

Reflections on Real Estate

A Publication from Souza Realty & Development

Spring 2012

SR&D Named Tracy Business of the Year for 2011

by Mike Souza

Souza Realty & Development was recently named Business of the Year for 2011 by the Tracy Chamber of Commerce. The nominating criteria for this award required a business viewed as an outstanding local organization that is respected for its commitment, services and activities that promote a positive influence to the entire community. Calling them an example of activity and longevity, Sofia Valenzuela of the Tracy Chamber of Commerce said Souza Realty is a company that's been truly "devoted and committed" to Tracy.

We at Souza Realty & Development have always believed in a family oriented operation. Dating back to the settlement of the Souza family in this country, all our operations, starting with our cattle ranch, our farming operations, our wholesale meat packing company, and now our real estate and development company, have always had a large number of family employees. Our family base gives us the incentive and ability to provide you with quality and cost effective services second to none.

We also believe that in order to provide you with the best service possible, we must be well educated, involved in our communities, and willing to further our education in order to keep up with trends and regulatory changes that may affect you.

COMPANY HISTORY

Having been an active participant in the management of the family beef cattle business from a very young age, Tony Souza has been involved with buying and selling land for over 55 years. In the early 1980's, Tony became involved in leasing land for electricity generating windmills on the Souza properties. Neighboring property owners asked Tony for advice, so in 1984 Tony earned his real estate broker's license, formed Souza Realty, and began representing land owners in windmill lease negotiations, among other business pursuits. Sensing the impending growth facing the Central Valley, upon Mike Souza's return from college in late 1987, Souza Realty and Development, Inc

(SRD) was formed.

SRD has evolved into a full service real estate consulting, development and brokerage firm specializing in the sales of transitional land, conservation and mitigation land and easements, agricultural land, and commercial, residential and industrial land, entitlement of commercial, industrial and residential land, development of commercial and industrial buildings, valuation of real estate especially in condemnation cases, commercial and industrial leasing, and consulting on all real estate matters with particular emphasis on entitlement and expert witness services.

SRD is a family business, owned by the father/son team of Tony Souza and Mike Souza. Our team of real estate professionals includes Jim Gwerder and Mike Glazzy (both sons-in-law of Tony). Also at SRD are Jerry Schluer who has managed the finances for the various family businesses for 38 years, Manuel Vitoria who has worked for the family businesses for 47 years and

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West Park Executive Suites

by Lisa Cox

Executive suites, also known as business centers, are individual office rentals with shared common space and services. A normal services package includes one or more fully furnished approximately 100 square foot offices through a common lobby with access to conference rooms, copy facilities, and a break room. A variety of services are also available including phone system and service, reception services

including call greeting and announcing, T1 internet access, black and white and color copies, secretarial services and a concierge service.

One might ask the benefits in leasing an executive suite over traditional office space. The number one answer is the cost. In our research we have concluded that a tenant would save over \$4,000 per month leasing an executive suite in lieu of traditional office space.

Other benefits include ease of setup with minimal setup costs, one monthly bill for all services including rent, utilities, janitorial, phone equipment, and other selected services, and reception and administrative support whenever it is needed, but charged only on an as-needed basis.

At West Park Executive Suites we are

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WPES continued

leasing 26 offices in a prime location with ample parking, at the corner of 10th Street and Tracy Boulevard in Tracy. At the suites you will find a professional receptionist to greet your clients and answer your business calls. Each office is fully furnished and equipped for phone lines, fax lines, POS machines, T-1 internet access and cable TV.

The kitchen is stocked with complimentary snacks, drinks, coffee and tea for tenants and their clients. There are two conference rooms available for use with television, VCR, DVD, conference phones and catering available upon request. Tenants will also have a personal mailbox, access to our administrative support staff, copy machine, and postage discounts.

