 Acres	Represented Buyer & Seller
Protocol Services	Foothill Ranch, CA	74,000	Represented Sublessee/Sublessor
Behr Process Corporation	Allentown, PA	73,000	Represented Tenant
Rich Foods	Santa Ana	72,600	Represented Tenant
Hashmanian – Irvine company -592	Irvine	1.67 Acres	Represented Seller
The Paper Company	Santa Ana	72,576	Represented Lessee
JL Partners – Irvine Company	Irvine	1.61 Acres	Represented Seller
IRWD / Bandai	Irvine	69,968	Represented Landlord
Affinity Medical Technologies, LLC	Costa Mesa	69,961	Represented Tenant
Viacorp – Irvine Company	Irvine	1.6 Acres	Represented Seller

User Profile	City	Square Footage Represented	Transaction Type
Behr Process Corporation	Santa Ana	1.6 Acres	Represented Tenant
Bridge Development / Brothers Dessert	Santa Ana	1.6 Acres	Represented Seller
Access Lighting Corporation	Tustin	68,865	Represented Lessor & Lessee
Villa Park Landscape	Irvine	1.54 Acres	Represented Seller
KDG – Irvine Company	Irvine	1.52 Acres	Represented Seller
New Song Church	Irvine	65,970	Represented Tenant
Dinamation International	Tustin	65,910	Represented Landlord
Pairgain Technologies	Tustin	65,910	Represented Landlord
Behr Process Corporation	Calgary, CN	65,450	Represented Tenant
Image Holdings, Inc – Irvine Company	Irvine	1.45 Acres	Represented Seller
Gold Coast Limo	Irvine	1.44 Acres	Represented Seller
A.J. Faith – Irvine Company	Irvine	1.44 Acres	Represented Seller
Terra Universal	Anaheim	62,717	Represented Tenant
RNK – Irvine Company	Irvine	1.42 Acres	Represented Seller
Irvine Co. - Shisler	Irvine	1.4 Acres	Represented Seller
Orange County Sanitation District	Fountain Valley	61,000	Represented Buyer
Walton CWCA O'Donnell Irvine 65, L.L.C.,	Irvine	58,000	Represented Seller/Landlord
LBA/Boeing	Huntington Beach	57,800	Represented Landlord
Mezlan / LBA	Huntington Beach	57,800	Represented Buyer/Seller
Terra Universal	Anaheim	57,010	Represented Tenant
Woodbridge Glass	Tustin	57,000	Represented Buyer
Behr Process Corporation	Santa Ana	57,000	Represented Buyer
Behr Process Corporation	Santa Ana	57,000	Represented Tenant
Behr Process Corporation	Monterrey, MX	56,920	Represented Tenant
Brdige Development / Brothers Dessert	Santa Ana	56,920	Represented Seller
Behr Paint – Bridge Development	Santa Ana	56,912	Represented Buyer/Seller
Rich Products	Torrance	56,500	Represented Tenant
Pacific Shoe - Mezlan	Huntington Beach	56,000	Represented Buyer
Behr Process Corporation	Orlando, FL	55,000	Represented Tenant
Behr Process Corporation	Orlando, FL	55,000	Represented Buyer
Cal Am Properties- Sukurt- Bloom	Costa Mesa	54,850	Represented Seller
Rich Products	Santa Ana	54,500	Represented Tenant
Behr Process Corporation	Santa Ana	54,000	Represented Tenant
United Bank of Switzerland	Santa Ana	54,000	Represented Buyer & Seller
QSC Audio Products	Costa Mesa	54,000	Represented Tenant
Colton Corporate Center Partners / BEHR Process Corporation	Santa Ana	52,140	Represented Landlord & Tenant
Houston Wire and Cable	Norwalk	52,000	Represented Tenant
Gish BioMedical	Rancho Santa Margarita	51,870	Represented Tenant
TA Advisory Orange County Sanitation	Garden Grove	51,718	Represented Seller & Buyer
TA Advisory – Flowers Bakery	Garden Grove	51,718	Represented Landlord
Boss Manufacturing	Santa Fe Springs	51,000	Represented Tenant
Aspen Medical	Irvine	50,792	Represented Tenant
TE Roberts	Phoenix, AZ	1.2 Acres	Represented Buyer
Shaw – Irvine Company	Irvine	1.15 Acres	Represented Seller
Continental Can Company	Santa Ana	50,000	Represented Sublessor
InsulTech, LLC	Yuma, AZ	50,000	Represented Tenant
Terra Universal	Anaheim	49,800	Represented Tenant

User Profile	City	Square Footage Represented	Transaction Type
Behr Process Corporation	Seattle, WA	49,700	Represented Tenant
Armstrong Butcher Properties	Irvine	49,525	Represented Seller & Tenant
Dinamation Int'l	Irvine	49,240	Represented Tenant
Behr Process Corporation	Dallas, TX	49,000	Represented Tenant
Orange County Sanitation District	Fountain Valley, CA	48,269	Represented Buyer
Logomark, Inc.	Santa Ana	48,000	Represented Landlord
Irvine Company - Arburg	Irvine	1.1 Acres	Represented Seller
Ace Hobby – Kilroy	Irvine	47,583	Represented Landlord
Oshman's Sporting Goods	Santa Ana	47,500	Represented Tenant
Austin Johnson – Irvine Company	Irvine	1.08 Acres	Represented Seller
National Signal Corporation	Norwalk	46,000	Represented Tenant
Moulten Niguel Water District	Aliso Viejo	45,650	Represented Tenant
Terra Universal	Brea, CA	45,227	Represented Tenant
Penn Moving and Storage	Santa Ana	44,655	Represented Tenant
OC Sanittation	Fountain Valley	44,611	Represented Buyer
Koll-Matsushita Spectrum V, L.P.	Irvine	44,592	Represented Buyer
CNH – Irvine Company	Irvine	1.023 Acres	Represented Seller
Behr Process Corporation	Denver, CO	44,446	Represented Buyer/Tenant
Low - Bastani	Laguna Niguel	1.0 Acre	Represented Buyer/Seller
Sciliani Family Trust	Corona	43,233	Represented Seller
Behr Process Corporation	Corona	43,233	Represented Tenant
Behr Process Corporation	Orlando, FL	42,384	Represented Tenant
Behr Process Corporation	Orlando, FL	42,354	Represented Tenant
Behr Process Corporation	Orlando, FL	42,354	Represented Tenant
Sercice Partners / Masco	Camarillo	42,321	Represented Tenant
Key Circuits	Fountain Valley	41,000	Sale Listing
Canon USA	Costa Mesa	41,000	Represented Tenant
Irvine Ranch Water District	Tustin	40,800	Represented Buyer
Behr Process Corporation	McDonough, GA	40,572	Represented Tenant
Kahl & Goveia	Irvine	40,268	Represented Seller
Behr Process Corporation	Oakville, Ont. Canada	40,220	Represented Tenant
Masco Contractor Services	Boynton Beach, FL	40,000	Represented Tenant
Behr Process Corporation	Santa Ana	40,000	Represented Tenant
True North America, Inc.	Irvine	40,000	Represented Tenant
South Coast Trade Center / Tai Pan Trading	Costa Mesa	40,000	Represented Seller
Moulton Niguel Water District	Aliso Viejo	39,222	Represented Tenant
Houston Wire & Cable	Cerritos	37,934	Represented Tenant
Richard & Wendy Watson	Lake Forest	37,520	Represented Buyer
Jamboree at Main, LTD	Irvine	36,600	Represented Landlord
KYB of North America	Cypress	36,200	Represented Tenant
Terra Universal	Brea	36,195	Represented Tenant
Revcon Motorcoach	Irvine	36,000	Represented Tenant
Headmaster	Santa Ana	35,950	Represented Landlord & Tenant
White Cap, Inc.	Costa Mesa	35,920	Represented Landlord
OC All Stars Cheer	Lake Forest, CA	35,007	Represented Tenant
Michael Brandman Associates	Santa Ana	35,000	Represented Tenant
Masco Contractor Services	Columbia, SC	34,830	Represented Tenant

