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Brokerages target distressed properties

Silicon Valley / San Jose Business Journal - by [Katherine Conrad](#)

Commercial real estate brokerages are gearing up to handle what they predict could become a substantial business as distressed properties begin to hit in the Silicon Valley market.

Cornish & Carey Commercial/ONCOR International is the latest firm to announce it has launched a special assets services division called C&C Capital Advisors, led by Brad Zampa, Matthew Gum and Erik Doyle.

Cushman & Wakefield developed its Resolution Group last February, and Colliers International launched a similar effort in mid-2008. Drew Arvay, partner with NAI/BT Commercial, said, "If you're still in the business, the distressed property group is the business."

Or as Steve Pace, a broker with CPS Corfac International, put it, "It's got to be part of your business plan."



Vicki Thompson

This site on Stevens Creek Boulevard is an example of distressed commercial real estate in San Jose. Circuit City owns the property, has filed for bankruptcy and is liquidating.

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