

From the Dallas Business Journal

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Top Brokers, Investment Property Sales

Staff *Dallas Business Journal*

John Alvarado

CBRE

Education: University of Southern California, Bachelor of Science with an emphasis in Real Estate Finance

What year did you start in the industry? 1990

Top deal in 2013: Thanksgiving Tower

What do you enjoy most about being a broker? Interacting with buyers and sellers from all over the country.

Who was your mentor/inspiration? [Jack Minter](#)

What was the most interesting on-the-job experience you've ever had? Having [Dick Cheney](#) walk into the elevator during a building tour and watching everyone bring their chest out and straighten up their posture.

Will Balthrope

Institutional Property Advisors

Education: Colorado College, B.A. English. SMU, MBA in Real Estate

What year did you start in the industry? 1984

Top deal in 2013: Dolce Living in Mansfield

What do you enjoy most about being a broker? Every day is like studying a piece of art – all unique.

What was the most interesting on-the-job experience you've ever had? Trying to sell an owner a building he already owned.

[Brandon Beeson](#)

EDGE Realty Capital Markets

Education: University of Oklahoma; JD from University of Oklahoma Law School.

What year did you start in the industry? 2001

What do you enjoy most about being a broker? Not knowing what's going to happen next.

What was the most interesting on-the-job experience you've ever had? Starting EDGE Capital Markets and partnering with EDGE's already stellar brand.

Gary Carr

CBRE

Education: University of Iowa, Bachelor of Business Administration

What year did you start in the industry? 1980

Top deal in 2013: Millennium Tower

What do you enjoy most about being a broker? The people and the competition.

Lily chang

[Henry S. Miller](#) Brokerage

Education: Master of Science, Computer Science and Mathematics

What year did you start in the industry? 2000

Top deal in 2013: Sold Oaktree Plaza Shopping Center, anchored by **Office Max** and **PetSmart**, Denton.

Who was your mentor/inspiration? [Robert Grunnah](#)

What was the most interesting on-the-job experience you've ever had? A deal took 15 months to close due to ownership hardship. Great teamwork experience.

Chris Cozby

CBRE

Education: University of Texas at Austin, Bachelor of Science in Arts, Economics

What year did you start in the industry? 1985

Top deal in 2013: Sale of Atascocita Commons

Who was your mentor/inspiration? [David Whisenant & Guion Gregg](#), they taught me how to think through an asset.

What was the most interesting on-the-job experience you've ever had? Helping the startup of Thackeray Partners.

Jack Crews**JLL**

Education: University of Arkansas

What year did you start in the industry? 1982

Top deal in 2013: 8333-8343 Douglas Avenue

What do you enjoy most about being a broker? Working with the friends/clients I have developed relationships with over the years in the business.

Who was your mentor/inspiration? [Bob Salsberry](#) when I first got in the business who taught me the basic fundamentals ... and [Henry Knapek](#) who taught me ... the way to respect people no matter what the circumstances are during negotiation of a transaction.

Scot C. Farber**Cushman and Wakefield**

Education: B.B.A., University of Texas at Austin, Finance and Real Estate; M.B.A., University of Texas at Dallas- **International Business**

What year did you start in the industry? I got my license when I was 18 or 19 and interned while I was in college, but the first year after college was in 1989.

Top deal in 2013: Regent Commons, 620,000 square feet, leased to **Citigroup** and State Farm.

What do you enjoy most about being a broker? Helping people and that every day is different.

Nick Fluellen**Marcus & Millichap**

Education: Texas A&M University, BBA in Marketing; Texas A&M University, Master of Land Economics and Real Estate (also CCIM)

What year did you start in the industry? 2004

Top deal in 2013: 624-unit, two property portfolio

What was the most interesting on-the-job experience you've ever had? I think some of the residents you meet when you sell apartments really stand out. I was recording a manager interview when I encountered a unique resident a few years ago. Someone heard the audio, made a video and put it on YouTube. It's called Helium Suit. I'm still waiting for the auto-tuned song to come from it.

[Jack Fraker](#)**CBRE**

Education: University of Texas at Austin, Bachelor of Business Administration

What year did you start in the industry? 1982

Top deal in 2013: U.S. Core Logistics Portfolio

Value of that deal? \$315 million

What do you enjoy most about being a broker? Multiple transactions, national coverage, teamwork, interesting personalities – both sellers and buyers.

Chris Gerard

CBRE

Education: Southern Methodist University, Bachelor of Business Administration

What year did you start in the industry? 2003

Top deal in 2013: NorthCross Shopping Center in Austin

What do you enjoy most about being a broker? The ability to be your own boss and eat what you kill.

What was the most interesting on-the-job experience you've ever had? Developing the Fairlane Green power center in Detroit on top of a former Ford landfill.

