

# 2005-2010

## C&C Stats



**2004**  
**San Francisco Office**



**2006**  
**Roseville Office**



**2008**  
**Hayward Office**



**2009**  
**Oakland Office**

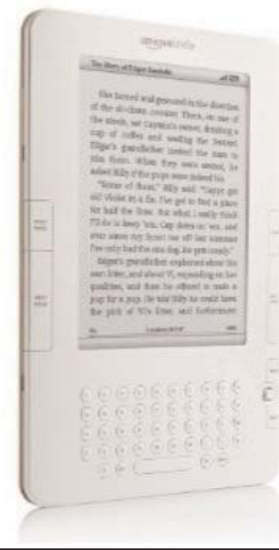
*PDL Protein Design Labs, 2006  
Palm, 2006  
BEA, 2007  
Redback Networks, 2007  
Google, 2007  
Tesla, 2009  
Facebook, 2009  
Linkedin, 2009*

**Structures Awards 2009**  
**WINNER!! Deal of the Year**  
Stanford Research Park hits new road with Tesla

**Structures Awards 2008**  
**Commercial Brokerage of the Year**  
Strength of brokers brings success to Cornish & Carey

## 2007 - eBooks on the Kindle

Amazon's first offering of Kindle in November 2007 sold out in five and a half hours and the device remained out of stock for five months until late April 2008. The original Kindle device, featuring a 6-inch (diagonal) 4-level grayscale display, retailed for \$399. Amazon subsequently lowered the price to \$359. The 250 MB of internal memory in the Amazon Kindle 1 can hold approximately 200 non-illustrated titles, and the memory is expandable with an SD memory card.



## 2007 - the iPhone hits the Market

Initially priced at \$599 and \$499 for the 8 GB and 4 GB models, the Apple iPhone went on sale on June 29, 2007. Apple closed its stores at 2:00 PM local time to prepare for the 6:00 PM iPhone launch, while hundreds of customers lined up at stores nationwide. Early estimates by technology analysts estimated sales of between 250,000 to 700,000 units in the first weekend alone, with strong sales continuing after the initial weekend.

## 2009 - Hudson River Landing

Pilot, Chesley "Sully" Sullenberger brings down the crippled US Airways Flight 1549 in the Hudson River, saving all aboard.

## 2009 - Change is coming

The United States elects the first mixed-race president, Barack Hussein Obama as the 44th President of the United States of America.



**WINNER** **Bigger footprint, exceptional talent behind growth**

BY BRAD BERTON  
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Cornish & Carey Commercial's nearly 220 commercial property service professionals are on track to negotiate \$8 billion in Northern California real estate transactions this year — up nearly 50 percent in just two exhausting years. Not bad for a home-grown brokerage with local roots dating back to the 1930s, long before the Silicon Valley moniker's conception. Top- and bottom-line-boosting strategies are employed by C&C president/CEO Charles E. "Chuck" Seufferlein and other C&C brain trusters. In addition to the strong Bay Area's critical institutional investment arena, Seufferlein and others suggest.

For example in one of the most noteworthy valley-area transactions, Seufferlein and his team secured in selling longtime client Jay Paul Co.'s big Pacific Shores Center campus in Redwood City to an investment group headed by Starwood Capital for a whopping \$835 million. Starwood's interest in turn engaged C&C and Eastdil in handling follow-up sales of some individual buildings to San Francisco stalwart Shorenstein Properties.

Supporting the investment brokerage is the firm's movement into the highly competitive mortgage-banking arena with the establishment of C&C Capital a couple years back. The "boutique" operation closed an impressive \$850 million in complex "structured debt" transactions during this year's first half alone, and appears set to easily hit the \$1 billion mark despite the credit-market turmoil in recent weeks.

Indeed the firm's high-profile investment brokers now frequently team with the C&C Capital mortgage-bankers "to present a united front to clients who need debt and equity while buying or selling their assets," Seufferlein said. The capital pros are also helping developer clients finance promising projects now that market supply-demand fundamentals support selective new construction. For instance, C&C Capital recently helped arrange \$67 million in so-called "mezzanine" financing toward construction of Jay Paul Co.'s 1.85-million-square-foot Moffett Towers development under way in Sunnyvale.

