



IAN THOMAS

Executive Vice President

Ian specializes in both tenant and landlord representation and the sales/leasing of office and R&D/flex properties in the Tri-Valley area, including Pleasanton, Dublin, San Ramon, Livermore, Fremont & Newark.

Ian's strong work ethic, professionalism, attention to detail, and wide-ranging experience combined with his unmatched market knowledge and strong negotiating skills gives his clients a strong advocate in any real estate transaction.

Prior to joining Kidder Mathews in 2019, Ian consistently earned Colliers' Top Producers Trip selections along with Collier's highest international honor, Everest Club. Prior to Colliers, Ian was regularly named a Top 5 Producer for the Pleasanton office of Cornish & Carey Commercial (KNF).

Ian has differentiated himself as one of the leading providers of tenant and landlord representation services to companies located in the Tri-Valley area. Ian has completed over 600+ lease/sale transactions totaling more than 2 million square feet and over \$500+ million in gross consideration.

As an agent aligned with Kidder Mathews, a full-service brokerage company, Ian has many resources available to him. These include the latest market information and transaction analysis programs. Additionally, if the transaction requires the involvement of outside experts in legal matters, space planning, or tenant improvement construction, Ian makes those resources readily available to his clients.

These resources greatly assist in the successful consummation of deals, as well as helping clients understand the economics of a transaction. Ian is able to smoothly guide the client through the deal process - from site evaluation to space planning, to the eventual lease or sale negotiation and move-in.

EDUCATION

BS in Managerial Economics, University of California, Davis
NATIONAL Order of Omega recipient
ASUCD Inter-fraternity council president, Theta Chi Alumnus

PROFESSIONAL REAL ESTATE ADVISORY

TENANT Representation
LANDLORD Representation
INVESTMENT Services/Capital Markets

PHILANTHROPY

Contra Costa Food Bank, Girl Scouts of America, City of Hope and CPC Danville

SELECT CLIENT LIST

- AEGON Insurance
- AFCO Credit/Mellon Bank
- Alcoa Wireless
- Embarcadero Capital Partners
- Franklin Templeton
- Goldman Sachs
- Keller Williams Realty
- Jabil Circuit
- Stanford University
- RREEF Investments
- Wells Fargo Bank

PROFESSIONAL AWARDS

- CoStar Power Broker
2011, 2012, 2013, 2015,
2016, 2017, 2018
- Colliers Everest Club
2015 - 2018
- Equity Office Deal Maker
2013



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