User Profile	City	Square Footage Represented	Transaction Type
Frank Stuasser	Santa Ana	34,194	Represented Buyer
Brasstech	Santa Ana	34,150	Represented Tenant
Terra Universal, Inc.	Fullerton	32,384	Represented Buyer
Masco Contractor Services	Gwinett, GA	32,149	Represented Tenant
Behr Process Corporation	Calgary, Alberta	31,995	Represented Lessee
All Green Electronics Recycling, Inc.	Tustin	31,995	Represented Landlord
All Green Electronics Recycling, Inc.	Tustin	31,995	Represented Landlord
Behr Process Corporation	Calgary	31,995	Represented Tenant
My Print Corporation	Irvine	31,956	Represented Lessor
Otto Aviation Group, LLC & Majestic Pet Products	Irvine	31,956	Represented Landlord
Walton CWCA O'Donnell Irvine 65, L.L.C.,	Irvine	31,956	Represented Landlord
IndCor Properties	Irvine	31,956	Represented Landlord
Henly (Valvoline)	Orange	31,885	Represented Buyer
Walton CWCA O'Donnell Irvine 65, LLC	Irvine	31,235	Represented Landlord
Walton CWCA O'Donnell Irvine 65, L.L.C.,	Irvine	31,235	Represented Landlord
IndCor Properties	Irvine	31,235	Represented Landlord
Masco – Western Insulation	San Diego	30,000	Represented Tenant
Bullet Distribution	Garden Grove	30,000	Represented Tenant
Behr Process Corporation	Allentown, PA	30,000	Represented Tenant
Bercaw Family Trust dated March 10, 2004	Santa Ana	30,000	Represented Buyer
Service Partners	Denver, CO	29,000	Represented Tenant
Crown / Marsuno	Costa Mesa	29,000	Represented Landlord
Crevier Classic Cars	Costa Mesa	29,000	Represented Landlord
San Bar Corporation	Santa Ana	28,000	Represented Tenant
365-385 Clinton Street Property Co.	Costa Mesa	27,837	Represented Tenant & Landlord
ROI Corporation	Costa Mesa	27,800	Represented Landlord
Behr Process Corporation	Algona, WA	27,360	Represented Sublessor
Walton CWCA O'Donnell Irvine #65, LLC	Irvine	27,060	Represented Landlord & Tenant
Walton CWCA O'Donnell Irvine 65, L.L.C.,	Irvine	27,060	Represented Landlord
GLI Kimberly, LLC / Gholam Sadaghian	Fullerton	26,540	Represented Buyer & Seller
Optimus Building Corporation	Corona	26,294	Represented Seller
Butcher Engineering	Garden Grove	26,000	Represented Tenant
Langley Associates	Irvine	25,381	Represented Seller
La Salle Bank	Irvine	25,000	Represented Tenant
G.W. Investments, LLC	Westminster	25,000	Represented Buyer
Crown / Urban Workshop	Costa Mesa	24,418	Represented Landlord
Terra Universal	Brea	24,259	Represented Tenant/Buyer
Orange County Sanitation District	Fountain Valley	24,015	Represented Buyer
La Salle Bank	Tustin	24,000	Represented Tenant
L.J. Smith Stair Systems	Lake Forest	23,800	Represented Tenant
Terra Universal	Fullerton	23,400	Represented Buyer
Off Road Warehouse	Corona	23,000	Represented Tenant
Eric Evans Trust	Lake Forest	22,400	Represented Buyer & Seller
Behr Process Corporation	Santa Ana	22,328	Represented Tenant
Interlake Racking	Huntington Beach	22,000	Represented Landlord
Volvo Cars of America	Irvine Spectrum	21,500	Represented Tenant
Rockwell Collins, Inc.	Cypress	21,404	Represented Tenant

User Profile	City	Square Footage Represented	Transaction Type
First Nationwide Resorts	Newport Beach	21,339	Represented Tenant
Arizona Tile	Anaheim	20,700	Represented Tenant
Pacific Digital Home	Irvine Spectrum	20,063	Represented Lessor
JB Hunt Logistics	Fullerston	20,000	Represented Sublessor
VIET BAO	Santa Ana	20,000	Represented Seller
Provenza Floors - Koll Wirta	Santa Ana	20,000	Represented Landlord
DekraLite - Koll Wirta	Santa Ana	20,000	Represented Landlord
AceWorldWide Movers - Koll Wirta	Santa Ana	20,000	Represented Landlord
Randy Hangers, LLC	Santa Fe Springs	19,343	Represented Tenant
Behr Process Corporation	Algona, WA	19,168	Represented Tenant
Koll/PER Airport Professional Center, LLC	Irvine	19,141	Represented Landlord
Pac Western Container	Santa Ana	18,875	Represented Sublessor
Car Sound Exhaust	Rancho Santa Margarita	18,855	Represented Buyer
Tristar Esperanza Properties	Rancho Santa Margarita	18,500	Represented Buyer
CG Service, Inc.	Santa Fe Springs	18,432	Represented Tenant
Fairview Embroidery	Santa Ana	18,252	Represented Tenant/Renegotiation
Petro-Diamond Incorporated	Irvine	17,790	Represented Buyer/Tenant
Wildfire Gymnastics	Tustin	17,706	Represented Landlord & Tenant
Rohl Corporation - KWC	Costa Mesa	17,384	Represented Tenant
Gateway Olympia, Inc.	Costa Mesa	17,384	Represented Landlord
Arons / South Coast Dist	San Clemente	17,373	Represented Seller
Y Media	Irvine – Research Park	16,980	Represented Tenant
Ice Energy, Inc.	Costa Mesa	16,931	Represented Landlord
Gateway Olympia, Inc. / AMD Direct, Inc.	Costa Mesa	16,931	Represented Landlord & Tenant
Creative Press Holdings, LLC	Anaheim	16,883	Represented Lessee
Patrick McCall – Armstrong Butcher	Irvine Spectrum	16,669	Represented Seller
Hager – Pacific	Mission Viejo	16,700	Represented Seller
Behr Process Corporation - Colton	Santa Ana	16,155	Represented Tenant
Shen Properties	Irvine	16,092	Represented Seller
Universal Flooring	Huntington Beach	16,055	Represented Buyer
ADX – Koll	Irvine	16,025	Represented Seller
Worldwide Parts & Accessories	Costa Mesa	16,000	Represented Tenant
ASL Consulting Engineers	Irvine	16,000	Represented Tenant
Gateway Olympia, Inc.	Costa Mesa	15,913	Represented Landlord & Tenant
Gateway Olympia, Inc.	Costa Mesa	15,913	Represented Landlord
MCA Brookhollow	Santa Ana	15,894	Represented Landlord
Werdin – European Car	Santa Ana	15,504	Represented Seller
Maister Investments, LLC	Santa Ana	15,400	Represented Seller
Bank of America, N.A.	Irvine	15,277	Represented Seller
Walton CWCA O'Donnell Irvine 65, L.L.C.	Irvine	15,000	Represented Landlord & Tenant
Butcher Engineering	Tustin	14,810	Represented Tenant
Kilroy Realty Corporation / Video Voice Data Communications	Garden Grove	14,700	Represented Landlord & Tenant
The Paul Mitchell School	Costa Mesa	14,698	Represented Landlord
Globe Glass & Mirror	Irvine	14,600	Represented Sublessor
Koll-Matsushita Spectrum V, L.P.	Irvine	14,506	Represented Seller
Latco Tile	Costa Mesa	14,500	Represented Tenant
IMEX – Cups	Irvine Spectrum	14,181	Represented Tenant

