

# PROFESSIONAL PROFILE



**Jim Szabo\***  
Vice Chairman  
National Investment Team  
Vancouver, BC

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\*Personal Real Estate Corporation

## Clients Represented

- Anthem Properties Ltd.
- Bentall Group
- Blackstone Realty Advisors
- Cadillac Fairview
- CBC Pension Fund
- Commerce Real, Germany
- CPP Investment Board
- CREIT
- Deka Bank, Germany
- Edgcombe Properties Ltd.
- GE Capital Canada
- GWL Realty Advisors
- Grosvenor International
- Investors Group
- Morguard Investments
- Ontario Hospitals Pension Fund
- Oxford Properties
- PCI Group
- Riocan REIT
- Shell Canada Pension Fund
- Staburn Properties Ltd.
- Sun Life
- Wesbild Holdings Ltd.

Jim Szabo has over 30 years experience in the investment real estate business, focusing on major investment grade properties and major development sites in Western Canada. Mr. Szabo together with his business partner Mr. Tony Quattrin are co-managing directors of the CBRE – National Investment Team – Vancouver consisting of 8 professionals, who are the market leaders of investment property transactions in Western Canada by any measure over the past 5 years.

A Founding member of CB Commercial Canada, Mr. Szabo was one of the original shareholders in the company and is also a past Board Member of CBRE Limited.

## ACHIEVEMENTS

- Over \$1.4 Million in transactions in 2012
- Over \$1.6 Billion in transactions value in 2010/2011
- Over \$700 Million in transaction value in 2009
- Over \$1 Billion in transaction value in 2008
- Top producer in Vancouver office for 25 of the past 30 years
- In the Top 50 Brokers within CBRE in North America for the past 5 years
- Holds a leading 39% market share of Investment transactions in Greater Vancouver over the past 5 years
- Sold Bentall V for \$297 Million, the largest single office building sale in North America for 2009.
- Arranged financing of \$850 Million for Millennium's Olympic Village development.
- Has completed 14 joint venture partnership transactions raising equity on a selection of Greater Vancouver's landmark commercial and residential projects

## EDUCATION

Mr. Szabo holds a Degree in Urban Land Economics from the University of British Columbia.

Mr. Szabo is often asked to speak at industry-lead functions on the Vancouver investment market, including the International Council of Shopping Centers, Canadian Property Forum, Urban Development Institute, and NAIOP.

## PROFESSIONAL AFFILIATIONS

- Member of the Real Estate Board of Greater Vancouver
- Member of the Urban Land Institute
- Member of the Retail Institute of BC

## SIGNIFICANT TRANSACTIONS

Olympic Village (Debt), Vancouver	\$850,000,000
Cambridge Portfolio, Canada	\$600,000,000
Bravern, Washington	\$410,000,000
PCI Group, Marine Gateway, Van Equity Raise	\$360,000,000
Bentall V, Vancouver	\$297,000,000
Advanta, Bellevue	\$240,000,000
Northgate Centre/Silhouette Res Equity Raise	\$220,000,000
Crestwood Corporate Centre, Richmond	\$209,000,000
Crossroads, Cambie & W. Broadway, Vancouver	\$200,000,000
Canada Post Site, Vancouver	\$166,000,000
Thunderbird Centre, Langley	\$148,000,000
Paramount on Burrard, Vancouver	\$158,000,000
401 W. Georgia/800 Burrard, Van (50% Interest)	\$125,000,000
Vancouver Centre, Vancouver	\$104,000,000
Ritchie Bros. Portfolio, Vancouver	\$86,000,000
Semiahmoo Shopping Centre, Surrey	\$82,700,000
Pacific Point, Vancouver	\$78,000,000
Production Court, Burnaby	\$64,000,000
Calloway Portfolio, Western Canada	\$56,000,000
Edgcombe, Western Canada Portfolio	\$55,500,000
Poco Place, Port Coquitlam	\$48,000,000
Northgate Village, Burnaby	\$46,500,000
845 Marine Drive, North Vancouver	\$46,700,000
815 West Hastings, Vancouver	\$45,300,000
Kodak Portfolio, Vancouver	\$45,000,000
1040 Hamilton/1286 Homer, Yaletown	\$38,200,000
1300 Block Lonsdale Avenue & 13 <sup>th</sup> Street, North Vancouver	\$37,500,000

