

Cornish & Carey expands to Marin, Sonoma counties

By Jennifer Upshaw Swartz
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Cornish & Carey Commercial, a 75-year-old real estate company headquartered in Santa Clara, has expanded to Marin and Sonoma counties, tapping as manager Marin native and longtime broker Haden Ongaro, formerly of Orion Partners Ltd. of San Rafael.

"It's a very nice alliance," said Ongaro of San Anselmo, who worked with Orion for 14 years before making the move. "They wanted to do something in the North Bay to kind of complete their footprint and it's just a great fit."

Founded in 1935 in Palo Alto, Cornish & Carey Commercial has more than 280 agents in 13 offices. The company specializes in office, industrial, manufactur-

ing, warehouse, retail and multi-family residential properties.

Earlier this month, the company expanded its Bay Area presence, opening offices in Larkspur and Santa Rosa. Fourteen agents are working out of the new Larkspur offices at 2421 Larkspur Landing Circle in Marin Country Mart, formerly known as Larkspur Landing.

The company in 2009 leased more than 19.3 million square feet, sold about 2.6 million square feet, completed \$1.8 million in transactions and closed more than 2,592 deals.

"I am very excited that Cornish & Carey has realized a 10-year strategic business plan to expand into



Ongaro

the North Bay," CEO Chuck Seufferlein said. "Growing our business into the expansive North Bay market of more than 80 million square feet of commercial real estate space is a significant advancement for our firm."

At Orion, Ongaro was an office leasing and investment properties specialist focusing on Marin properties, including Hamilton Landing, where he leased more than 400,000 square feet, and 4000 and 4040 Civic Center Drive.

He began his career in 1986 with Grubb & Ellis in San Rafael. In 1996, he left to form Orion with nine other real estate agents.

Contact Jennifer Upshaw Swartz via e-mail at jupshawmarinij.com

About C&C - A dominant regional real estate force since 1935, Cornish & Carey Commercial/ONCOR International provides a full range of services for both property owners and companies occupying buildings throughout Northern California. More than 250 agents uphold C&C's core values of integrity and knowledge creating a powerful combination of people and services. With 11 strategically located offices - Santa Clara, Palo Alto, San Mateo, San Francisco, Oakland, Walnut Creek, Emeryville, Pleasanton, Hayward, Roseville and Sacramento - Cornish & Carey Commercial is one of the largest privately held commercial real estate service providers in the world. Our services have expanded throughout the United States and to major markets internationally in conjunction with the company's affiliation with ONCOR International, an organization of leading brokerage firms in North, Central and South America; Europe; Africa; Asia and Australia.