User Profile	City	Square Footage Represented	Transaction Type
Walton CWCA Lake Forest 67, LLC	Lake Forest	14,171	Represented Landlord/Tenant
Walton CWCA Lake Forest 67, LLC	Lake Forest	14,081	Represented Landlord & Tenant
ATTC, Inc.	Phoenix, AZ	13,995	Represented Buyer
Koll/PER Airport Professional Center, LLC	Irvine	13,863	Represented Landlord
Horvath - Centra	Lake Forest	13,847	Represented Seller
Wagle - Centra	Lake Forest	13,800	Represented Seller
Village Way Management	Irvine	13,669	Represented Landlord
Imex	Irvine	13,200	Represented Tenant
Azar Trust Dated November 2, 2006	Corona	12,838	Represented Seller
UCI	Fullerton	12,750	Represented Tenant
Kentec Medical	Irvine	12,500	Represented Seller
Pacific Shoe Corporation	Huntington Beach	12,200	Represented Buyer
Todd I. Schiffman Living Trust	Santa Ana	12,129	Represented Landlord
Christ Our Redeemer - Panattoni	Irvine	12,048	Represented Buyer & Seller
University of California, Irvine	Anaheim	12,100	Represented Tenant
TE Roberts	Phoenix, AZ	12,100	Represented Buyer
Hatch & Kirk Power	Huntington Beach	12,000	Represented Buyer
L.J. Smith Stair Systems	Seattle, WA	12,000	Represented Tenant
Built to Fight Industries	Huntington Beach	11,872	Represented Tenant
REEF Brookhollow, Inc.	Santa Ana	11,776	Represented Landlord
REEF Brookhollow, Inc.	Santa Ana	11,776	Represented Landlord
Formosa – Low Development	Irvine	11,750	Represented Seller
Optimus Building Corporation	Corona	11,658	Represented Seller
DeSantis Prop	Orange	11,627	Represented Buyer
Antonio and Catherine Sanchez Family Trust	Huntington Beach	11,570	Represented Landlord
Sun Industries	Huntington Beach	11,432	Represented Landlord
Walton CWCA Lake Forest 67, LLC	Lake Forest	11,324	Represented Landlord
USA Vision Systems, Inc.	Irvine Spectrum	11,278	Represented Seller
Zumasys, Inc.	Irvine Spectrum	11,067	Represented Seller
International Grace Ministry	Irvine Spectrum	11,066	Represented Seller & Buyer
Evolution Hospitality	San Clemente	10,998	Represented Tenant (Renewal)
SC Metro, LLC / Evolution Hospitality	San Clemente	10,988	Represented Landlord & Tenant
Werdin / Hsintek	Santa Ana	10,853	Represented Seller
Werdin / Ruggieri	Santa Ana	10,853	Represented Seller
Maxwell America, LLC	Santa Ana	10,767	Represented Lessor
Gateway Olympia, Inc.	Costa Mesa	10,745	Represented Landlord
TE Roberts	Irvine	10,653	Represented Buyer
Collective Supply - Gateway Olympia, Inc.	Costa Mesa	10,626	Represented Landlord
Walton CWCA Lake Forest 67, LLC	Lake Forest	10,547	Represented Landlord
KPM Spectrum III, LP	Irvine	10,531	Represented Seller
Optimus Medical Property, LLC/ Corona Medical Property, LLC	Corona	10,454	Represented Buyer & Seller
Michael Grimm	Santa Ana	10,280	Represented Lessor
Masco Contractor Services	Orlando, FL	10,217	Represented Tenant
Pacific Shoe Corporation	Huntington Beach	10,200	Represented Buyer
A.G. Heinze Co. Inc	Irvine Spectrum	10,182	Represented Lessor
World Elite Gymnastics, Inc.	Rancho Santa Margarita	10,126	Represented Tenant
Berger - Thomas Moving	Irvine	10,000	Represented Tenant

