

EAST BAY BUSINESS NEWS

Commercial Real Estate

Longtime East Bay real estate broker poached by rival firm

By Blanca Torres – Reporter, San Francisco Business Times
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Ed Del Beccaro

Ed Del Beccaro, a long-time fixture in the East Bay real estate scene, is joining TRI Commercial after more than six years running Transwestern's East Bay and Silicon Valley offices.

With about four decades of brokerage experience, Del Beccaro will continue to be based in Walnut Creek and now lead TRI's staff of approximately 80 people.

"The Greater Bay Area is increasingly one market – including Sacramento — and having the ability to serve clients across the spectrum of property types and tenant requirements is paramount to succeeding in today's marketplace," he said.

Before Transwestern, Del Beccaro worked at Grubb & Ellis and Colliers International. He also serves on the board of the East Bay Economic Development Alliance.

During his career, Del Beccaro has focused on office and retail leasing and has represented tenants on more than 2 million square feet of leases.

Del Beccaro said he expects to hire more than a dozen people in the next three months to capitalize on growing demand for East Bay real estate.

The East Bay, he said, is expanding from the traditional core of Contra Costa and Alameda counties into San Joaquin, Yolo and Solano counties as people look for more affordable places to live while commuting to the core Bay Area. Employers are already responding to that trend by opening offices closer to where employees live.

"Ed is an East Bay icon," said Charles Wall, board chairman for TRI. "He is a perfect fit for TRI Commercial's platform, which is client centric, entrepreneurial, privately held, locally based yet globally connected."