

JMB signs master listing agreement with Company

A master listing agreement has been signed by JMB with Coldwell Banker Commercial Group, initially covering 11 properties across the United States with a total value of \$60 million. JMB is one of the largest institutional owners of real estate in the U.S. and Canada.

The agreement was negotiated for the Company by Mike McLaughlin, National Accounts/Marketing officer based in Chicago, with assistance from regional counsel Jim Hochman, over a period of about six months.

"This will make it easy for JMB to do business with us throughout the country," McLaughlin said. "Not having to renegotiate listing agreements on every new opportunity is a major advantage that CBC has over its competitors that do not do business on a national basis."

The initial listings are:

Colonia Verde shopping center, Tucson (82,317 square feet, salesmen Greg Furrer and Pat Darcy, Tucson office)

Gulton Court, Albuquerque (78,853 square feet, salesmen Mike McCoun and David Roche, Albuquerque)

Nestle, Columbus, OH (83,000 square feet, salesperson Xandra Falenski, Columbus)

Pan Am Center, Albuquerque (90,600 square feet, salesmen Mike McCoun and David Roche, Albuquerque)

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\$48.5 million loan set for Von Karman center

A permanent, fixed-rate loan in the sum of \$48.5 million was provided by Aetna Life & Surety Co. for Von Karman Corporate Center in Irvine, CA, a 453,155-square-foot office and R&D project of Von Karman Associates.

Financing was arranged by Hal Rose of Coldwell Banker Commercial Mortgage Banking Services' Los Angeles office. Located on more than 25 acres, the project consists of nine two-story buildings with parking for 1,800 cars.



CLIENT QUARTERLY

Published by Coldwell Banker Commercial Group

Volume 25, Number 1, January 1990

One Market Plaza in San Francisco becomes largest brokerage, management account

Coldwell Banker Commercial Real Estate Services (BROKERAGE AND MANAGEMENT) acquired the largest office-retail account in their respective 83- and 67-year histories when they earned the management and leasing contracts for one of the nation's premiere downtown multi-use business complexes, One Market Plaza in San Francisco.

Completed in 1976, the development encompasses some 1.8 million square feet. It contains 1.4 million square feet of space in two office buildings of 27 and 43 stories, 66,000 square feet of retail space, more than an acre of glass-enclosed, landscaped atrium mall, and some 600 parking spaces under the high-rises and in an eight-level garage a block away.

The 1976 high-rise and atrium part of One Market Plaza adjoins the 1917 landmark Southern Pacific headquarters to form a complex covering the equivalent of two city blocks.

The office space, which is 97 percent leased, accommodates the headquarters of Del Monte Corp., the main Northern California office of Arthur Andersen & Co., the large law firm of Brobeck Phleger & Harrison, Fireman's Fund Insurance Co., and many other tenants.

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ONE MARKET PLAZA

Teradata Corp. will lease 335,000 sq. ft. of office space in Pacific Corporate Towers for \$100 million

Under terms of an agreement valued at more than \$100 million, Teradata Corporation has agreed to lease 335,000 square feet of office space in Pacific Corporate Towers, El Segundo, near Los Angeles International Airport.

The 11-year lease was the result of an aggressive office marketing program instituted by owner Pacific Financial Group with assistance from Coldwell Banker Commercial Real Estate Services office specialists John Ayoob and Grafton Tanquary of the South Bay office.

Teradata will occupy 14 floors of a 20-story office tower with options on additional space at future dates.

In 1987 Beverly Hills-based Pacific Financial bought the award-winning, 1.6-million-square-

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Florida investors sign \$14 million lease

A Florida-based investment group, Select Sites, Inc., has entered into a 60-year ground lease valued at approximately \$14 million for a four-acre parcel in Cedar Grove, NJ.

The investors, who plan to erect a 35,000-square-foot retail center on the site, were represented in the transaction by Arthur Weiss and Anthony Sarra of Coldwell Banker Commercial Real Estate Services' Morris County office. Lessor in the transaction was G&G of N.J. Partnership.



\$61 MILLION SALE of Norwalk, CA, office complex by Bechtel Investments Inc. to an investment group led by Hutton Investment Properties brings together participants (from left) Jerry Asher, regional manager of Coldwell Banker Commercial Real Estate Services; Roni Helm and Jim Messinger, San Gabriel Valley office; Chris Felix and Jim Kniest of Hutton; Don MacLellan,