User Profile	City	Square Footage Represented	Transaction Type
MS Bellows, Inc.	Huntington Beach	10,000	Represented Tenant
JB Hunt	Fullerton	10,000	Represented Tenant
LJ Smith Stairs	Salt Lake City	10,000	Represented Tenant
Ports America	Oxnard	10,000	Represented Tenant
Mock Petroleum	Irvine	10,000	Represented Tenant
Cue Paging Corporation	Costa Mesa	9,500	Represented Tenant
Top Build	Camarillo	9,500	Represented Tenant
Raus - Centra	Lake Forest	9,368	Represented Seller
Horizon Tech - Centra	Lake Forest	9,368	Represented Seller
Ion Spec - Centra	Lake Forest	9,368	Represented Seller
Amela Corporation - Centra	Lake Forest	9,368	Represented Seller
Alcon Laboratories, Inc.	Irvine	9,360	Represented Lessee
Antonio and Catherine Sanchez Family Trust / Strut Marine, LLC	Huntington Beach	9,350	Represented Landlord & Tenant
Gateway Olympia, Inc.	Costa Mesa	9,207	Represented Landlord
Walton CWCA Lake Forest 67, LLC	Lake Forest	9,094	Represented Landlord
Werdin – Highway Art	Santa Ana	9,052	Represented Buyer & Seller
Werdin – Carlini	Santa Ana	9,045	Represented Buyer & Seller
Asterisk	Lake Forest	9,000	Represented Buyer
Art Deco Décor	Irvine	9,000	Represented Buyer
Don Wilson Builders	Irvine	8,970	Represented Landlord
Target Corporation	Irvine	8,875	Represented Seller
TYRG Enterprises, LLC	Irvine Spectrum	8,811	Represented Seller
Buckley Enterprises, LLC	Irvine Spectrum	8,602	Represented Seller
E-Liberation.com	Laguna Hills	8,587	Represented Tenant
Sowing Circle – Low Development	Lake Forest	8,563	Represented Seller
Aliso Electric – Centra	Lake Forest	8,563	Represented Seller
Sakyun Lee - Centra	Lake Forest	8,563	Represented Seller
Salt Property – Low Development	Irvine	8,530	Represented Seller
ATEK – Werdin	Santa Ana	8,398	Represented Seller
Watercloud	Costa Mesa	8,300	Represented Tenant
Centra	Lake Forest	8,067	Represented Seller
Walton CWCA Irvine GL 57, LLC	Irvine	8,016	Represented Landlord & Tenant
Walton CWCA Irvine GL 57, LLC	Irvine	8,016	Represented Landlord
Circuit IC Service - Schiffman	Santa Ana	7,632	Represented Landlord
Schiffman Croddy Way Property/NuWhirl Systems Corporation	Irvine	7,632	Represented Landlord & Tenant
NuWhirl Systems Corporation	Santa Ana	7,632	Represented Lessor
Irvine Ranch Water District - Team Industrial	Irvine Spectrum	7,630	Represented Landlord
Sixteen Rancho, LLC - Centra	Lake Forest	7,607	Represented Seller
Compuexpert - Centra	Lake Forest	7,600	Represented Seller
OC All-Stars Cheer & Dance	Foothill Ranch	7,560	Represented Tenant
Noelle Communications	Santa Ana	7,557	Represented Seller
Azeka De Alemidia Planning	Irvine	7,500	Represented Tenant
Behr Process Corporation	Santa Ana	7,500	Represented Lessee
Walton CWCA O'Donnell Irvine 65, L.L.C., / Majestic Pet Products, Inc.	Irvine	7,500	Represented Landlord & Tenant
Image Holdings – Koll	Irvine	7,490	Represented Seller
Highel, Inc. – Koll	Irvine	7,479	Represented Seller
Mekong Printing	Santa Ana	7,400	Represented Seller

User Profile	City	Square Footage Represented	Transaction Type
Maxwell Winches	Santa Ana	7,300	Represented Landlord
John Parker	Irvine Spectrum	7,197	Represented Seller
Sun-Mart	Irvine	7,178	Represented Seller
San Bar Telecommunications	Santa Ana	7,150	Represented Tenant
Walton CWCA Irvine GL 57, LLC	Irvine	7,146	Represented Landlord
Koll-Matsushita Spectrum V, L.P.	Irvine	7,121	Represented Seller
Koll-Matsushita Spectrum V, L.P.	Irvine	7,112	Represented Seller
Generation Escrow	Irvine	7,000	Represented Tenant
Walton CWCA Lake Forest 67, LLC	Lake Forest	6,961	Represented Landlord
Intuitive Race Products - Centra	Lake Forest	6,923	Represented Seller
Cypress Business Center, LLC	Cypress	6,908	Represented Seller
Walton CWCA Lake Forest 67, LLC	Lake Forest	6,897	Represented Landlord & Tenant
M&E Investments	Aliso Viejo	6,885	Represented Seller
Werdin – Pratt Communications	Santa Ana	6,825	Represented Seller
Laguna's Fancy Faucets, Inc.	Irvine Spectrum	6,760	Represented Lessor
Don Wilson Builders	Irvine Spectrum	6,760	Represented Landlord
Koll-Matsushita Spectrum V, L.P.	Irvine	6,548	Represented Seller
Veena Asset Management, LLC	Irvine Spectrum	6,536	Represented Seller
Artesian Industries	Santa Fe Springs	6,500	Represented Tenant
Behr Paint Corporation	Smyrna, GA	6,499	Represented Buyer
La Jolla Pacific	Irvine	6,469	Represented Seller
Richard Moran – Koll II	Irvine	6,451	Represented Buyer & Seller
Wenzhao – Koll II	Irvine	6,413	Represented Seller
Ace Antenna – Koll II	Irvine	6,413	Represented Seller
Behr Process Corporation	Atlanta, GA	6,400	Represented Tenant
Pepinno's - Centra	Lake Forest	6,242	Represented Seller
Svoboda Photography - Centra	Lake Forest	6,242	Represented Seller
Walton CWCA Lake Forest 67, LLC	Lake Forest	6,219	Represented Landlord
Walton CWCA Lake Forest 67, LLC	Lake Forest	6,218	Represented Landlord & Tenant
Kajabi - Roosevelt Capital	Irvine	6,209	Represented Landlord
Mehr Properties – Koll II	Irvine	6,171	Represented Seller
Koll-Matsushita Spectrum V, L.P.	Irvine	6,165	Represented Seller
Javad Mehrvije	Irvine	6,130	Represented Seller
Pure Media Networks, LLC & Fusion IP	Irvine Spectrum	6,091	Represented Lessor
Jung J. Park	Santa Ana	6,000	Represented Tenant
Care Assist – Low Development	Irvine	6,000	Represented Seller
Del Taco	Irvine	6,000	Represented Tenant
Koll-Matsushita Spectrum V, L.P.	Irvine	5,968	Represented Seller
Spectrum Business Properties, LLC	Irvine Spectrum	5,968	Represented Seller
9771 Irvine Center LLC	Irvine	5,968	Represented Seller
Koll-Matsushita Spectrum V, L.P.	Irvine	5,926	Represented Seller
Walton CWCA Spectrum 56, LLC	Lake Forest	5,918	Represented Landlord
DeSantis Co	Tustin	5,912	Represented Seller
Koll-Matsushita Spectrum V, L.P.	Irvine	5,908	Represented Seller
Bank of America, N.A.	Irvine	5,908	Represented Seller
Koll-Matsushita Spectrum V, L.P.	Irvine	5,879	Represented Seller
Michelle Ma – Low Development	Irvine	5,875	Represented Seller

