

## Jeffrey S. Weil SIOR CCIM MCR.h

COMMERCIAL REAL ESTATE SALES & LEASING EXPERT WITNESS  
EXECUTIVE VICE PRESIDENT

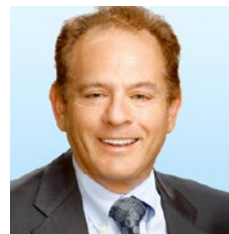
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CA License #00786195

1850 Mt. Diablo Boulevard, Suite 200

Walnut Creek, CA 94596



### 41+ yrs. experience in commercial real estate

#### PROFESSIONAL EXPERIENCE SUMMARY

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Specialized in the sale and leasing of commercial properties since 1976, including exclusive tenant representation of lease renewals, lease restructuring, office facility relocation, laboratory and research & development, office property sales and build-to-suits.

Exclusively represented tenants, such as Pacific Gas and Electric Company (165,000 sf), Thoratec (67,000 sf), AT&T (700,000 sf), State Farm (45,000 sf), Roche Diagnostics (45,000 sf), Impell (120,000 sf), Nationwide Insurance (72,000 sf) and numerous other firms.

Over 100 completed sales transactions ranging from 5,000 to over 200,000 square feet of investment, owner/user office, retail, industrial land, and other types of commercial properties.

#### SUBMARKET FOCUS

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- |                |            |              |
|----------------|------------|--------------|
| • Walnut Creek | • Concord  | • Martinez   |
| • San Ramon    | • Dublin   | • Pleasanton |
| • Oakland      | • Berkeley | • Lafayette  |

#### INDUSTRIES REPRESENTED

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- |                   |             |               |
|-------------------|-------------|---------------|
| • Legal           | • Insurance | • Accounting  |
| • Financial       | • Tech      | • Engineering |
| • Medical Devices | • Biotech   | • Corporate   |

#### SPECIALTIES

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|---|----------------------------------|
| • Exclusive Tenant Representation in lease renewals, expansions and relocations |                                  |
| • Property Acquisition and Disposition  | • Corporate Real Estate Strategy |
| • Surplus Property Disposition  | • Build to Suit                  |
| • Land Sales  |                                  |

#### WORK HISTORY

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- February 7, 2000 to present, Executive Vice President, Colliers International, Walnut Creek, CA
- October 11, 1976 to February 4, 2000, Senior Vice President, Grubb and Ellis, Oakland / Walnut Creek, CA

#### EDUCATION

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- MBA, School of Business, University of California at Berkeley, 1976
- BS, School of Business, University of California at Berkeley, 1975

#### DESIGNATIONS & PROFESSIONAL MEMBERSHIPS

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- Society of Industrial and Office Realtors (SIOR), 1985 to present
- Certified Commercial Investment Member (CCIM), 1981 - 1989
- Master of Corporate Real Estate with Honors (MCR.h), 1997- 2003
- Associate Member, Forensic Expert Witness Association
- Affiliate Member, Contra Costa County Bar Association

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### PUBLISHED ARTICLES

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- "Major Trends in Urban & Suburban Law Firm Office Space Design",  
Contra Costa Lawyer Magazine
- "Retrofitting Commercial Properties Towards Net-Zero Energy",  
RINA Accountancy Corporation blog
- "Designing for Millennials: Trends in Law Firm Office Space",  
Contra Costa County Lawyer Magazine
- "All Tenants All the Time",  
Commercial Investment Real Estate Journal
- "Anatomy of a Commercial Lease",  
Corporate Real Estate Executive
- "The Art of Subleasing Office Space",  
Commercial Investment Real Estate Journal

### RECENT SPEECHES

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- "Commercial Real Estate Forecast 2018",  
Presentation to RINA Accountancy Corporation partners and clients, January 16, 2018
- Commercial Real Estate Case Study,  
Presentation to UC Berkeley students, November 30, 2017
- "The Future of Office: 2022 and Beyond",  
Presentation to Commercial Real Estate Women (CREW), September 19, 2017
- Commercial Real Estate Forecast,  
Presentation to Miller Starr Regalia partners, January 26, 2017
- "Most Commonly Negotiated Commercial Real Estate Lease Clauses",  
Presentation at Contra Costa County Bar Association, January 20, 2017
- "2017 Commercial Real Estate Forecast: Retail, Office, Industrial, Multi-Family",  
Presentation to RINA Accountancy Corporation partners and clients, January 17, 2017
- Keynote Speaker at the Leadership Contra Costa 2016 Graduation Ceremonies, 2016