

2012 MILLION DOLLAR CLUB

Real estate opportunities limitless

Russ Jobson's 29 years in the commercial real estate business started in 1983, when the former Xerox sales executive went to work for Coldwell Banker Commercial (today's CBRE Inc.) He followed this up with a stint at Portman Barry Investments, and joined the Colliers organization in 1990.

He found that the skills he had developed in Corporate America transferred easily into commercial real estate. But in the latter field, "You can think bigger,



SILVER PHOENIX

what you can accomplish is limitless, you have more time of your own than in the corporate world, and the money is there if you want to chase it."

Jobson has made his mark as a tenant rep, with a client roster that includes General Electric Corp., LeasePlan and The Hartford.

**Russ D. Jobson**

Title: Senior vice president, principal; Atlanta

Company: Colliers International

Years of experience: 29

Another successful year for Joel

Alan Joel didn't have a bad year at all in 2011.

Early on, he and partner Dan Granot negotiated on behalf of AFC Enterprises Inc., franchiser and operator of Popeyes restaurants, in the relocation of its corporate headquarters into 55,000 square feet at The Terraces North.

And later in the year, he received the Atlanta Commercial Board of Realtors' (ACBR) nod as "Realtor of the Year," an annual award based on the recipient's spirit, business accomplishments, and participation in National Association of Realtor activities at the local, state and national levels.

This isn't the only year in which Joel has earned such recognition. In 2004, he won



ACBR's Alvin B. Cates Award for his work on assembling a 3-acre tract in the heart of Midtown for residential use.

A 25-year veteran of the Atlanta commercial real estate scene, Joel entered the business following graduation from

The University of Georgia. He started Alan Joel Partners in 1996. In 2010, he merged his firm with Dan Granot & Co., creating today's Joel & Granot Real Estate.

Alan Joel

Title: Principal

Company: Joel & Granot Real Estate

Years of experience: 25

Data centers Martin's specialty

Leigh Martin cut his commercial real estate teeth during the dawn of Atlanta's late 20th-century development boom, joining the local office of Wilma Southeast in 1985. Turned loose on both the agency and tenant-rep sides of the business, he learned by doing deals at Wilma-developed office buildings, including a 10-year, 440,000-square-foot lease by a unit of IBM Corp. — immediately following a move-out by another IBM unit — at RiverEdge Summit in 1990.

Specializing in office tenant representation during 1990s-era stints with Koll and Ben Carter Properties, Martin has moved on during his past decade with CBRE Inc.



to build a practice around data-center real estate with his partners, CBRE First Vice President Wendy McArthur, and his daughter, Brooke Gothard, a CBRE brokerage services specialist.

In 2011, along with McArthur, Martin was part of the CBRE team (that also included Justin Parsonnet, Will Yowell and Jay O'Meara) that brokered the \$94.7 million sale of 180 Peachtree.

Leigh Martin

Title: Senior vice president

Company: CBRE Inc.

Years of experience: 26

Partnerships key to long career

Following graduation from North Georgia College and State University, a six-year stint in the U.S. Army, and seven years as a consultant with personnel consultant/recruiter Lendman Associates, Mathews was encouraged by high school buddy (and now Colliers International Senior Vice President) Hugh Pafford to

Bob Mathews

Title: President, CEO; Atlanta

Company: Colliers International

Years of experience: 28



check out commercial real estate brokerage as a career.

Mathews joined Portman Barry Investments (PBI) in 1984, where he entered a long-lasting business partnership with Fred Sheats III (now a Colliers International senior vice president/principal).

He joined Colliers in 1991, and has headed the Atlanta office since 2004.

The most important of his valued partnerships has been that with Sheats, he said.

— All Silver Phoenix profiles on this page written by Martin Sinderman.