



ITRA Global

ITRA Global Continues Its Worldwide Expansion

While recent consolidation in the commercial real estate brokerage industry has created slow-moving organizations, ITRA Global continues to assemble a nimble team of independent and unbiased advisory firms throughout the world. ITRA Global, with coverage in major markets around the world, is one of the largest organizations dedicated to representing tenants and occupiers of commercial real estate.

The new ITRA Global affiliate offices are:

- **Saltwood International / ITRA Global Warsaw.** Founder Paul Blackman has 19 years of experience in advising office occupiers, mostly in Poland, Russia, and the United Kingdom. He has overseen over 400 office transactions across 16 countries that represent approximately 575,000 square meters of office space. The company specializes in Poland and other Central and Eastern European (CEE) markets. Prior to forming Saltwood International, Paul was an International Director of the Central and Eastern European Office Department of Colliers.

- **Cook Commercial / ITRA Global Los Angeles.** Hal Cook, Principal, established the tenant representation firm after spending 15 years as a broker with two of the world's largest commercial real estate firms. Cook Commercial serves both the office and also research and development markets in Los Angeles and Ventura Counties. Over the years, Hal and his firm have represented a broad cross-section of corporate America. Some of the more recognizable firms he has completed transactions with include Xerox, Bank of America, Wells Fargo, CBS, American Express, New York Life, JPMorgan Chase & Co., Philadelphia Life Insurance Co., H. F. Ahmanson, and First Bank. Hal, who completed lease and sale transactions totaling millions of square feet during his career, has lectured on commercial brokerage topics at civic organizations and universities, including the Massachusetts Institute of Technology. He resides with his family in Westlake Village, California.

- **Riviera Real Estate, Inc. / ITRA Global San Diego.** William L. Strong, MBA and Managing Broker, has been involved in commercial real estate for over 12 years. He is a broker solely devoted to tenant representation and focuses on aligning a client's place of business with overall corporate strategy. Being actively involved in the vibrant San Diego market has helped William develop his reputation for having an expertise in corporate location and relocation with smooth and effective transaction implementation. William's real estate career began in Colorado in 2003 after graduating from the University of Colorado with a Bachelor's Degree in Business Administration with an emphasis in Real Estate. Since returning to California, William has helped to execute more than 550 lease transactions with an aggregate value of over \$150 million.

- **CREST Commercial Real Estate Strategies / ITRA Global Minneapolis- St. Paul.** Wayne Teig is the President and Founder of the firm. The primary focus of CREST is to provide outstanding service and representation to businesses that lease space, own property, or want to acquire property. CREST works across product types, having clients in office, industrial, medical, and specialized industries. The company provides services for commercial leases, purchases, sales, strategic planning, and general consulting in the Twin Cities, greater Minnesota, and nationally. During his 20-plus year tenure in the commercial real estate industry in the Twin Cities, Wayne has managed in excess of 4.5 million square feet of commercial property, 3 million square feet of lease transactions, \$300 million in property acquisitions and sales, and over \$100 million of office and industrial development and tenant improvements.

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