



Jay D. Shaffer, CCIM

Co-Founder & Principal

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SPECIALTY / EXPERTISE

Jay D. Shaffer specializes in the sale and leasing of commercial space across the Bay Area. Specific specialties include: Tenant relocation advisory (expansions and consolidations), Lease renewal negotiations, Project leasing & advisory, investment & owner/user sales. Jay has an in-depth knowledge of negotiating tactics and a true sense of commitment to providing the best level of service to Jay's client's through responsiveness, honesty and integrity.

As a San Francisco & Marin County native, his extensive local relationships in the community and his vast experience have allowed him to become a Partner and Co-Founder of Colton Commercial & Partners.

CAREER HISTORY / PROFESSIONAL RECOGNITION

In 2007, Jay Co-Founded Colton Commercial & Partners, a full-service commercial real estate company headquartered in San Francisco. Jay has completed over 500 lease & sale transactions with a combined value of over \$600 million dollars.

Prior to working in commercial real estate Jay was the General Manager of Heartwell Golf Course for American Golf Corporation, the Nation's largest golf management firm.

SIGNIFICANT TRANSACTIONS

- Advised Bank of San Francisco in their headquarters expansion at 575 Market Street
- Represented Brighterion in their lease of 12,000 sq. feet at 150 Spear Street;
- Represented Hooper Lundy & Bookman in their full floor lease of 11,000 square at 575 Market Street;
- Represented LendingHome in their lease of 48,000 sq. feet at 315 Montgomery Street;
- Represented McCown & Evans in their headquarters lease renewal at 505 Sansome Street;
- Represented Rudy Exelrod Zieff & Lowe LLP in their full floor lease at 351 California Street;
- Represented StubHub in leasing over 18,500 square feet at 55 2nd Street;
- Represented thredUP in their lease of over 15,000+ sq. foot at 114 Sansome Street;
- Sold 315 Bay Street, a 20,000 square foot commercial building in San Francisco.

MAJOR CLIENTS

Landlord Represented (partial list)

- 149 Bluxome Street, San Francisco
- 530 Bush Street, San Francisco
- 605 Market Street, San Francisco
- 611 Mission Street, San Francisco
- 116 New Montgomery, San Francisco
- 595 Pacific Ave., San Francisco
- 1167-1199 Sutter Street, San Francisco

Tenant Represented (partial list)

- Bank of San Francisco
- Brighterion
- Hooper Lundy & Bookman, Inc.
- LendingHome
- RAMS (Non-profit)
- StubHub
- Sustainability Accounting Standards Board

EDUCATION

BACHELORS OF SCIENCE IN ECONOMICS FROM THE UNIVERSITY OF CALIFORNIA, DAVIS.

ASSOCIATIONS / AWARDS

- Director on Bank of San Francisco's Board of Directors
- CCIM Designee & Member (Certified Commercial Investment Member)
- Awarded & Recognized by the CoStar Group as a San Francisco "Power Broker"
- Previous Board Member of the Young Adult Division of the Jewish Federation
- Broker of the Year & Rookie of the Year for Charles Dunn, San Francisco