



RUSTY WILLIAMS (28)
Principal
Lee & Associates Commercial
Real Estate Services

Not only was Williams the fastest associate within Lee & Associates' San Diego office to reach the rank of principal, but he was also Rookie of the year in 2003. Quickly rising to a top-producing broker slot in 2005,

Williams was appointed head of the industrial division. After being salesman of the month 15 times and top producer of the quarter seven times, he was the office's number one producer for 2007. In the past three years he has amassed a transaction volume in excess of \$200 million.

consistently been one of the top producers at Hanley and continues to be one of the leading retail investment brokers in Southern California. Some of the deals he has worked on include: Bristol Place in Santa Ana, \$25.1 million; Glendale Square in Glendale, \$19.5 million; Harbor Plaza in Fountain Valley, \$11.7 million; and Wilshire Plaza in West Los Angeles, \$6.3 million.



BABAK ZIAI (28)
Vice President
Lowe Enterprises Inc.

As vice president and western region acquisitions officer, Ziai executes value-added investments for Lowe's investment funds and clients. Since 2004, he has been involved with over \$300 million in commercial property investments. He served as asset devel-

opment manager on two LA mixed-use development projects and played a key role in Lowe's selection by LA County Metropolitan Transportation Authority to develop a 1.8-million-square-foot mixed-use, transit-oriented development in North Hollywood. Besides his selection for the firm's Leadership Development Group, he has been promoted four times in just over four years.—SOCAL



ERIC WOHL (28)
Vice President
Hanley Investment Group

Attaining early success in his career by selling over \$150 million of retail property in the Orange County area, Wohl has closed a total of over \$300 million in commercial property throughout the western US. He has



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Congratulations, Dana!

Grubb & Ellis Company is pleased to congratulate Dana Brody, one of *Real Estate Southern California's* "Top 30 Under 30."

Since joining Grubb & Ellis in 2007, Dana has completed more than \$25 million in multi housing transactions, and in excess of \$200 million during her young career. She is a rising star and we couldn't be more proud of her.

Dana Brody
Associate Vice President, West LA
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