

# Voit Real Estate Services

## Harry Stone *Investment Services Group*

### EXPERTISE

Harry Stone has specialized in the acquisition, disposition, leasing and consulting of industrial and office investment property transactions for more than 25 years in San Diego County. He has expertise in strategic marketing and transaction structuring/negotiating.

Over the course of his successful career, Harry has completed transactions valued in excess of \$1.2 Billion. Since 2004, he has closed transactions comprising more than \$255 Million worth of property in the San Diego region. In the investment market in San Diego, bringing in offers and opening escrows is not enough. The most difficult part of the process is getting the deals closed. Since 1990, Harry has closed 95% of the escrows he has opening; with this closing ratio demonstrating the ability for him to see the job through the entire process until closing.

His emphasis on developing long term relationships has resulted in a number of private and institutional investor clients that have been with him since the beginning of his career.

His analytical abilities coupled with his understanding of market conditions and the Southern California investment market have allowed Harry to make profitable investment decisions for his clients regardless of market conditions. In difficult markets, Harry identifies investment opportunities positioned to benefit from market turnarounds. In strong markets, he helps clients by identifying undervalued opportunities that will remain profitable even in a downturn.

### EXPERIENCE

2001-Present Voit Commercial Brokerage, San Diego, CA  
Senior Vice President, Investment Services Group

1995-2001 Grubb & Ellis Company, San Diego, CA  
Vice President/Senior Marketing Consultant,  
Investment Services Group

### EDUCATION

Mr. Stone's educational background includes a Bachelor of Liberal Arts and Sciences, Political Science from the University of Southern Illinois.

### AWARDS AND RECOGNITIONS

- Top Ten Producer, Company-Wide, 1996, 1998, 1999, 2000
- Top Five Producer, San Diego, 2003, 2004, 2005, 2006 and 2007
- Top Producer, San Diego, Grubb & Ellis, 1997
- Member NAIOP (National Association of Industrial and Office Professionals)

### REFERENCES FURNISHED UPON REQUEST

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