

Voit Real Estate Services

Glen Volk

Senior Vice President

CAREER SUMMARY

Glen Volk's twenty-eight year commercial real estate career has focused on sales and leasing of Industrial, R&D and Office properties in San Diego County with an emphasis on the central San Diego county marketplaces. His clients benefit from his sophisticated analytical skills and a commitment to providing the highest quality real estate services available. He has been involved in over 1,500 transactions totaling over 5 million square feet and an estimated transaction value of over \$400 million dollars.

Occupational History

- **Voit Real Estate Services** 1988 - Present
Senior Vice President
- **Business Properties** 1984 - 1988

AWARDS & ACCOMPLISHMENTS

- Top Producer – San Diego Office (2000, 2002, 2004)
- Top Five Producer, San Diego (1989-2010)
- Member SIOR, Industrial Specialist
- CoStar – Top 25 Power Broker of the Year – Leasing Transaction (2004, 2005, & 2010)

EMAIL: gvolk@voitco.com

PHONE: 858.458.3370

FAX: 858.453.1981

LIC. NO: 00859621



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PARTIAL CLIENT LIST

- A-1 Carpet Care
- AT&T
- AT Systems
- Anderson Direct
- Aramark Corporation
- Bell Atlantic Corporation
- California Tile
- Canyon Pottery
- Commercial Contractors
- Communications Plus
- Coast Income Properties
- Curtis Management Company
- D&D Processing
- Dana Bedding
- Design Synthesis
- Diversified Copier Products
- Drain Patrol
- Euroamerican
- Farmers Brothers Coffee
- Federal Express
- Fun Bike Center
- Heath Zenith Corporation
- Hawthorne Lift Systems
- Hose Pros, The
- Interstate Batteries
- Team Reprographics
- Industrial Metal Supply, Inc.
- Indyme Electronics
- International Business Associates
- Intertel Telephone Systems
- Jefferson-Smurfit Group
- KDR Enterprises
- Mail Boxes Etc.
- McGrath Development, Inc.
- Mirror, Shower & Glass
- Mossy Nissan
- Nasland Engineering
- New Way Landscape
- Now Express Cartage
- Olhausen Billiard Manufacturing
- Pacific Bell
- Pella Windows and Doors
- RSI Roofing
- Ridout Plastics
- Robot Research, Inc.
- SBC Communications
- SDG&E
- San Diego Brick & Tile
- Sensormatic Corporation
- Sterling Business Forms
- United Auto Group
- United Van Lines
- World Trans Services

NOTABLE TRANSACTIONS

- **HM Electronics, Inc., Sorrento Mesa, 66,000 Square Feet and Poway, 71,000 Square Feet:** This tenant has been represented by Glen Volk since 1986. Most recently in their 71,000 square foot relocation to Poway.
- **Hawthorne Retail Center:** Responsible for the \$10 Million sale of land in Kearny Mesa (approximately 10 acres).
- **McGrath Development, Inc.** Exclusively represented McGrath with a \$10 Million exchange requirement. Responsible for selling five projects totaling in excess of 250,000 square feet.
- **9025-9045 Balboa Avenue:** Responsible for the sale of 9025-9145 Balboa Avenue to LBA Realty. This 105,000 office/industrial project sold for \$9.6 million and was renovated by LBA. Subsequently, we leased it to three tenants, Maric Collage, Therapeutics, Inc., and Ultra Neon Signs.
- **Fluid Systems Corporation, Scripps Ranch, 120,000 Square Feet:** Fluid Systems Corporation is one of the world's largest manufacturers of filter material for water purification plants. Glen represented this company in two lease renewals of 92,000 square feet and a new facility lease of 28,000 square feet.
- **N.N. Jaeschke, Inc., Sorrento Mesa, 32,000 Square Feet:** N.N. Jaeschke is one of the largest condominium property management firms in the County. They selected Glen Volk to represent their best interest and over 40 facilities were considered on a lease or purchase basis. 9610 Waples Street offered an excellent opportunity for N.N. Jaeschke to take advantage of a sagging real estate market. They acquired a "flex" building, which offered a quality corporate image from Grossmont Bank.



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REFERENCES

- **AT&T**

Mr. Michael Johsz
(714) 259-3133
15 year client
Multiple transactions

- **California Tile Company**

Mr. Greg Colgate, President
(858) 335-7273
28 year client
Multiple transactions

- **H.M. Electronics**

Ms. Mitzi Dominguez
(858) 535-6012
26 year client
Multiple transactions

- **Intelligent Technologies, Inc.**

Mr. Don Kutz, Vice President
(858) 458-1500
26 year client
Multiple transactions

- **New Way Landscape**

Mr. Randy Newhard
(619) 851-2529
28 year client
Multiple transactions

- **Ridout Plastics, Inc.**

Mr. Elliot Rabin, President
(858) 560-1551
25 year client
Multiple transactions

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