



Jim Abarta

EXECUTIVE VICE PRESIDENT
Pleasanton, California



jim.abarta@colliers.com

ACHIEVEMENTS & ACCOLADES

2012/2014 - #1 Colliers Parrish International Broker of the Year (Northern California & Nevada)

2014 - #2 Colliers International Broker in the Americas (North America, South America, Latin American & Canada)

2013 - #5 Colliers International Broker in the Americas (North America, South America, Latin American & Canada)

8-time Colliers International Everest Award (Top 10% of Colliers International Professionals), since its inception

Member of Colliers International's National/Global Occupier Advisors Group. (OA) (Total of 75 Top Tenant Rep/ Occupier Services Brokers in the U.S. & Canada, EMEA & APAC)

2010/2012/2014/2017 Broker of the Year - Irvine Company

2012 San Diego Business Journal - Office Deal of the Year

2012 San Diego Business Journal - Finalist for the most Innovative Deal of the Year

2008/2010/2012/2013/2014/2016/2017 #1 Colliers Parrish International Broker of the Year (Pleasanton Office)

2008 Office/R&D Silicon Valley Broker of the Year- Association of Silicon Valley Brokers (ASVB)

2008 Ranked #2 in Silicon Valley Business Journal's Top 25 Commercial Real Estate Brokers

EXPERIENCE

Jim Abarta has been involved in commercial real estate since 1983 and has dedicated his career to representing corporate real estate tenants. Jim joined Colliers International in 1996 as a Senior Vice President/Principal of the company.

Jim has performed as the top producing broker in 2012/2014 and in the top 10 (out of over 250 brokers) in total sales production for 15 of his 20 years with Colliers International. Jim has also been recognized in the top five in production in ten of those 20 years and has in all the other years been a member of the 90/10 club for outstanding sales achievement.

In 2012-2013 he was the #5 Colliers International Broker in the Americas (North America, South America, Latin American & Canada), and in 2014 he became #2 Colliers International Broker in the Americas.

Prior to joining Colliers International, Jim was a Partner at Wayne Mascia Associates for 12 years (1984 - 1996). He performed in the top three at Wayne Mascia Associates for 12 consecutive years and was the top producer in 1992, 1994 and 1995.

Prior to Wayne Mascia Associates, Jim was voted the top new broker of the year (1983) at Bishop Hawk for their six West Coast offices.

AREA OF EXPERTISE

Since 1983 Jim has specialized in Corporate Real Estate advisory, strategic real estate planning, consulting and brokerage services in representation of tenants in the Silicon Valley/Greater Bay Area and globally in Asia, Europe and Latin America.

Jim has negotiated over 850 separate transactions totaling over 13 million square feet. His vast experience in the market and the relationships he has developed give Jim first hand knowledge to smoothly guide a client through the transaction process, from space projection and planning to site evaluation to the eventual lease negotiation or sale negotiation and move in.

KEY STRENGTHS

- > Globally driven with an understanding of global market insights.
- > Significant transactional experience globally in acquisitions, leasing, consolidation and negotiation skills.
- > Ability to work well independently and under pressure while being flexible and available to change within a team environment.
- > A team leader responsible for implementing consultative, thoughtful yet definitive ideas.
- > Strong results orientated person who can contribute to an organizations bottom line.

REPRESENTATION

A partial list of clients that Jim has represented in the past include Aerohive Networks, Citrix Systems, Data Domain/EMC, Dorado/Corelogic, FireEye, Fortinet, General Electric, ServiceNow, Ruckus Wireless, Sears Holdings and Smart Modular Technologies.

Jim's comprehensive understanding of the real estate market and corporate facilities needs make him highly qualified and capable of providing a unique and valuable service to his clients.

Jim has had the opportunity to represent his clients outside the United States, in Asia, Europe, and Latin America in more than 85 different transactions and more than 1 million square feet of transactions.

References available upon request.



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CONTACT DETAILS

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FAX +1 925 463 0747

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Colliers International
3825 Hopyard Rd. Suite 195
Pleasanton, CA 94588

www.colliers.com

MAJOR TRANSACTIONS

Clients	Size of Transaction Type of Transaction
ServiceNow	1,639,357 SF Building Leases
Fortinet	570,570 SF Building Lease/Sale
Citrix Systems	489,250 SF Building Leases
Clarify, Inc.	479,423 SF BTS/Building Leases
Data Domain / EMC	306,945SF Building Leases
Pericom Semiconductor	294,611 SF Building Leases/Renewal/Building Sale
ESS Technology	291,013 SF Building Leases / Building Sale
SMART Modular Technologies	283,740 SF Building Sale/Leases
HMT Technology	280,022 SF BTS/Lease/Sale/Renewals



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MAJOR TRANSACTIONS CONTINUED

Logistix	227,877 SF Building Leases
Rand McNally	208,496 SF Building Leases
Mylex	207,069 SF Building Leases/Renewal
ACT Manufacturing	200,240 SF BTS / Lease
Ruckus Wireless	180,000 SF Building Leases
InterTrust Technologies/PublishOne	160,666 SF Building Leases
HAL Computer Systems/Fujitsu	156,968 SF Building Leases/Renewal
Xidex	156,229 SF Sale-Leaseback/Leases
Volterra	147,975 SF Building Leases
Flextronics	139,740 SF Building Leases



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Kalpana/Cisco Systems	134,400 SF Building Leases
Claris/Apple Computer	134,000 SF Building Lease
Elma Electronics	109,184 SF Building Leases
Grand Junction Networks/Cisco	96,600 SF Building Leases
Trapeze Networks	96,386 SF Building Lease/Renewal
New Wave Research	65,520 SF Building Leases
Bivio Networks	65,150 SF Building Leases
Zycad Corporation	61,454 SF Building Leases
Hewlett Packard	60,133 SF Building Sale
Cellotape	55,000 SF Building Lease
Aerohive Networks	52,168 SF Building Leases
Storageway	51,767 SF Building Leases



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MAJOR TRANSACTIONS CONTINUED

Dorado Network Systems/Corelogic	48,478 SF Building Leases
Nishan Systems	48,000 SF Building Lease
Combinet/Cisco Systems	46,000 SF Building Lease
Visioneer	41,472 SF Building Lease
General Electric	35,282 SF Building Lease