West Park Executive Suites also offers Business Solutions also know as Virtual Office. These plans are for customers who don't necessar-

ily need permanent office space but who require office space on an as needed basis. Virtual Office also includes a business mailbox with a prestigious business address and

receptionist service to answer your business calls and have them transferred accordingly. These clients will also have access to conference rooms, kitchen services, work room and our administrative staff.

Our conference rooms are available to the public and are a perfect place for any person or company looking for a professional location to hold a meeting, class, luncheon or conference call.

Whether it be a standard office, a Virtual Office, or a conference room on an as-needed basis, West Park Executive Suites has the solution to your business needs. Please check out our website www.west-parkexecutivesuites.com or give us a call at (209) 229-7979.



Lobby



Typical office

parkexecutivesuites.com or give us a call at (209) 229-7979.

Recent Land & Ranch Sales

ALAMEDA CO.	AC.	PRICE	CONTRA COSTA CO.	AC.	PRICE
9232 Crow Cyn Rd., Castro Vly	10.00	1,173,000	5880 Balfour Rd., Brentwood	10.00	785,000
Vasco Rd., Livermore	10.69	320,000	24865 Marsh Crk Rd., Brentwood	10.02	820,000
7440 Tassajara Rd., Dublin	12.50	2,600,000	Kirker Pass Rd., Pittsburg	10.50	1,377,000
7123 Cedar Mtn Dr., Livermore	16.84	583,808	3725 Willow Way, Byron	10.61	465,000
9877 Foothill Rd., Sunol	19.89	1,690,000	45 Sherburne Hills Rd., Danville	13.28	1,300,000
105 Castlewood Dr., Pleasanton	22.79	1,310,000	Prado Way, Lafayette	19.85	525,000
255 Happy Valley Rd., Pleasanton	41.20	1,000,000	7995 Bruns Rd., Byron	21.75	250,000
6783 Crow Cyn Rd., Castro Vly	49.59	615,000	Camino Diablo, Byron	473.97	2,133,000
Wente St., Livermore	58.02	1,000,000	Camino Diablo, Byron	629.69	4,500,000
8620 Mines Rd., Livermore	198.53	850,000			
CONTRA COSTA CO.	AC.	PRICE	STANISLAUS CO.	AC.	PRICE
400 Starview Dr., Danville	4.61	1,700,000	Gaffery Rd., Patterson	154.64	830,000
95 Hampton Rd., Briones	5.12	1,149,000	TRACY AREA	AC.	PRICE
175 Eagle Ln., Brentwood	5.13	512,000	Lehman Rd	5.50	78,000
5390 Johnston Rd., Pleasanton	5.20	1,500,000	32932 S. MacArthur Dr.	6.98	100,000
2336 Fisher Ave., Brentwood	5.27	300,000	2772 W. Linne Rd.	37.24	335,000
4339 Briones Vly Rd., Brentwood	5.38	327,000	16321 Wing Levee Rd.	51.98	385,000
60 Cunha Rd., Brentwood	5.59	430,000	6200 W. Grant Line Rd.	60.28	1,150,000
3249 Aspara Dr., Clayton	5.74	395,000	1055 Vernalis Rd.	65.03	1,000,000
16000 Marsh Crk Rd., Brentwood	7.57	574,000	Delta Ave.	68.20	640,000
Tule Ln., Knightsen	9.44	390,000	S. Bird Rd.	104.95	775,000
			Kasson Rd.	240.56	1,521,697



Reflections on Real Estate is published quarterly by Souza Realty & Development. SR&D is a family-run real estate firm specializing in development, development consulting, land and commercial brokerage, and land valuation.

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Going into the fourth quarter, multifamily sales have already bested 2010 total sales volume by more than \$1 billion. The \$33 billion in multifamily sales in the first three quarters are up 70% year-over-year compared to the first three quarters of 2010. In addition, when looking at the annual sales volume of apartments compared to other commercial properties, it is actually tracking a similar share of sales compared to historical levels.

