

Real Estate

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Redevelopment Update

Have Our Cities Finally Turned the Corner?

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Sperry Van Ness Boosts NJ Presence

As part of a larger effort to expand its commercial real estate operations nationally, Sperry Van Ness has opened a New Jersey office in Iselin 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

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.

And Grusd, a 20-year industry veteran specializing in the sale and leasing of office, industrial and investment properties, had been a principal based in the Cranford office of RE/MAX Commercial Real Estate for the past eight years.



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