



Robert "Chet" Barney

SENIOR VICE PRESIDENT
Oakland, CA



chet.barney@colliers.com

EDUCATION OR QUALIFICATIONS

UC Santa Barbara,
B.A. Political Science

AFFILIATIONS OR MEMBERSHIPS

Oakland Association of
Realtors

East Bay Brokers Association

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AREA OF EXPERTISE

I specialize in the sale and leasing of industrial properties in the San Francisco East Bay Area, including San Leandro, Hayward and Union City. As an industrial broker, my first priority is to thoroughly understand my client's business requirements and concerns. A careful understanding of these concerns combined with my experience and knowledge of the market makes it possible to deliver creative, unexpected solutions even in the face of the current unprecedented demand for space.

Over 28 years, my accrued transactions have exceeded 6 million square feet for clients such as ABC Roofing, Ikon Office Solutions, Mercury Marine Corporation, Riddell/All American Sports Corporation, Sugar Bowl Bakery, Dal-Tile, Inc., Wells Fargo Bank Real Estate & Specialty Assets, and Performance Contracting, Inc. I have worked extensively along the I-880 corridor with packaged and palletized food distribution companies to address their warehousing and distribution requirements, including the manufacturing process and cold storage. In addition, I have represented numerous Asian food companies with their Bay Area warehousing needs.

Whether representing a landlord or tenant, my intention is to be responsive, reliable and detail-oriented every step of the way. My goal is to take the real estate burden off my clients so they can focus on effectively operating their businesses. I value the client relationships I have developed over so many years and get real satisfaction seeing my clients set up for continued growth and success.

In my career, I have completed over 350 sales of Industrial properties in the I-880 corridor of the East Bay Area.

BUSINESS AND EDUCATIONAL BACKGROUND

Chet graduated from the University of California, Santa Barbara in 1983 with a B.A. degree in Political Science.

Chet began his career at Norris, Beggs & Simpson in Oakland in 1991 and has been with Colliers International since 2001. Prior to joining Colliers International, Chet was with White Commercial Real Estate/Grubb & Ellis Company.

COMMUNITY INVOLVEMENT

Chet is active on the Children's Hospital Committee for the annual "Score for Kids" tournament.

Accelerating success.

Robert "Chet" Barney

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REFERENCES

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