Dirk Goris

CBRE

Education: Indiana University, B.S. in accounting; MBA, University of Dallas

What year did you start in the industry? 1985

Top deal in 2013: FX 3 Portfolio

Value of that deal? \$140 million

What do you enjoy most about being a broker? Working with existing clients to continue successful relationships and to develop new clients and relationships.

Tom Grunnah

[Henry S. Miller](#) Brokerage

Education: Lake Forest College, bachelor's degree, (also CCIM)

What year did you start in the industry? 1989

Top deal in 2013: Office complex, Houston

Who was your mentor/inspiration? [Robert Grunnah](#)

Mike Hardage

Transwestern

Education: The University of Texas at Austin, Bachelor of Business Administration

What year did you start in the industry? 1983

Top deal in 2013: 6565 MacArthur at Sierra — 259,822 square feet

What do you enjoy most about being a broker? Every transaction is a totally new story with a unique set of people, attributes and opportunities. It keeps life enormously interesting and challenging.

David Hicks

David Hicks Company

Education: University of Iowa, Bachelor of Science

What year did you start in the industry? 1983

Top deal in 2013: Sale of a total of 165 acres of land in the Twin Creeks Village to JBGL Capital for a mixed-use development.

Value of that deal? \$29.5 million

What was the most interesting on-the-job experience you've ever had? The assembly and purchase of the 71-acre former Kittyhawk Airport (now called The Landings). This purchase involved 11 individual transactions of 5-7-acre home sites, closing a municipal airport with the Federal Aviation Administration, land planning and rezoning the entire property with the city of Allen. It took over two years of relationship building with the homeowners and another year to complete the sales.

Jamie D. Jennings

Stream Realty Partners

Education: Texas Tech University, BBA in finance

What year did you start in the industry? 1997

Top deal in 2013: Portfolio investment sale of 17 industrial buildings

Value of that deal? \$32 million

What do you enjoy most about being a broker? Every day presents new and different challenges.

Who was your mentor/inspiration? I have had many mentors during my career and my biggest daily inspiration is my faith and family.

Harry Lake

Neal Richards Group

Education: University of Hawaii, BBA (triple majored in finance, real estate, and management information systems); Harvard Business School, MBA

What year did you start in the industry? 1999

Top deal in 2013: Sale of [a] healthcare campus

What do you enjoy most about being a broker? Working with people on transactions that have real impact in the community that we serve.

Who was your mentor/inspiration? [Bob Sulentic](#), CEO of CBRE, has been an incredible mentor in my career.

Philip Levy

Marcus & Millichap

Education: Stephen F. Austin State University, bachelor's degree

What year did you start in the industry? 2004

Top deal in 2013: Backwoods Equipment Company

What do you enjoy most about being a broker? The ability to express yourself within your business plan.

Scott Lewis

CBRE

Education: University of Texas at Austin, Bachelor of Business Administration; Southern Methodist University, Master of Business Administration

What year did you start in the industry? 2000

Top deal in 2013: Texas/Georgia Industrial Portfolio (1.9 million square feet)

Value of that deal? The loan value was \$52.2 million

What do you enjoy most about being a broker? I enjoy the variety – no two deals are the same.

Who was your mentor/inspiration? [Robert Frank](#) and [Jay Wagley](#) hired me when I had very little real estate experience. I have always appreciated that, as well as the guidance they have given me over the years.

Josh McArtor

CBRE

Education: Abilene Christian University, BA in Finance

What year did you start in the industry? 1999

Top deal in 2013: Texas Core Portfolio

Value of that deal? Approximately \$160 million

Who was your mentor/inspiration? [Jack Fraker](#) and [Jack Minter](#)

What was the most interesting on-the-job experience you've ever had? Walking the tenant spaces before taking a portfolio out to the capital markets — you never know what is around the next corner — good and bad!

Larry McCorkle

JLL

Education: BBA from East Texas State University

What year did you start in the industry? 1987

Top deal in 2013: Colmena Ranch

What was the most interesting on-the-job experience you've ever had? Successfully closing deals with Triumph Aerostructures.

Brian R. Murphy

ARA

Education: Iowa Wesleyan College, B.A.

What year did you start in the industry? 1995

Top deal in 2013: [Bella Vida](#) at Coyote Ridge in Carrollton (528 units)

What was the most interesting on-the-job experience you've ever had? While my wife was very pregnant, we showed up at a property to count the empty parking spaces at 3 a.m. to prove to the city of Plano that it was not 'over parked'.

Brian J. O'Boyle Sr.