CoStar Group

Available Properties



±108.88 ACRES OF IRRIGATED FARMLAND FOR SALE
BYRON HIGHWAY, BYRON
\$695,000
 IN THE BYRON BETHANY IRRIGATION DIST; NOT IN THE WILLIAMSON ACT



±5,525 SQ. FT. INDUSTRIAL FACILITY FOR LEASE
5491 F STREET, TRACY
\$0.45/SQ. FT. GROSS
 INCLUDES 1,150 SQ. FT. OFFICE & 7,800 SQ. FT. OF FENCED YARD



±10.04 ACRES OF INDUSTRIAL LAND FOR SALE
1440 PERFORMANCE DRIVE, STOCKTON
\$2,190,000
 ADJACENT TO STOCKTON AIRPORT; CITY SERVICES AVAILABLE



±645.95 ACRES OF IRRIGATED FARMLAND + HOME FOR SALE
BYRON HIGHWAY, BRENTWOOD
\$6,140,000
 RIPARIAN RIGHTS; LONG TERM DEVELOPMENT POTENTIAL



2,520 - 7,600 SQ. FT. LIGHT INDUSTRIAL SUITES
MACARTHUR DRIVE, TRACY
\$0.60-0.70/SQ. FT. NNN
 SUITABLE FOR AUTOMOTIVE, DISTRIBUTION, INDOOR RECREATION & MORE



TWO ±80 ACRE LOTS FOR SALE
PATTERSON PASS ROAD, ALAMEDA COUNTY
\$800,000 PER LOT
 SUITABLE AS HOMESITES OR FOR HABITAT CONSERVATION/MITIGATION

SPECIALIZING IN

- Farms & Ranches
- Transitional Land
- Commercial
- Industrial
- Development
- Consulting
- Valuation

RETURN SERVICE REQUESTED

SRD continued

currently handles property maintenance, Controller Pam Tourtillott, and our Executive Suite Manager Lisa Cox.

Over the last 20 years SRD has been involved in the entitlement of over 1,000 acres of industrial and commercial land and 15,000 residential lots and has built and/or renovated approximately 230,000 square feet of commercial and industrial buildings housing over 60 small businesses in the Tracy area. SRD has provided expert witness service in numerous condemnation cases in Contra Costa, Alameda, San Joaquin, and Marin Counties.

SRD was and is a principal participant in the Plan C, South MacArthur, Presidio, Northeast Industrial and Tracy Hills development areas. SRD has been a principal player in many local developments including Lourence Ranch and the Tracy Sports Complex, Westgate, Elissagaray Estates, Chabot Commerce Center, West Park Professional Center, Ice House Industrial Park, Klemm One Building and Tracy Hills.

Some of SRD's milestone accomplishments include conceptualizing the Tracy Sports Complex on 11th Street and managing entitlements for the project from conception to construction, development of the West Park Professional Center at the southeast corner of 11th Street and

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Tracy Boulevard, the redevelopment of the run-down Tracy Ice House on MacArthur Drive to the Ice House Industrial Park, and the creation of the master plan for the St. Bernard's Valpico Road campus and managing construction of the Holy Family Center.

Tony and Mike have always believed

that they have an obligation to make Tracy a better community. They have tried to do that through the projects SRD has been involved in, and also through giving back to the community. Staff members of SRD have given countless hours and contributions to many Tracy non-profit organizations, most notably the Boys and Girls Clubs of Tracy, Sutter Tracy Community Hospital, Tracy Community Memorial Hospital Foundation, St. Bernard's Catholic Church, Interfaith Ministries, Tracy Noon Rotary Club, Tracy Sunrise Rotary Club, the McHenry House, and Arts Leadership Alliance (Grand Theater Center for the Arts).

Tony and Mike also feel very strongly about property rights, being amongst the founding members of the Contra Costa County Citizen's Land Alliance in the 1980's. SRD staff have given countless hours to protecting private property rights in the region containing Alameda, Contra Costa and San Joaquin Counties, in addition to working with citizens of San Joaquin and Solano Counties to form their own regional property rights groups.