User Profile	City	Square Footage Represented	Transaction Type
McMurray Printing – Centra	Lake Forest	5,737	Represented Seller
Walton CWCA ASP Irvine 66, LLC	Irvine Spectrum	5,626	Represented Landlord
MK Marketing – Koll	Irvine	5,606	Represented Seller
OPUS Solutions – Koll	Irvine	5,606	Represented Buyer & Seller
Koll-Matsushita Spectrum V, L.P.	Irvine	5,566	Represented Seller
Innovative Beverage – Koll	Irvine	5,560	Represented Seller
Behr Process Corporation	Santa Ana	5,509	Represented Landlord & Tenant
California – Garden - Centra	Lake Forest	5,474	Represented Seller
Richard Michelangelo - Centra	Lake Forest	5,474	Represented Seller
National Magazine - Centra	Lake Forest	5,474	Represented Seller
Sage Construction - Centra	Lake Forest	5,474	Represented Seller
D&G Micro Rentals	Santa Ana	5,319	Represented Buyer
Falcon Industries	Santa Ana	5,319	Represented Seller
Sung J. Park	Santa Ana	5,316	Represented Tenant
Walton CWCA Lake Forest 67, LLC	Lake Forest	5,304	Represented Landlord
Mortgage Direct	Irvine	5,302	Represented Landlord
Garza - Acacia	Cypress	5,273	Represented Seller
Gateway Olympia, Inc.	Costa Mesa	5,258	Represented Landlord
Gateway Olympia, Inc.	Costa Mesa	5,258	Represented Landlord
Behr Process Corporation - Colton	Santa Ana	5,252	Represented Tenant
Chinese Community Baptist – AB Properties	Irvine	5,249	Represented Seller
Koll Matsushita - Spectrum	Irvine	5,233	Represented Seller
Zutila	Irvine	5,228	Represented Tenant
APEX Satellite, Inc.	Irvine Spectrum	5,206	Represented Lessor
Koll Spectrum - Nature Flex	Irvine	5,203	Represented Seller
Bardeen Partners, Inc.	Irvine	5,158	Represented Landlord
Walton CWCA Irvine 57, LLC	Irvine Spectrum	5,136	Represented Landlord
Michael Huang	Irvine	5,126	Represented Seller
Package Deal	Santa Ana	5,100	Represented Tenant
CSCL – Armstrong Butcher	Irvine	5,053	Represented Seller
Walton CWCA Spectrum 56, LLC	Lake Forest	5,048	Represented Landlord & Tenant
KPM Spectrum III, LP	Irvine	5,047	Represented Seller
Generation Escrow	Temecula	5,000	Represented Tenant
Giesler – Low Development	Irvine	5,000	Represented Seller
Behr Process Corporation	Tustin	5,000	Represented Tenant
Zeno Table	Irvine	5,000	Represented Tenant
Prince Taft Plaza Property, LLC	Irvine	5,000	Represented Seller/Landlord
Gateway Olympia, Inc.	Costa Mesa	4,951	Represented Landlord & Tenant
Koll Matsushita - Spectrum	Irvine	4,951	Represented Seller
Bacchus Commercial, LLC	Irvine	4,950	Represented Seller
Bank of America/ Llorente Investigations, Inc.	Tustin	4,854	Represented Buyer & Seller
US Fastener - Centra	Lake Forest	4,845	Represented Seller
South Orange County Pediatric Associates, Inc.	Ladera Ranch	4,839	Represented Lessee
Fortress Group	Lake Forest	4,835	Represented Lessor
Southern California Sports Industries, Inc.	Lake Forest	4,835	Represented Lessor
Walton CWCA Lake Forest 67, LLC	Lake Forest	4,835	Represented Landlord
Walton CWCA Lake Forest 67, LLC	Lake Forest	4,835	Represented Landlord

User Profile	City	Square Footage Represented	Transaction Type
Westin Properties	Santa Ana	4,800	Represented Seller
Dr. Chiang	Corona	4,748	Represented Buyer & Seller
Optimus Building Corporation	Corona	4,671	Represented Seller
Allyance Communications, Inc.	Irvine	4,635	Represented Seller
Koll-Matsushita Spectrum V, L.P.	Irvine	4,569	Represented Seller
W.C. Froelich, Inc.	Santa Ana	4,550	Represented Tenant
Roosevelt Capital - Five and Done	Irvine	4,545	Represented Landlord
Koll-Matsushita Spectrum V, L.P.	Irvine	4,525	Represented Seller
Millenium Mortgage	Irvine	4,521	Represented Tenant
Generation Escrow	San Diego	4,500	Represented Tenant
Honeywell, Inc.	Irvine	4,500	Represented Tenant
America West Airlines	Costa Mesa	4,500	Sublease Listing
Koll-Matsushita Spectrum V, L.P./Moran	Irvine	4,469	Represented Seller & Buyer
Koll-Matsushita Spectrum V, L.P.	Irvine	4,469	Represented Seller
Bardeen Partners, Inc.	Irvine	4,468	Represented Landlord
Agents West- Armstrong Butcher	Irvine	4,415	Represented Seller
Koll-Matsushita Spectrum V, L.P./Kirlikovali	Irvine	4,405	Represented Seller & Buyer
Gang Le - Centra	Lake Forest	4,383	Represented Seller
KPM Spectrum III, L.P. / Buckley Enterprises, LLC.	Irvine	4,381	Represented Buyer & Seller
Rafferty - Centra	Lake Forest	4,366	Represented Seller
Kite Electric - Centra	Lake Forest	4,366	Represented Seller
Zachmeister - Centra	Lake Forest	4,366	Represented Seller
Cantera Doors - Centra	Lake Forest	4,366	Represented Seller
KPM Spectrum L.P.	Irvine	4,358	Represented Seller & Buyer
KPM Spectrum III, L.P. / Primercer Holdings LLC	Irvine	4,358	Represented Seller & Buyer
KPM Spectrum III, L.P. / Sheu Fei Liu	Irvine	4,327	Represented Seller & Buyer
KPM Spectrum III, LP	Irvine	4,327	Represented Seller
Irvine Ranch Water District	Irvine	4,317	Represented Landlord
Irvine Ranch Water District	Irvine	4,317	Represented Landlord
Koll-Matsushita Spectrum V, L.P.	Irvine	4,300	Represented Seller
Dynamex	Santa Fe Springs	4,300	Represented Tenant
Bardeen Partners, Inc.	Irvine	4,256	Represented Landlord & Tenant
Irvine Ranch Water District - Ntrust	Irvine	4,256	Represented Landlord
Mayen Olson, Inc.	Lake Forest	4,233	Represented Lessor
Koll-Matsushita Spectrum V, L.P.	Irvine	4,232	Represented Seller
Koll-Matsushita Spectrum V, L.P.	Irvine	4,215	Represented Seller
Omron Electronics	Orange	4,200	Represented Tenant
KPM Spectrum III, LP	Irvine	4,199	Represented Seller
KPM Spectrum III, LP	Irvine	4,199	Represented Seller
Koll Matsushita - Spectrum	Irvine	4,199	Represented Seller
Koll-Matsushita Spectrum V, L.P.	Irvine	4,187	Represented Seller
Trancas Capital, LLC	Irvine	4,142	Represented Tenant
Chasteen - Centra	Lake Forest	4,141	Represented Seller
Gallaway - Centra	Lake Forest	4,122	Represented Seller
SunCore, Inc.	Irvine Spectrum	4,115	Represented Lessee
Cypress Business Center, LLC	Cypress	4,108	Represented Seller
Behr Process Corporation	Shanghai, China	4,101	Consulting Assignment

