



COLORADO REAL ESTATE JOURNAL

THE COMMUNICATION CHANNEL OF THE COMMERCIAL REAL ESTATE COMMUNITY NOVEMBER 7–NOVEMBER 20, 2007

Fuller opens N. Colorado office

by Jill Jamieson-Nichols

Denver-based Fuller Real Estate is expanding into the Northern Colorado market with the official opening of an office in Centerra Monday, Nov. 12.

The company, which recently purchased an office condo at Foxtrail Office Park, initially will focus on land sales, expanding into retail, office and industrial investment and leasing.

"The opening of our newest office in Loveland is a natural expansion for Fuller. We have completed over \$100 million worth of sales in Larimer and Weld counties over the last five years and already have an excellent track record. We have had success in this market and want to expand the scope of our services," said Greg Morris, Fuller president and chief executive officer.

Fuller chose the Centerra location because it is central to the

Northern Colorado market, he said.

The office initially will be staffed by land broker Russell Baker and Esperanza Malia, who will support the office's operating and marketing efforts.

"Current projections predict a 40 percent growth in this area by 2020, and land sales will obviously play an important role in the evolution and development of this important corridor," commented Morris.

"While current market conditions are a bit soft in the north market, I believe that this will be one of the most explosive regions in the West."

Morris said the decision to open a north office also was due in part to requests from Fuller clients who are interested in the market. The company will be able to expose properties for its sellers regionally, nationally and internationally through its NAI Global network, a network

of independent companies in more than 300 of the world's largest cities, including 200 in the United States.

"Fuller's intention is not only to work on real estate transactions, but also to immerse ourselves in the Northern community, similar to the deep roots we enjoy in the Denver metropolitan area," Morris said. Fuller Real Estate has joined the Northern Colorado Economic Development Corp. and Upstate Colorado EDC, and is involved with the Colorado State University Everitt Real Estate Center and Fort Collins Chamber of Commerce.

"We are very excited about becoming a permanent part of the Northern Colorado real estate community. It is a great group of people that prides itself on quality development and supporting the larger community," commented Baker.▲