"It's a super team more than superstars, and that's evident in the number of our professionals participating in any given transaction," says C&C's Phil Mahoney.

While the real estate sector has been notoriously slow to adopt 21st-century technologies, Seufferlein and his team are the current chairman of ONCOR's board.

Seufferlein characterizes C&C's private ownership as "a group of partners" along with "joint ventures" covering some of the nine region-spanning locations. Other senior officers are chairmen Scott Carey, CFO Jay Belquist and executive vice presidents Mahoney, Howie Dallmar, Mike Brand, Mark Davis, Jack Troedson, Randy Scott, Brad Lyman and Bob Garner.

C&C is also a member of the ONCOR International worldwide network of independent local and regional brokerage service firms.

When ONCOR members elsewhere have clients that need real estate expertise in Northern California, they usually work closely with appropriate C&C pros. Likewise when C&C's local clients seek help elsewhere, the firm's brokers lean into the corresponding ONCOR affiliate's local expertise.

ERTON is a freelance writer specializing in real estate based in Portland, Ore.

2005

2006

2007

2008

2009

2010

- Hurricane Katrina ravages the Gulf Coast
- 41-year-old Terri Schiavo, diagnosed as being in a persistent vegetative state, became the focus of a nationwide debate, involving everyone from President George Bush to the U.S. Supreme Court
- **The Xbox 360 launches**
- **YouTube becomes a global hit**

- Alexander Litvinenko, a Russian former KGB agent who fled to the U.K., is poisoned with a radioactive isotope and dies three weeks later
- **Blu-ray wins the battle for high-definition video formats**
- When laptops started melting and exploding on desks, Sony recalls millions of battery packs
- The Nintendo Wii introduces innovative gameplay with a full-body experience
- The Intel Core CPU comes out and becomes the powerhouse behind a generation of laptops
- Plasma and LCD TVs take over the market

- Nancy Pelosi becomes the first woman Speaker of the House
- Bulgaria and Romania join the European Union
- Former Prime Minister Benazir Bhutto is assassinated in Pakistan
- Former Vice President Al Gore shared the Nobel Peace Prize for his work on climate change and won an Academy Award for his global-warming documentary, "An Inconvenient Truth"
- Stem Cell Research by the California Institute for Regenerative Medicine becomes the biggest backer of stem cell research in the U.S.

- **Windows Vista turns out to be one of the high-tech flops of the decade**
- The e-book arrives, thanks to the Amazon Kindle
- Netbooks, extremely cheap, super-small notebooks intended for use as a secondary machine, change the hardware market again
- **The Apple iPhone sets the bar for smart phones**

- Hurricane Ike makes landfall in Galveston, Texas and destroys much of Galveston Island, killing scores of people
- Financial giant Lehman Bros. collapses
- The United States elects the first mixed-race president, Barack Hussein Obama
- **According to eBay, \$60 billion worth of goods was sold on the site in 2008**
- Bill Gates retires and the man most responsible for the rise of the pc turns to philanthropy full time
- Subprime Mortgage Crisis

- The Conficker worm, called the most sophisticated piece of computer malware ever written, caused high-tech panic but, ultimately did little damage
- California adopts LEED certification as a must for new commercial development in CA
- **US Stimulus Package issued by the US Government invests \$8 trillion into the suffering financial system to support crashing banks & mortgages**

- **A devastating 7.0 earthquake hits Haiti and the World rallies together in the rescue efforts**
- Smaller Earthquakes hit the Northern California area
- Solar eclipse seen in Africa and Asia
- Hackerteam hijacks billboard broadcasting porn causing biggest traffic jam ever in downtown Moscow
- Goggle launches its new android phone NEXUS ONE, the first real competitor to Apples iPhone

and...

**75** Years of Integrity & Knowledge!  
Celebrating 75 Years of Integrity & Knowledge!  
in Northern California and Greater Bay Area

**C&C**  
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