User Profile	City	Square Footage Represented	Transaction Type
TE Roberts	Orange	4,097	Represented Landlord
Koll-Matsushita Spectrum V, L.P.	Irvine	4,077	Represented Seller
Kingstar USA, Inc.	Irvine Spectrum	4,054	Represented Lessor
Suncrest Ind. – Koll	Irvine	4,051	Represented Buyer & Seller
Khadem – Acacia Development	Cypress	4,048	Represented Seller
Koll-Matsushita Spectrum V, L.P.	Irvine	4,045	Represented Seller
EJ Lauren/ Burnham USA	Costa Mesa	4,035	Represented Landlord & Tenant
Huang & Assoc. – Koll	Irvine	4,032	Represented Seller
Henry Cai & Rai Dhingra	Irvine Spectrum	4,016	Represented Lessor
P-Max Apparel, Inc.	Irvine Spectrum	4,016	Represented Lessor
The Lee Family Trust / AZT Corporation	Irvine	4,016	Represented Landlord & Tenant
Green Engineering Solar Corporation	Irvine	4,016	Represented Landlord & Tenant
JK Partners, Inc.	Santa Ana	4,006	Represented Lessor
Blasted Wood Products	Anaheim	4,000	Represented Tenant
Omron Electronics	Orange	4,000	Represented Tenant
L.A. Color Express	Irvine	4,000	Represented Tenant
Isabelle Villa Senor – Acacia Dev	Cypress	3,979	Represented Seller
Liu-Ming Lee – Koll	Irvine	3,971	Represented Seller
Cypress Business Center, LLC	Cypress	3,958	Represented Seller
Torossian Properties	Irvine	3,929	Represented Buyer & Seller
Irvine Ranch Water District	Irvine	3,923	Represented Landlord
Irvine Ranch Water District	Orange	3,923	Represented Landlord
Irvine Ranch Water District	Irvine	3,923	Represented Landlord
Irvine Ranch Water District	Irvine	3,923	Represented Landlord
Irvine Ranch Water District	Orange	3,923	Represented Landlord
Irvine Ranch Water District	Orange	3,923	Represented Landlord
Irvine Ranch Water District	Irvine	3,923	Represented Landlord
Pro Audio – Koll	Irvine	3,920	Represented Buyer & Seller
Castle Escrow – Acacia Dev	Cypress	3,919	Represented Seller
Mission I Tech Hockey	Irvine Spectrum	3,915	Represented Lessor
Fashion Interiors – Koll	Irvine	3,900	Represented Buyer & Seller
Abe Khadem – Acacia Dev	Cypress	3,898	Represented Seller
Mission Home Health	Irvine	3,884	Represented Landlord
Advanced Earth Sciences, Inc.	Irvine Spectrum	3,877	Represented Seller
Walton CWCA Irvine 57, LLC	Irvine Spectrum	3,874	Represented Landlord
Begam Intl – Koll	Irvine	3,863	Represented Seller
Mobile Tech – Koll	Irvine	3,851	Represented Seller
Cal Replacement Windows – Koll	Irvine	3,850	Represented Buyer & Seller
Don Wilson Builders	Irvine	3,847	Represented Landlord & Tenant
CSI Electrical Contractors, Inc.	Irvine Spectrum	3,819	Represented Lessor
Oasis Interior Plant Design, Inc. & iWater, Inc.	Irvine Spectrum	3,819	Represented Lessor
Don Wilson Builders	Irvine Spectrum	3,812	Represented Landlord & Tenant
Koll-Matsushita Spectrum V, L.P.	Irvine	3,811	Represented Seller
SOCPA	Rancho Sta. Margarita	3,805	Represented Buyer
Koll-Matsushita Spectrum V, L.P.	Irvine	3,790	Represented Seller
Capelli Antiques – Koll	Irvine	3,788	Represented Buyer & Seller
Don Wilson Builders	Irvine	3,771	Represented Landlord & Tenant

User Profile	City	Square Footage Represented	Transaction Type
Statordyne	Anaheim	3,770	Represented Tenant
Irvine Ranch Water District	Irvine	3,707	Represented Landlord
Laptop Parts Experts, Inc.	Irvine	3,707	Represented Landlord
Irvine Ranch Water District	Irvine	3,707	Represented Landlord & Tenant
Irvine Ranch Water District - Motorcycle Works, Inc.	Irvine	3,704	Represented Landlord & Tenant
Irvine Ranch Water District	Irvine	3,704	Represented Landlord
Irvine Ranch Water District - Krueger Intl	Irvine Spectrum	3,704	Represented Landlord
US Properties – Armstrong Butcher	Irvine	3,700	Represented Seller
Calbion Acquisitions, LLC	Irvine Spectrum	3,673	Represented Seller
So Cool, Inc.	Irvine Spectrum	3,645	Represented Lessor
Vision Technical – Armstrong Butcher	Irvine	3,613	Represented Seller
Don Wilson Builders	Irvine Spectrum	3,566	Represented Landlord & Tenant
Peter & Connie Cho –Koll	Irvine	3,551	Represented Seller
Norton Insurance	Irvine	3,500	Represented Tenant
Allan Shelton, CPA	Costa Mesa	3,500	Represented Tenant
Rock and Waterscape International, Inc.	Santa Ana	3,494	Represented Lessee
Don Wilson Builders	Irvine	3,469	Represented Landlord & Tenant
Metafuse, Inc.	Irvine	3,408	Represented Landlord
Accelerated Systems- Panattoni	Irvine	3,448	Represented Seller
Parvizakradi – Panattoni	Irvine	3,440	Represented Buyer
Ace Antenna	Irvine	3,440	Represented Buyer & Seller
Procom Engineering- Panattoni	Irvine	3,440	Represented Buyer & Seller
Nikon Instruments, Inc.	Irvine Spectrum	3,422	Represented Lessor
Don Wilson Builders	Irvine Spectrum	3,422	Represented Landlord
Bardeen Partners, Inc. - Guaranteed Rate	Irvine	3,408	Represented Landlord
Ultimate Staffing	Newport Beach	3,400	Represented Tenant
Irvine Ranch Water District	Irvine	3,383	Represented Landlord
Farah Azar & Nadereh Bakhtiari	Irvine Spectrum	3,367	Represented Lessor
Irvine Ranch Water District	Irvine	3,363	Represented Landlord
Irvine Ranch Water District	Irvine	3,363	Represented Landlord
Irvine Ranch Water District - Focus POS	Irvine Spectrum	3,363	Represented Landlord
Firouz Shargi – Panattoni	Irvine	3,357	Represented Seller
Madison Maxwell – Panattoni	Irvine	3,357	Represented Seller
Pace Precision- Panattoni	Irvine	3,319	Represented Seller
Technic Computer – Panattoni	Irvine	3,319	Represented Seller
Generation Escrow	San Diego	3,300	Represented Tenant
Walton CWCA Spectrum 56, LLC	Lake Forest	3,280	Represented Landlord
The Assist Group, Inc.	Irvine Spectrum	3,264	Represented Lessee
Optimus Building Corporation	Corona	3,262	Represented Seller
PSIGEN Software, Inc.	Irvine Spectrum	3,149	Represented Lessor
Walton CWCA Harbor Business Center 49, LLC	Santa Ana	3,140	Represented Landlord
Newton International	Irvine	3,134	Represented Buyer & Seller
Optimus Building Corporation	Corona	3,134	Represented Seller
Optimus Building Corporation	Corona	3,134	Represented Seller
Loder Trust – Panattoni	Irvine	3,111	Represented Seller
Hydrodynamics Cleaning Systems, Inc.	Irvine Spectrum	3,086	Represented Lessor
Traver Enterprises, Inc.	Irvine Spectrum	3,085	Represented Lessor

