



**Ronald Jacobson**  
Executive Director

In the commercial real estate arena since 1987, Ron Jacobson specializes in all areas of commercial real estate including the representation of tenants, landlords, investors and developers. Based in the San Diego area, Ron has carved out a niche in the Southern California and Arizona marketplaces, assisting clients in the sale of office buildings, retail centers, industrial projects and land for development. Ron takes great pride in his reputation, providing integrity and a firm commitment toward his client's success.

During his career, Ron has completed in excess of 900 lease and sale transactions in over 6.5 million square feet of property totaling in excess of \$750 million. Since joining Madison Partners in 2004, Ron has sold in excess of \$5000 million of investment properties, representing such clients as Wells Fargo Bank, Fowler Properties, Intuit, The Allen Group, LBA Properties, BLT Enterprises, The Korda Group, Lowe Enterprises, Morgan Stanley, Bank of America, Prudential, SAIC, Cambra Real Estate, The Haddad Family, Gary Bosstick, Cruzan Monroe, Irvine Company and Mammoth Equities. Having negotiated several clients through tough economic times, Ron has built a reputation unparalleled in the handling of distressed and performing assets in today's market environment.

<b>Property Sales – Since 2007</b>	<b>Building Area</b>	<b>Building Type</b>	<b>Sale Price</b>
Cruzan Monroe Portfolio – San Diego	450,000 SF	Office Buildings	\$61,800,000
3249 E. Harbour Drive, Phoenix	150,000 SF	R&D Project	\$29,250,000
488 E. Valley Parkway, Escondido <b>(2nd sale)</b>	71,058 SF	Medical Office	\$28,250,000
5796 Armada Drive, Carlsbad	74,891 SF	Office Building	\$27,500,000
488 E. Valley Parkway, Escondido	71,058 SF	Medical Office	\$23,250,000
2858 Loker Avenue East, Carlsbad	148,987 SF	Warehouse	\$20,000,000
10277 Scripps Ranch Boulevard, San Diego	69,090 SF	Office Building	\$17,884,000
17630 Goldentop Road	127,000 SF	R&D Building	\$11,235,000
1905 Aston Avenue, Carlsbad	46,252 SF	R&D Building	\$8,650,000
1-25 Cupania Circle, Monterey Park	54,227 SF	Office Building	\$8,050,000
5717-5743 Pacific Center Drive, San Diego	47,200 SF	R&D Building	\$7,010,000
4567 Telephone Road, Ventura	34,143 SF	Office Building	\$5,400,000
Loker Land II	4.20 Acres	Dev. Land	\$3,825,000
511 Forest Lodge Road, Pebble Beach	21,047 SF	Office Building	\$3,750,000
22606 S. Alameda Street, Carson	5.47 Acres	Salvage Yard	\$3,600,000
Palomar Oaks Land JV	130,000 SF	Office Building	Not Disclosed

<b>Tenant Lease Transactions</b>	<b>Property Address</b>	<b>Leased Area</b>
SAIC	Various U.S. Locations	450,000 RSF
Biogene	1295 Sea Front, Carlsbad	39,400 RSF
3E Company	1905 Aston Avenue, Carlsbad	27,250 RSF
Femone / Bio Pro Technology	1905 Aston Avenue, Carlsbad	19,000 RSF
JPI Development	5796 Armada Drive, Carlsbad	17,000 RSF
Morgan Stanley	5796 Armada Drive, Carlsbad	14,000 RSF
PGP Valuation	5796 Armada Drive, Carlsbad	6,125 RSF