THE HISTORY OF NEWMARK GRUBB KNIGHT FRANK
January  
- Rumors about Colliers break-up

February  
- Cassidy Turley is born
- Grubb & Ellis/BRE Phoenix/San Diego total loss
- Bolton is contacted
  - Acceptance conversation
- Launch new 40+ year old Phoenix Grubb & Ellis presence
- Computer and black Lexus
- Charter – 1 year = 10 brokers – break even – 4,000 sf office

March  
- Arizona Republic article
- Give me your downtrodden and huddled masses
- Recruiting in earnest

April/May/June  
- Sign on brokers

July/August/September/October  
- Move into Regus suites
- 5 brokers

November  
- Move into new offices – 32nd Street & Camelback
- 31 brokers on board
January/February

- Hint of possible sale

March

- Sale announcement
- 68 NDA’s Signed
- Sale of NNN business and liability
- BGC at table
- Farkus – 90-day free look
- C-III starting nationwide interviews

September-December

- Deal craters on last day of look period
- Competition intensifies efforts
  - Rumors
  - Recruiting
  - $’s start to flow
- Brokers start leaving
- Entire teams recruited
- Lawsuits begin

January-December

- Finished first full year
- $3,000,000 / profitable
January/February
- Bankruptcy “not an option”
- 200-400 brokers in flux
- BGC still at table

February 20
- 60-year old company files for bankruptcy
- New language is introduced
  - Pre-filing
  - Post-filing
- Brokers leaving in mass
- Competition intensifies rumor mill
- All contract documents/property of bankruptcy court – Federal/New York
- BGC named “stocking horse”
- 45 days deal is closed
  - BGC pays brokers if they stay
  - BGC takes control of all assets

July

NEWMARK GRUBB KNIGHT FRANK IS BORN