User Profile	City	Square Footage Represented	Transaction Type
Seagate Technologies	Irvine	3,084	Represented Tenant
Koll-Matsushita Spectrum V, L.P.	Irvine	3,079	Represented Seller
Walton CWCA Harbor Business Center 49, LLC	Santa Ana	3,060	Represented Landlord & Tenant
Generation Escrow, Inc.	Mennifee	3,048	Represented Tenant
American Speedy	Irvine	3,000	Represented Tenant
Millenium Systems – Low Development	Irvine	3,000	Represented Seller
Rugs 4 Less – Koll	Irvine	2,984	Represented Seller
Optimus Building Corporation / Seguancia, LLC	Corona	2,979	Represented Buyer & Seller
Optimus Building Corporation	Corona	2,979	Represented Seller
SSINFOTEK, Inc. – Koll	Irvine	2,967	Represented Seller
Dr. Guthrie, DDS	Ladera Ranch	2,958	Represented Buyer
Don Wilson Builders	Irvine Spectrum	2,956	Represented Landlord
Optimus Building Corporation	Corona	2,945	Represented Seller
Behr Process Corporation	Santa Ana	2,932	Represented Tenant
Yue Ren – Panattoni	Irvine	2,913	Represented Seller
Green Retail & Wholesale, LLC	Irvine Spectrum	2,879	Represented Lessor
On-Track Photonics, Inc.	Irvine Spectrum	2,879	Represented Lessor
Makar- Panattoni	Irvine	2,813	Represented Seller
Del Pac Electronics – Panattoni	Irvine	2,811	Represented Seller
Lee Lorenzen	Irvine	2,811	Represented Seller
Creative Flavor Concepts, Inc.	Irvine Spectrum	2,807	Represented Lessor
US Modular, LLC	Irvine Spectrum	2,807	Represented Lessor
Roosevelt Capital - Bolt	Irvine Spectrum	2,773	Represented Landlord
Dr. John Cheng	Lake Forest	2,761	Represented Buyer
La Jolla Pacific –Koll	Irvine	2,704	Represented Seller
Creative Concepts	Irvine Spectrum	2,679	Represented Lessor
KPM Spectrum III, LP - Meftab	Irvine Spectrum	2,671	Represented Seller
Price Cooler Corporation	Irvine Spectrum	2,641	Represented Lessor
KPM Spectrum III, LP - Budget RE	Irvine Spectrum	2,617	Represented Seller
R & R Leasing of Findlay, Ltd	Irvine Spectrum	2,568	Represented Seller
Optimus Building Corporation	Corona	2,568	Represented Seller
Koll Matsushita - Spectrum	Irvine	2,528	Represented Seller
KPM Spectrum III, LP	Irvine	2,526	Represented Seller
KPM Spectrum III, LP - Trieloff	Irvine Spectrum	2,526	Represented Seller
Michael Harvey – Koll	Irvine	2,518	Represented Buyer & Seller
KPM Spectrum III, LP	Irvine	2,504	Represented Seller
Michael Harvey – Koll	Irvine	2,501	Represented Buyer & Seller
Pacific Shoe Corporation	Irvine	2,500	Represented Tenant
Worldwide Innovative	Newport Beach	2,487	Represented Tenant
BroadLux, Inc.	Irvine Spectrum	2,474	Represented Lessor
Optimus Building Corporation/ Dr. James Lai, D.D.S.	Irvine Spectrum	2,410	Represented Buyer & Seller
Optimus Building Corporation	Corona	2,410	Represented Seller
Dr. Steve Smith	Rancho Santa Margarita	2,332	Represented Buyer
R. Rubinstein – Koll	Irvine	2,311	Represented Seller
Protel Communications, Inc.	Irvine Spectrum	2,309	Represented Lessor
Robert Krantz – Koll	Irvine	2,294	Represented Buyer & Seller
Javad Mehrvijeh	Irvine	2,278	Represented Seller

User Profile	City	Square Footage Represented	Transaction Type
Termar Enterprises, LLC	Irvine Spectrum	2,257	Represented Seller
Espada Investments LLC	Irvine Spectrum	2,256	Represented Seller
Michel & Jeanne Sommers Family Trust	Irvine Spectrum	2,250	Represented Seller
Bill Shu – Koll	Irvine	2,236	Represented Buyer & Seller
Eliberation.com	Irvine	2,226	Represented Tenant
Walton CWCA Harbor Warner Business Center 50, LLC	Santa Ana	2,222	Represented Landlord & Tenant
Carott Coastal Holdings	Irvine Spectrum	2,187	Represented Seller
Walton CWCA Spectrum 56, LLC	Lake Forest	2,177	Represented Landlord & Tenant
Kolex Int'l	Irvine	2,158	Represented Seller
Gudinez Inc. – Koll	Irvine	2,158	Represented Seller
Zazzle.com	Irvine	2,150	Represented Seller
Pacific Empire – Koll	Irvine	2,148	Represented Seller
BCS/Reza – Koll	Irvine	2,134	Represented Seller
Sequoia Field Holdings, L.P.	Irvine Spectrum	2,095	Represented Seller
Melzer & Dekert – Koll	Irvine	2,094	Represented Buyer
PNH Technology, Inc.	Irvine Spectrum	2,078	Represented Lessor
Walton CWCA Irvine 57, LLC	Irvine Spectrum	2,078	Represented Landlord & Tenant
Walton CWCA Harbor Business Center 49, LLC	Santa Ana	2,060	Represented Landlord & Tenant
Walton CWCA Irvine GL 57, LLC	Irvine Spectrum	2,040	Represented Landlord
Reza Horramian – Koll	Irvine	2,035	Represented Seller
Target Corp. – Low Development	Irvine	2,035	Represented Seller
Abravanel – Low Development	Irvine	2,035	Represented Seller
Abravanel – Low Development	Irvine	2,035	Represented Seller
Ken Massrey – Low Development	Irvine	2,035	Represented Seller
Andrew Hsu – Low Development	Irvine	2,035	Represented Seller
Casey Chien – Low Development	Irvine	2,035	Represented Seller
In 2 Investments, LLC	Irvine Spectrum	2,035	Represented Lessor
La Jolla Pacific – Koll	Irvine	2,022	Represented Seller
Edenroys	Tustin	2,000	Represented Tenant
My Wholesale Baby	Irvine Spectrum	1,985	Represented Lessor
Walton CWCA Harbor Warner Business Center 50 LLC	Santa Ana	1,922	Represented Landlord & Tenant
Norton Insurance	Irvine	1,908	Represented Landlord
Smartview – Koll	Irvine	1,894	Represented Buyer & Seller
Motorcycle USA, LLC	Irvine	1,887	Represented Lessee
Purio Environmental Water Source, Inc.	Santa Ana	1,848	Represented Lessor
Walton CWCA Harbor Warner Business Center 50, LLC	Santa Ana	1,837	Represented Landlord & Tenant
Walton CWCA Harbor Warner Business Center 50, LLC	Santa Ana	1,832	Represented Landlord
JPS Designs, Inc.	Santa Ana	1,820	Represented Lessor
Omron Electronics	San Jose	1,802	Represented Tenant
Cybermexx – Koll	Irvine	1,725	Represented Buyer & Seller
Walton CWCA Harbor Business Center 49, LLC	Santa Ana	1,651	Represented Landlord
All Star Jumper Rentals, LLC	Irvine Spectrum	1,647	Represented Tenant
Walton CWCA Irvine 57, LLC	Irvine Spectrum	1,647	Represented Landlord
Eric & Jana Trabert	Irvine	1,625	Represented Buyer & Seller
Ampco Parking	Irvine	1,583	Represented Tenant
Optimus Building Corporation	Corona	1,503	Represented Seller
Walton CWCA Harbor Warner Business Center 50, LLC	Santa Ana	1,501	Represented Landlord & Tenant

