JIM GRAY, CCIM, LEED AP

Senior Vice President, Shareholder

Jim Gray, CCIM, has been actively involved in real estate brokerage, development, investment, and lending for over 40 years. He creatively solves complex real estate problems, counsels clients when life, business and industry changes affect their commercial real estate needs, advises clients on the evolution of the work environment and its influence on productivity and employee satisfaction, shares market knowledge to help make decisions, navigates transactions for a successful outcome, and maximizes value to meet client's business and investment objectives. He helps clients use real estate to grow their business and investment, and his expertise is often called upon during times of change.

His work in the commercial real estate market spans the breadth and the depth of the following areas:

- Landlord/tenant representation leasing office related properties, including office, scientific lab, medical office and flex properties
- Owner user office sales (sellers and buyers)
- Investment property sales (sellers and buyers)
- Development/build-to-suit opportunities
- Corporate services, including tenant representation and multi-market portfolio dispositions
- Land, including brokerage, entitlements, and development planning and implementation
- Consulting, estate and probate advisory services, and REO transactions

His broad mix of clients in the greater Sacramento region includes global corporations, developers, investors, scientific labs, medical offices, banks, non-profits, family estates, small businesses, and individuals. Every client is valued and provided with a high level of service.

Jim and his business partner Nahz Anvary, CCIM, have a well-established partnership serving clients together for nearly 20 years. Please contact us for friendly and professional service.

Jim is also quite active in the community and within the real estate, building, banking, and health care industries. Prior to joining Kidder Mathews, Jim founded and served as president of Sacramento Valley Commercial Associates, which went through many transformations and mergers over 25 years, including Coldwell Banker Commercial, NAI Sacramento Valley, NAI BT Commercial, Cassidy Turley, DTZ, and finally Cushman & Wakefield. Jim served as former managing partner of the Sacramento Valley office until 2008, when he returned to his passion of serving clients. He also was a shareholder/partner as well as a consistent top producer. In addition to an active brokerage practice, Jim has been a general partner in the development of office buildings, scientific/lab properties, mixed-use business parks, apartments, as well as single-family subdivisions.

Kidder Mathews

SELECT CLIENT LIST

Archer Daniels Midland

BASF

BioConsortia

Burger Rehab

Buzz Oates

California Bank and Trust

Capital Partners Development Company

Carlton Senior Living

Carmel Partners

CommuniCare Health Centers

Community Business Bank / Suncrest Bank

Community Psychiatry

Cousteau Place Business Park Investors

CPC Scientific Peptide Company

Farm Credit West

Fulcrum Properties

C 916.947.5142
T 916.758.3219
LIC N° 00775072
jim.gray@kidder.com

701 University Ave
Suite 220
Sacramento, CA 95825

EDUCATION AND BACKGROUND

Bachelor of Science degree in housing & community development, UC Davis

Graduate of the School of Mortgage Banking

AWARDS/RECOGNITION

CoStar Power Broker

PROFESSIONAL AFFILIATIONS & COMMUNITY INVOLVEMENT

- Former Chairman of the Board Sutter Health, former Chair and current Board Member of Sutter Health Plus Health Insurance. Gray has served in a wide variety of board and leadership positions in Healthcare Governance with Sutter Health spanning nearly 35 years.
- Co-founder and former chairman of Community Business Bank (merged with Suncrest Bank). Jim has co-founded two other community banks as well since 1985.
- Former Chairman and member of the Yolo County Planning Commission
- CCIM (Certified Commercial Investment Member), a designation that 5% of commercial real estate brokers have.
- LEED Accredited Professional, U.S. Green Building Council
- Urban Land Institute (ULI) member
- UC Davis Chancellor's Club member
- Member of numerous Chambers of Commerce

SELECT CLIENT LIST

Hibbert Lumber

Jewish Federation of the Sacramento Region

Marrone Bio Innovations

WM. Wrigley Jr. Company

Meridian Property Company

Novozymes

Ramco

Regents of the University of California

Tower Records

TurtleTree Biotech

Westrust (Offices at the Nut Tree)

Yolo Hospice

SPECIALIZATION

Office / Land / Development

Sale & Lease Office Properties

Investment Properties

Corporate Services & Consulting

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