



Joe Elliott, SIOR

SENIOR VICE PRESIDENT – R&D DIVISION
Silicon Valley
CA License No. 01064626



joe.elliott@colliers.com

EDUCATION

BS Business Administration
University of Southern
California

AFFILIATIONS OR MEMBERSHIPS

SIOR

CONTACT DETAILS

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AREA OF EXPERTISE

R&D/Industrial specialist with Colliers International concentrating on the leasing and sales of R&D and industrial properties.

BUSINESS AND EDUCATIONAL BACKGROUND

Joe has been a real estate professional for the past 24 years. He has built his business by providing service to his clients with honesty and integrity. His attitude to “always do the right thing” has resulted in numerous clients that continually want to work with him.

Prior to joining Colliers International in 1998, Mr. Elliott earned national honors as a Top Producer with Grubb & Ellis Company, and Cunningham Associates. He has focused his business in providing Silicon Valley companies with all the resources needed to make excellent real estate decisions.

A native of San Jose, Joe has been involved in commercial real estate since 1990 and has become an expert in long-term facilities planning for high-tech companies in the Silicon Valley.

University of Southern California
Bachelor's of Science Degree in Business Administration with an emphasis on Real Estate Finance - CCIM 101

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“Due to growth and newly public status, Infoblox was facing the need to relocate into a new corporate headquarters building.

After a lengthy interview process, we decided Joe Elliott and Terry Bell of Colliers International. Although all of the veteran broker teams we interviewed were well qualified, we chose Terry and Joe because of their unique market insights and some suggested tactics that set them apart from their competition.

Joe and Terry are *proven commercial real estate leaders and exude a strong sense of integrity and professionalism* that matched very well with the Infoblox culture”

Rebecca Guera
EVP
Talent Acquisition and Care
Infoblox



SELECT SILICON VALLEY TRANSACTIONS



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“Although ASI’s facility needs in Silicon Valley are stable, TSG was able to manage several transactions for ASI including Vancouver, Louisville, Dallas, Houston, Atlanta, Tampa and others. TSG’s experience coupled with the robust Colliers network **enable me to make sound decisions and confidently present solutions** to our management team for all of our locations.”

Sung Han
COO, ASI



“I once again relied on my longstanding relationship with Joe Elliott and Terry Bell to help relocate and expand our Silicon Valley building. Over the years I have found that working with an experienced well connected real estate team is crucial to success. On this particular transaction, ASUS was faced with serious competition on our short listed buildings. Fortunately, Joe and Terry’s market intelligence and recommended strategy **enabled our management team to make critical decisions that resulted in the successful leasing of our 1st choice alternative.**”

Ivan Ho
President, ASUS Computer



SELECTED TSG RECENT ASSIGNMENTS

Client	Square Feet	Transaction
Zip Zoomfly	240,000	Build to Suit – Purchase
ASI	235,000	Lease – Nat’l Assignment
	106,000	Lease – Nat’l Assignment
Asus Computer, Inc.	200,000	Lease – Nat’l Assignment
	153,000	HQ Relocation
	65,000	Lease
	40,000	Lease
Kennedy/Quanta Computer	238,000	Lease
Omega Corp.	133,000	Build to Suit - Lease
	53,000	Lease
	60,000	Disposition
Infoblox	127,000	HQ Relocation
Franklin/Sybron Labs	108,000	Lease
Rock Shox, Inc.	108,000	Lease
	55,000	Disposition
Pinnacle Systems Inc.	106,000	HQ Relocation
Venture Corporation	106,000	Lease
Xyratex International	75,000	Lease
	15,000	Lease Expansion
Omniceil	80,000	HQ Build-to-suit
	90,000	Lease Renewal
	25,000	Lease
	20,000	Disposition
Optoma Technologies	90,000	Lease (US HQ)
	40,000	Sublease
K-Tec Electronics	90,000	Lease
	40,000	Lease Renewal
CTS	80,000	Lease Renewal
	80,000	Lease
	42,000	Lease Renewal
Software AG	72,000	Disposition
	27,000	Lease
DSP Group	73,000	Disposition
Telco Systems	70,000	Disposition
Arrow Electronics	40,000	Disposition

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"...Joe & Terry have successfully assisted my team with several assignments including the advantageous renewal of our 90,000 square foot Corporate Headquarter building in Mt. View. **I can rely on TSG to provide credible insight into today's trends** which translate into sound real estate strategies for Omnicell"

Kirk Thompson
Director of Real Estate
Omnicell



SELECTED TSG RECENT ASSIGNMENTS

Client	Square Feet	Transaction
	34,000	Disposition
Arrow Electronics (cont.)	33,000	Disposition
	20,000	Disposition
	19,000	Disposition
Shaklee Pharmaceuticals	74,000	Build to Suite – Lease
Hermes Microvision	68,000	Lease
Lattice Semiconductor	67,000	Lease
	35,000	Disposition
Themis Computer	54,000	Lease
	12,000	Lease Renewal
Fiberstars	60,000	Lease
HearMe.com	58,000	Lease
Orchard Properties	54,000	Sale
Natural Wonders	55,000	Lease Assignment
Winbond Electronics	50,000	Build to Suit - Sale
Confluence Networks	50,000	Lease
Kelley-Clarke	44,000	Disposition
Cyclades Corporation	43,000	Lease
Corel Corporation	35,000	Lease
	35,000	Disposition
	15,000	Lease
Plexus Assembly	46,000	Lease
Starcite Corp.	35,000	Lease
	19,000	Sublease
Delta Products	30,000	Lease
PVT Solar	29,649	Lease
Vormetric	28,500	Sublease
AND Medical	28,000	Lease
Nitto Denko	23,000	Lease Renewal
	23,000	Lease Renewal
Advan International	22,000	Lease Renewal
Kyocera	21,000	Lease
	21,000	Lease Renewal
Marubeni America Corp.	10,000	Lease Renewal