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April 24, 2008

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**NEW JERSEY** The Business of New Jersey Real Estate: Timely Information, Trusted Analysis and Valuable Resources Online

Last updated: April 23, 2008 10:46am

## Sperry Van Ness Boosts NJ Presence

By Eric Peterson



Richter

ISELIN, NJ—As part of a larger effort to expand its commercial real estate operations nationally, Sperry Van Ness has opened a New Jersey office and has hired two well-known brokers to head the local operation. Doug Richter and Ian Grusd have been named managing directors and principal brokers for the local office.

"Doug and Ian are consummate real estate professionals," says Matthew Fitch, regional director for the Irvine, CA-based SVN. "With their long-standing relationships with owners, developers, investors and tenants in the region, coupled with their creativity in marketing properties, we're confident that they will be a valuable asset in helping to grow our business."

Richter, who specializes in the sale and leasing of office and industrial property in Central New Jersey, comes to SVN from the Richter Org., the family business, based in Eatontown, NJ. And Grusd, a 20-year veteran specializing in the sale and leasing of office, industrial and investment properties, had been a principal in the Cranford, NJ office of RE/MAX Commercial Real Estate for the past eight years.

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### CALENDAR OF EVENTS

#### FEATURED EVENT

**RealShare Industrial East**  
June 5, 2008  
Sheraton Newark Airport Hotel, Newark

#### NEXT EVENT

**ULI-NNJ: "Financing Green"**  
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