User Profile	City	Square Footage Represented	Transaction Type
Bjorkman Greeting Cards	Irvine	1,500	Represented Tenant
Vorhees Photography	Irvine	1,500	Represented Tenant
Walton CWCA Irvine 57, LLC	Irvine Spectrum	1,479	Represented Landlord & Tenant
Walton CWCA Irvine 57, LLC	Irvine Spectrum	1,478	Represented Landlord & Tenant
Optimus Building Corporation	Corona	1,474	Represented Seller
Walton CWCA Harbor Warner Business Center 50, LLC	Santa Ana	1,460	Represented Landlord
Red Exhibits, Inc.	Irvine	1,456	Represented Tenant
Zalke Family Trust	Irvine Spectrum	1,450	Represented Seller
Ferrocci / Generation Escrow	Laguna Hills	1,404	Represented Tenant
Treasured Moments Ultrasound	Santa Ana	1,367	Represented Lessee
Walton CWCA Harbor Business Center 49, LLC	Santa Ana	1,350	Represented Landlord & Tenant
Realty Trac	Lake Forest	1,341	Represented Tenant
Walton CWCA Irvine 57, LLC	Irvine Spectrum	1,320	Represented Landlord
Walton CWCA Harbor Business Center 49, LLC	Santa Ana	1,300	Represented Landlord
The Khatib Group, GP	Irvine Spectrum	1,280	Represented Seller
Staminus Communication, Inc.	Irvine Spectrum	1,280	Represented Seller
International Custom Designs	Irvine Spectrum	1,279	Represented Seller
Ramin Heydari	Irvine Spectrum	1,252	Represented Seller
Walton CWCA Harbor Business Center 49, LLC	Santa Ana	1,240	Represented Landlord
Walton CWCA Harbor Business Center 49, LLC	Santa Ana	1,127	Represented Landlord & Tenant
Walton CWCA Harbor Business Center 49, LLC	Santa Ana	1,120	Represented Landlord & Tenant
Typegraphics, Inc.	Irvine	1,000	Represented Tenant
Walton CWCA Irvine 57, LLC	Irvine Spectrum	992	Represented Landlord & Tenant
Walton CWCA Harbor Business Center 49, LLC	Santa Ana	975	Represented Landlord & Tenant
Mike Fitzpatrick	Irvine Spectrum	972	Represented Lessor
Omid Soutekashan	Irvine Spectrum	972	Represented Lessor
Walton CWCA Irvine GL 57, LLC	Irvine Spectrum	972	Represented Landlord
Walton CWCA Harbor Warner Business Center 50 LLC	Santa Ana	904	Represented Landlord & Tenant
Beach Business Service, Inc.	Santa Ana	887	Represented Lessor
Walton CWCA Harbor Warner Business Center 50 LLC	Santa Ana	828	Represented Landlord
Behr Process Corporation	Santa Ana	734	Represented Tenant
Walton CWCA Harbor Warner Business Center 50 LLC	Santa Ana	712	Represented Landlord & Tenant
Paul Gemmell	Santa Ana	709	Represented Lessor
Walton CWCA Harbor Warner Business Center 50 LLC	Santa Ana	667	Represented Landlord & Tenant
Walton CWCA Harbor Business Center 49, LLC	Santa Ana	360	Represented Landlord & Tenant

DEVELOPMENT/INVESTOR CLIENTS INCLUDE:

Optimus Building Company*

The Irvine Company*

Acacia Development*

Trammell Crow Company

Rouse & Associates

Flautt Properties

Haseko (California), Inc.*

Larwin-Rosedale Properties*

Park/Abrams Development*

Cypress Land Company

Altair Investments*/Derby Holdings

Principal Financial Group*

Equitable R.E. Investment Mgmt.*

JMB Properties*

RREEF*

Western States Technologies

Makena Properties

Heitman Properties*

Peterson Properties*

Sanderson J-Ray*

Duke-Weeks

Werdin Corporation*

Hewitt Trust

Segerstrom Properties

Western Realco

Kilroy Realty*

Schiffman Enterprises*

Walton Capital*

Washington Capital Management*

Roosevelt Capital*

MCA Partners*

Maniciaci Family Trust*

Angelo, Gordon & Company

Investment Building Group

Moulton Niguel Water District*

Irvine Ranch Water District*

R.E. Investment Trust Co. of Calif.*

Center Point Properties

TCW

Burnham Ward Properties*

Hunsaker Development

Jaffee Real Estate Company*

Bristol Group, Inc.*

Union Bank of Switzerland*

The Koll Company*

Catellus Development*

Crown Assoc. Realty, Inc.*

Kugel Trust*

Sares-Regis*

Pacific Industrial Properties

Schnitzer Investments

Carson Estate Company

PM Realty Advisors*

Prologis

Blackmore & Assoc.*

Peterson Properties*

Master Development

Sanchez Trust*

Warland

Bixby Land

Turner Development

Layton-Belling & Associates* (LBA)

Rexford Industrial*

Werdin-Ewing Development*

Kahl & Goveia*

US Bank* - REO

Bank of America* - REO

GE Capital* - REO

Orange County Sanitation District*

TA Realty

***Exclusive Assignment**