

Success Stories

Grubb & Ellis

THE WALL STREET JOURNAL

DEVELOPMENTS

Grumman Site May Prove a Hard Sell

By Andrew Ross

SOMEWHERE IN FLA. IS ONE of the most important real estate deals in the country. It's a 100-acre site in the heart of the state, one of the most important in the country. It's a 100-acre site in the heart of the state, one of the most important in the country. It's a 100-acre site in the heart of the state, one of the most important in the country.



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THROU UP TO NEW ORS AT GRUBB & ELLIS NEW YORK
Dan Grubb (left), president of Grubb & Ellis New York, the commercial real estate leasing and sales company, will become chairman of the New York operation. Raymond T. O'Keefe (right), formerly senior vice president of Grubb & Ellis New York, will move into the position of president and Robert S. Shapiro (center) will remain in his position of vice president and managing director. The reorganization is an indication of a strategy developed in the company's business to 20 percent increase in leasing and sales volume in the last two years under Grubb and Shapiro.

Wm. White shifts after departures

BY PETER GRANT

The nation's largest real estate firm, Wm. White, has seen a major shake-up in its top management. The firm's president, Arthur L. Cohen, and its vice president, Charles B. Borrok, have both left the company. Cohen, who has been with the firm since 1968, and Borrok, who has been with the firm since 1970, were both with the firm for more than 20 years. The firm's president, Arthur L. Cohen, and its vice president, Charles B. Borrok, have both left the company. Cohen, who has been with the firm since 1968, and Borrok, who has been with the firm since 1970, were both with the firm for more than 20 years.

In Recruiting, Seasoning Now Comes Before Youth

The next generation of brokers will be largely from other careers.

By CLARA S. BENTON

In the early 1980's, when the real estate industry was booming, many young people were entering the profession. But now, the industry is facing a shortage of young people. The next generation of brokers will be largely from other careers.



Julian J. Shulz (left), with several years of experience in the real estate business, is now a senior vice president of Grubb & Ellis New York. He is one of the many young people who are entering the profession from other careers.



CRAIN'S

The New York Times

Other com... welcome ma... would-be brokers who demonstrate a knowledge of an industry from which the brokerage firm draws its most lucrative