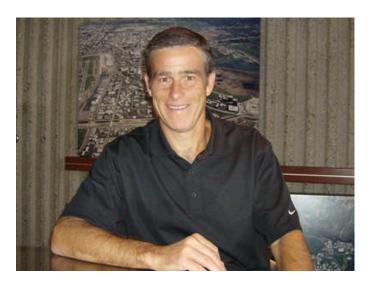
## REAL ESTATE BISNOW



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By Julie Nakashima

## CAPITAL ACCOUNTS



Recently we chatted with Essex Realty Management president **Jim Neiger** about the firm's latest NorCal assignment: the 532k SF **Capital Center** in Rancho Cordova. He tells us it's one of the **largest** master-planned office campuses in the region under one ownership. **Karlin Real Estate** recently acquired the 47-acre, 10-building complex from a distressed institutional owner in a servicer-approved **short sale**. The assignment reunites Jim with the property's on-site manager **Melissa Bee**—the two worked together at Koll Management Services for 10 years.



The Capital Center addition helps bring Essex's Sacto portfolio to a tipping point—the firm now manages 1.2M SF in 14 different properties (out of a total portfolio of 16M SF). Tenants in the project include Travelers Indemnity, Wells Fargo, CoreLogic Real Estate, Verizon, and the Institute of Business & Technology. Jim says the firm's working to build the Sacto region, headed by Sue Matthews, an "area we like a lot." In his spare time, he and his family are into sports. He plays volleyball and basketball, his wife plays volleyball, and their two boys play water polo and soccer. Most recent vacation: mountain biking in Mammoth this past summer