



Bruce Horton

SENIOR VICE PRESIDENT
Silicon Valley
CA License No. 00696242



bruce.horton@colliers.com

EDUCATION

B.S. and M.B.A.
University of New Mexico

AFFILIATIONS OR MEMBERSHIPS

Licensed California Real Estate Broker

Member of Sigma Alpha Epsilon Fraternity

Eagle Scout

CONTACT DETAILS

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Colliers International
450 West Santa Clara Street
San Jose, CA 95113
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AREA OF EXPERTISE

Bruce's areas of specialization include leasing and sales of office, R&D and industrial properties, as well as investment sales.

With over 35 years of commercial real estate experience, Bruce prides himself in his ability to guide owners and occupiers of commercial real estate achieve the best market driven transaction possible. Bruce is a trained negotiation expert, having completed the KARASS Effective Negotiating® program as a contract negotiator for Sandia National Laboratories in 1975. His understanding and use of the Effective Negotiating® win-win strategies has helped him conclude over 675 lease or sale transactions.

PROFESSIONAL ACCOMPLISHMENTS

- Association of Silicon Valley Brokers (ASVB) Hall of Fame -1996
- Top 20 - Grubb & Ellis Nationwide in 1984
- Top 50 - Grubb & Ellis Nationwide in 1984, 1994, 1996, 1998
- Top Producer - Industrial/Technology Division - Grubb & Ellis San Jose Office in 1983, 1984, 1986, 1989, 1990, 1991, 1994, 1996

BUSINESS AND EDUCATIONAL BACKGROUND

Bruce began his commercial real estate career as an industrial specialist at Grubb & Ellis in their San Jose office.

After almost 30 years at Grubb and Ellis, Bruce was recruited to join Kidder Mathews of Northern California as a Partner in their newly established Silicon Valley Office. He served on the board of directors for Kidder Mathews of Northern California from 2010-2012.

Bruce joined Colliers International in June 2016 after owning and operating his own commercial real estate brokerage company in Los Gatos.

Bruce's earlier work experience includes acting as a contract negotiator at Sandia National Laboratories for four years. He also served as an officer in the United States Navy.



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MAJOR TRANSACTIONS - TENANT REPRESENTATION

Address	Size
Adept Technology	730,000 SF*
Thermo Fisher Scientific	480,000 SF*
VISX	350,000 SF*
Exar	181,500 SF*
Pay 'N Pak Stores	180,000 SF*
Xidex	180,000 SF
Spectra Physics	175,000 SF*
Marconi	141,000 SF
LSI Logic	140,250 SF*
Semiconductor Systems, Inc.	121,000 SF
Kennedy Associates	120,000 SF
Televideo	110,000 SF
Data General Corporation	100,000 SF
Linear Technology	100,000 SF
Apple Computer	82,500 SF

MAJOR TRANSACTIONS - BUSINESS PARKS EXCLUSIVELY REPRESENTED

Address	Size
Town Center Business Park, Milpitas (Prudential)	700,000 SF + 15 Acres (Lease and Sale)
Mission Falls Business Park, Fremont (TIAA CREF)	250,000 SF + 12 Acres (Lease and Sale)
Marathon Business Center, Fremont (SPARKS Properties)	435,000 SF (Lease and Sale)
Amdahl Campus, Santa Clara (Amdahl Sublease)	450,000 SF
Boatman Business Park, Santa Clara (TMI Analysis, Inc.)	240,000 SF



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MAJOR TRANSACTIONS - LAND SALES

Address	Size
Bell Savings	42 Acres
Thermo Fisher Scientific	22 Acres
General Electric	20 Acres
O'Donnell/Hopkins	20 Acres
Owens Corning	19 Acres
Spieker Properties	17 Acres
Exar	13 Acres
Hitachi Instruments	10 Acres
Wells Fargo Bank	10 Acres

MAJOR TRANSACTIONS - INVESTMENT SALES

Address	Size
River Oaks R&D	200,000 SF
Xidex Sale/Leaseback	180,000 SF
Prudential Town Center	160,000 SF
Lafayette Business Center	158,000 SF
Stewart Park	120,000 SF
Terra Bella R&D	113,000 SF
Porter Drive R&D	93,000 SF
Almanor R&D	86,000 SF



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CLIENTS REPRESENTED

Adept Technology	Linear Technology
Amdahl	LSI Logic
Apple Computer	Marconi
Aromat	Owens Corning
AT&T	Pay 'N Pak Stores
Bell Savings & Loan	PG&E
Benetec	Prudential
Cahners Publishing	Qume
Data General Corporation	Sony
Digital Power Corporation	Spectra Physics
Dionex Corporation	Spieker Properties
Eaton Corporation	SSR Realty Advisors
Electronic Data Systems	TIAA CREF
Focal Communications	Teledyne
General Signal	Thermo Fisher Scientific
Hitachi America	Trammell Crow Company
Hitachi Instruments	Tyco
Kaiser Foundation	VISX
Kennedy Associates	Wells Fargo Bank