

# The Daily Transcript

## 2017 Top Commercial Real Estate Leaders: Ted Cuthbert

*June 7, 2017*

As the son of a lieutenant colonel in the Marine Corps, Cuthbert could only say "Aye, aye, sir!" when his father told him to pursue a career in accounting.

But Cuthbert, an executive vice president with Colliers International, has no regrets now 30 years after leaving a prestigious career with a Big 8 accounting firm in Los Angeles for a career in commercial real estate.



"[Accounting] was a great experience, but it just wasn't where my heart was. Commercial real estate seemed to be a little more entrepreneurial and I could utilize the financial skills I'd learned, majored in, and worked at," said Cuthbert, who started with CBRE in San Diego and joined Colliers a dozen years ago.

Though known as an industrial land broker, Cuthbert said his clients consider him as a "trusted adviser." Over the years, Cuthbert has forged solid relationships with his principal clients, for whom he handles all aspects of commercial real estate.

"I'll do anything they need," said Cuthbert, who said his primary clients -- including developer Dan Whitaker, Techbilt's Ted and Jenny Tchang, and builder Gregg Hamann -- are also his friends. "Everything's on a handshake [basis]."

Cuthbert cited Techbilt-owned Carlsbad Oaks North among his favorite projects. The 150-acre development came online in 2007 and endured the ensuing ups and downs of the economy.

"Right now, we have a hotel developer that looks like we're going to go into escrow; we've got an assisted living [facility] that is in escrow; and then we've got the traditional industrial," Cuthbert said. "So it's a community kind of project and it's fun to do."

Cuthbert characterized San Diego's industrial commercial real estate market as "very healthy."

"I've been at it pretty much 30 years now and I haven't seen it this robust," Cuthbert said. "It's a good thing."