

# Voit Real Estate Services

## Glen Volk, SIOR Senior Vice President

### OCCUPATIONAL HISTORY:

- Voit Commercial Brokerage  
SIOR, Senior Vice President  
1988 – Present
- Business Properties  
1984-1988

### PROFESSIONAL EXPERIENCE:

Glen Volk's twenty-four 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.

### ACHIEVEMENTS:

- Top Producer – San Diego Office (2000, 2002, 2004)
- Top Five Producer, San Diego (1989-2008)
- Member SIOR, Industrial Specialist
- CoStar – Top 25 Power Broker of the Year –  
Leasing Transaction (2004 and 2005)

### LARGER TRANSACTIONS – (Partial)

- 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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Lic. #00859621

Voit Commercial Brokerage, Lic. #01333376



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## OTHER TENANT/ BUYERS INCLUDE:

|                                   |                             |
|-----------------------------------|-----------------------------|
| 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             |
| 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        |



**Voit**

**Real people. Real solutions.™**