ARA

Education: Ohio University, BBA

What year did you start in the industry? 1979

Top deal in 2013: Cityville Cityplace Apartments & LA Fitness (356 units plus 50,000 square feet commercial)

What was the most interesting on-the-job experience you've ever had? Collecting a commission that was 17 years old. I sold a deal in 1994 and the commission check bounced. Attempts to collect kept me in contact with the investor and when he was ready to sell another property, (he) paid the debt. The added bonus was when I resold the original property the next year (and had the commission wire transferred at closing!).

Jennifer Pierson**CBRE**

Education: Arizona State University, Bachelor of Science in Real Estate Finance

What year did you start in the industry? 1990

Top deal in 2013: No one large transaction — but 17 transactions in total.

Value of those deals? Over \$100 million in total consideration.

What do you enjoy most about being a broker? Jet planes, movie stars, the rock star lifestyle.

What was the most interesting on-the-job experience you've ever had? I am a retail broker; we go to ICSC [International Council of Shopping Centers] [convention] every year. If I reported what happens there, I might have a bounty on my head. What happens in Vegas ...

Jeff Price**JLL**

Education: The University of Texas, BBA in accounting

What year did you start in the industry? 1984

Top deal in 2013: The Park at Monterrey Oaks

What do you enjoy most about being a broker? Relationships that transcend business.

Who was your mentor/inspiration? King Laughlin

Ryan Reid**CBRE**

Education: University of Texas at Austin, Bachelor of Business Administration

What year did you start in the industry? 1999

Top deal in 2013: We sold a portfolio of Class A multi-housing assets that received great interest from the investment community.

What was the most interesting on-the-job experience you've ever had? I was conducting a tour many years ago and when we finished, we realized that one of the buildings in the back of the property was on fire.

Thomas D. Salanty**CUSHMAN & WAKEFIELD**

Education: Indiana University, B.A.

What year did you start in the industry? 1981

Top deal in 2013: Representation of JCP, multiple transactions

What do you enjoy most about being a broker? My business friends and, of course, the closing!

Al Silva

Marcus & Millichap

Education: Texas A&M, BBA in finance

What year did you start in the industry? 2004

Top deal in 2013: McKinney Park Apartments in Denton

Value of that deal? \$11.4 million

What was the most interesting on-the-job experience you've ever had? My most interesting on the job experience was a client dinner at Del Frisco's that after a few drinks turned into a high stakes (as in \$15,000) lemon cake eating contest. Let's just say I ended up eating a whole cake in front of the whole restaurant in just over 3 minutes, and got out of there with my wallet intact. I could've been in big trouble when I got home. Never saw that one coming! They don't teach you that in college.

Taylor Snoddy

Transwestern

Education: SMU Cox School of Business, BBA

What year did you start in the industry? 2005

Top deal in 2013: Back-to-back closings in a two-day period of 600 units (Mill Valley Apartments in Fort Worth and Brookside Apartments in Arlington), with the same buyer.

Value of that deal? More than \$25 million.

What do you enjoy most about being a broker? Winning the business. It's very meaningful when a client gives us a large assignment because they feel our team is the best option to handle it.

Who was your mentor/inspiration? My mom has always been a source of fuel for me. She was a single mother who raised my sister and me.

JOHN ST. CLAIR

HENRY S. MILLER BROKERAGE

Education: University of Texas at Arlington

What year did you start in the industry? 1986

Top deal in 2013: The sale of 50-plus acres in the Tribute Development to a national homebuilder

What was the most interesting on-the-job experience you've ever had? One of the most entertaining moments happened in the late 1980's. I had a meeting with [Ross Perot](#) in his office. Upon entering, he stood up from behind his desk to greet me; of course he was wearing the classic blue suit and white shirt. As he stepped around his desk, he was wearing white running shoes ... greatness!

[Evan Stone](#)

JLL

Education: University of Southern California, Master of Business Administration; University of North Texas, Bachelor of Business Administration.

What year did you start in the industry? 1986

Top deal in 2013: 8333-8343 Douglas Avenue

Who was your mentor/inspiration? My most important role model has been Roy March, who runs Eastdil Secured. He is very relationship oriented and focused on giving 200 percent all the time.

Michael C. Swaldi

JLL

Education: Texas A&M, Bachelor of Architecture; University of Texas at Arlington, Master of Architecture; Southern Methodist University, Master of Business Administration (also AIA, SIOR)

What year did you start in the industry? 1993

Top deal in 2013: Proctor & Gamble distribution center; Triumph (Vought Aircraft) Office; Colmena Ranch Land Sale

What was the most interesting on-the-job experience you've ever had? Looking for a job in architecture in 1993. This was post S&L meltdown and pre-internet. It required going out and knocking on every door that was still open for business and being willing to do whatever task needed doing. Best professional experience I could have asked for.