

## O. B. "Barney" Upton, III, SIOR Broker Associate

DRE License # 00404021

Prior to joining Baxley Properties in January 2007, Barney spent the preceding twenty-five years with Cushman & Wakefield, Inc., based in San Francisco, serving as a broker and in leadership positions including Executive Vice President and head of U.S. Industrial Brokerage, and Executive Vice President and head of Global Corporate Services. He was a member of the company's Board of Directors, Executive Committee, and Global Management Committee.

Actively engaged in industrial and office real estate brokerage since 1970, Barney has extensive experience representing a broad spectrum of corporate, institutional and private investor clients with new site or facility acquisition, surplus property disposal, land assemblage for development, new development project marketing, financing and investment property sales.

Barney is a member of the Society of Industrial and Office Realtors (SIOR) and has served as President of the Northern California Chapter. As a member of the Urban Land Institute (ULI), he has served on the Industrial and Office Park, and Corporate Real Estate Councils. As a member of CoreNet Global and its predecessor, the International Development Research Council (IDRC), he served on the Research Foundation Board of Directors, as Co-Chair of the Leadership Development Committee and on the Financial Review Board. In addition, he served as a member of the Board on Certification for Corporate Real Estate (BCCR) Board of Directors.

A partial list of Coachella Valley transactions recently completed by Barney includes:

47,880 sq. ft. industrial building sale – 19531 McLane St., Palm Springs  
34,200 sq. ft. industrial building lease - 19533 McLane St., Palm Springs  
13,465 sq. ft. office/showroom (4 leases) – 73800 Dinah Shore Dr., Palm Desert  
11,300 sq. ft. industrial building sale – 979 S. Gene Autry Trail, Palm Springs  
48,363 sq. ft. industrial buildings (8 leases) – Madison Street Business Center, Indio  
2,088 sq. ft. office lease – 42575 Melanie Place, Palm Desert  
1,705 sq. ft. office lease – 340 S. Farrell Dr., Palm Springs  
11,150 sq. ft. industrial building lease – 72215 Woburn Ct., Thousand Palms  
20,520 sq. ft. industrial building lease – 19533 McLane St., Palm Springs  
1,391 sq. ft. office condominium sale – 73700 Dinah Shore Dr., Palm Desert  
14,338 sq. ft. industrial lease – 82775 Market St., Indio  
1,819 sq. ft. office lease – 72650 Fred Waring Dr., Palm Desert  
5,596 sq. ft. industrial building lease – 73806 Dinah Shore Dr., Palm Desert  
11,865 sq. ft. industrial building sale – 73605 Dinah Shore Dr., Palm Desert  
7,392 sq. ft. industrial building (3 leases) – 46341 Commerce St., Indio  
6,086 sq. ft. office/flex (2 leases) – 73700 Dinah Shore Dr., Palm Desert  
4,429 sq. ft. industrial building lease – 77824 Wolf Rd., Palm Desert  
1,250 sq. ft. office lease – 72650 Fred Waring Dr., Palm Desert  
8,238 sq. ft. industrial lease – 42929-33 Madio St., Indio  
9,353 sq. ft. industrial lease – 34330 Gateway Dr., Palm Desert  
5,000 sq. ft. industrial lease – 77588 El Duna Ct., Palm Desert  
4,896 sq. ft. industrial lease – 63758 Orr Way, Palm Springs  
8,357 sq. ft. office (2 leases) - 36919 Cook Street, Palm Desert  
2,150 sq. ft. office condominium sale - 73700 Dinah Shore Dr., Palm Desert  
13,000 sq. ft. industrial building lease - 45585 Commerce St., Indio  
11,474 sq. ft. industrial building lease - 34550 Spyder Circle, Palm Desert  
3,043 sq. ft. industrial/flex sale - 73700 Dinah Shore Dr., Palm Desert  
8,400 sq. ft. industrial building lease - 81824 Trader Pl., Indio  
2,150 sq. ft. office condominium sale - 73700 Dinah Shore Dr., Palm Desert  
5,118 sq. ft. industrial building sale - 42941 Madio St., Indio  
5,000 sq. ft. industrial building sale - El Duna Court, Palm Desert  
7,100 sq. ft. industrial building lease - 1130 N. Valdivia, Palm Springs  
3,043 sq. ft. office condominium sale - 73700 Dinah Shore Dr., Palm Desert  
5,118 sq. ft. industrial building sale - 42929 Madio St., Indio



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