



# JIM GRAY, CCIM, LEED AP

Senior Vice President, Shareholder

## SERVICES AND CAREER SUMMARY

Jim Gray, CCIM, LEED AP is a senior vice president at Kidder Mathews, where he and his business partner of 14 years Nahz Anvary, CCIM, have a well-established partnership. They offer high-quality service to clients, through their market knowledge, professionalism, strategic and analytical thinking, advisory and repositioning services, problem solving and transaction management skills in meeting clients' business or investment objectives.

Jim and Nahz serve as brokers in the commercial real estate market spanning 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

Their 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 has more than 38 years of experience in real estate brokerage, development, investment and lending. He 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.

## SELECT CLIENT LIST

- Archer Daniels Midland
- 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
- Farm Credit West
- Fulcrum Properties
- Jewish Federation of the Sacramento Region
- Marrone Bio Innovations
- Meridian Property Company
- Novozymes



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## EDUCATION AND BACKGROUND

- Bachelor of Science degree in housing & community development, UC Davis
- Graduate of the School of Mortgage Banking

## PROFESSIONAL AFFILIATIONS & COMMUNITY INVOLVEMENT

- Chairman of Sutter Health Plus, a health insurance company with 80,000 members in Northern California. Jim has served in health care governance for more than 25 years, including past chairman of Sutter Health's Board and past chairman of Sutter Health's Real Estate Facilities, Planning and Development Committee.
- 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
- Lambda Alpha International member
- Member of numerous Chambers of Commerce
- American Bankers Association member

## AWARDS/RECOGNITION

- CoStar Power Broker 2017

## SELECT CLIENT LIST

Ramco

Regents of the University of California

Tower Records

Westrust (Offices at the Nut Tree)

Yolo Hospice

## SPECIALIZATION

Office / Land / Development

Sale & Lease Office Properties



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