



BETH YOUNG, CCIM, LEED AP

Vice President-Investment Group – Office and Medical Properties

Member Grubb & Ellis Specialty Groups

- Private Capital Markets Practice Group
- Healthcare Practice Group



CAREER SUMMARY

Beth Young serves as Vice President of the Investment Services Group in Grubb & Ellis' Houston office. In this role, she is responsible for real estate investment sales, including the marketing of investment office buildings and healthcare properties for sale in regionally and nationally. She brings 16 years of real estate experience to her position and specializes in representing private and institutional owners in the disposition of their income-producing assets. Beth has won numerous awards, including CCIM's "Presidents' Cup" award and the Houston Business Journal's "Heavy Hitter in Commercial Real Estate".

Prior to joining Grubb & Ellis Company, Beth Young founded Young Commercial, a commercial real estate brokerage firm specializing in the representation of commercial real estate investors and users, and tenants in the negotiation of office, industrial and retail leases.

Beth served as Vice President of Corporate Services for The Staubach Company from 1994 through 2002 and Director of CRESA Partners in 2003 and 2004. She represented some of Houston's most notable companies such as Pennzoil-Quaker State, Chase Bank, AON Corporation, Clayton Foundation for Research and Expro Americas. Prior to that, she was a partner in Young Investments, a partnership that invested in Houston real estate.

Beth holds the designations of Certified Commercial Investment Member ("CCIM") and the Leadership in Energy and Environmental Design Accredited Professional ("LEED AP"). Since 1999, she has served in numerous executive positions on the Board of the Houston/Gulf Coast Chapter of CCIM and the national Board of CCIM. In 2003 and 2004, she was elected Regional Vice President for CCIM's Region Four. In 2002, she served as President of the Houston/Gulf Coast Chapter of CCIM, earning the Presidents' Cup, the international award for outstanding achievement and leadership by a chapter president. Beth also serves on the Economic Development Committee, The Green Building Committee and the Medical Business Development Committee for the Greater Houston Partnership. She currently serves on the Special Events Committee for the National Network of Commercial Real Estate Women ("CREW") and is chairman of the "Women in the Fast Lane of Real Estate", a major fund-raiser for the Greater Houston Women's Chamber of Commerce. Beth has held executive positions on the boards of CREW, CoreNet Global, the American Heart Association, The Ft. Bend Education Foundation, and the War Against Drugs Organization.

She is often published through interviews and as the author of industry articles for the *Houston Business Journal*, *The Houston Chronicle*, *RCA Report for the National Association of Realtors*, *REDNews*, *Commercial Investment Real Estate* (the magazine of the CCIM Institute) and CREW white papers. Recent articles include "A Landlord's Guide to Competing With Green Buildings", "Are Green Upgrades Worth the Investment", "Which Road to Take: Is It Better to Buy or Lease Commercial Space", "Convert Real Estate Into Liquid Capital Through Sale-Leaseback", "Sound Advice for the Small Investor Planning to Build a Commercial Investment Portfolio", and "LEED, Follow or Get Out of the Way".