

COMMERCIAL BROKERAGE: WINNER

Colliers negotiates one-of-a-kind deals – twice

'It sounds a little cliché, but we really believe the secret to our success is that we have great people.'

– Jeff Fredericks, Colliers International

BY LINDA TAAFFE

Colliers International has been long associated with Silicon Valley's major commercial real estate transactions since its early beginnings in the 1990s. Over the past year, however, the

building, which sat vacant since 2002, is among the largest deals recorded for that district, according to Colliers.

From August 2010 to July 2011, the brokerage firm has been involved in 958 transactions with a value exceeding \$1.5 billion.

Jeff Fredericks, senior managing partner of Colliers International's San Jose/Silicon Valley office, said even during the economic slump, the group's number of transactions remained steady.

"When the market was down, there were fewer sales transactions that were happening, and lease transactions were for shorter terms and at lower rents," he said. "Of course, that impacted our revenues, but the key for us was to provide the best possible service for our clients, who were also having a tough go. Given that, our number of transactions did not go down, we feel like we succeeded in that effort."

Colliers is the third largest commercial real estate services company in the world with 480 offices in 61 countries. The firm employs more than 12,700 professionals worldwide.

Fredericks said the company is "not in the practice of stack rating our deals," but it's hard to ignore the significance of the deal Oracle did with Facebook.

"Really though, many of our deals were

commercial brokerage firm's name has taken on even bigger proportions as Colliers agents closed two of the largest transactions of their kind in the Bay Area — ever.

Colliers represented Oracle America Inc. in the sale of the

COLLIERS INTERNATIONAL

NUMBER OF TRANSACTIONS: 958

VALUE OF TRANSACTIONS: \$1.5 billion

NOTABLE DEAL: Oracle's long-term lease of Sun Microsystems campus to Facebook Inc.

10-building, 57-acre, 1 million-square-foot former Sun Microsystems campus site, which Facebook Inc. is leasing as its new headquarters, and the firm negotiated the lease of the 17-story Sobrato Building in San Jose's central business district to PricewaterhouseCoopers LLP. The Facebook deal is one of the largest for office or research-and-development space in valley history and the Sobrato



VICKI THOMPSON

BIG DEALS: Jeff Fredericks, senior managing partner at Colliers International, said the firm's transactions have remained steady, even during the economic slump.

equally significant to the brokers who did them and the clients they served," he said. Other notable transactions by Colliers include: Rockpoint Capital's purchase of Applied Materials' five-building, 310,671-square-foot R&D/office Central Campus in Santa Clara; Apple Inc.'s long-

term lease of the 213,000-square-foot office in Cupertino; and Intuitive Surgical Inc.'s purchase of three R&D buildings on Kifer Road in Sunnyvale.

"It sounds a little cliché, but we really believe the secret to our success is that we have great people," Fredericks said.