



# Michael Courson

Partner

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East Palo Alto, CA 94303  
Phone: 650-320-0205  
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License #: 01358961

## Scope of Experience:

Working primarily in the Silicon Valley and Mid-Peninsula, Mike's primary focus is the sale and lease of office and R&D buildings.

## Education:

University of California, Santa Barbara

## Background and Experience:

BT Commercial 2002 – present  
Service-Source, Inc. 1999-2002

## Professional Affiliations and Designations:

Member, Association of Silicon Valley Brokers  
Member, Pursuit of Excellence for BT Commercial each year since 2006

## Significant Transactions:

### Selected Major Lease Transactions

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- NETGEAR (San Jose) / CarrAmerica - 142,700SF
- Riverbed Technology (San Francisco & Sunnyvale) - 130,000\* SF
- Palantir Technologies / Numerous transaction in Downtown Palo Alto totaling ±100,000\* SF
- Gunderson, Dettmer, Slough, Villeneuve, Franklin & Hachigian, LLP / Starwood Capital Group - 98,022 SF
- Mountain View Sublease / Palo Alto Medical Foundation - Over 80,000 SF
- Cepheid, Inc. (Sunnyvale) / Arden Realty - 76,000 SF
- AKAMAI Technologies / Lowe Enterprises - 66,945 SF
- GAL Brisbane (Brisbane) / Cutera LLC (formerly AltusMed.) - 66,002 SF
- MPTP Holdings LLC (Redwood City) / Claria Inc - 64,727 SF
- Menlo Equities (Redwood Shores) / Visto Corporation - 52,905 SF
- University of California, Santa Cruz (Santa Clara) / SFF Realty Fund - 40,710 SF

### Selected Major Sale Transactions

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- Castro Station, Mt. View / SSF Realty Fund - 64,370 SF
- Sand Hill Commons, Menlo Park / ING Clarion - 133,036 SF
- Mid-Point Technology Park, Redwood City / Stanford - 898,278 SF (\*\*Winner of the 2005 Suburban Office Sale of the Year & Winner of the 2005 Suburban Community Impact awarded by the San Francisco Business Times\*\*)
- 755 Mathilda & 680 Vaqueros, Sunnyvale / CP/IPERS Sunnyvale LLC - 105,000 SF
- Embarcadero Corporate Center, Palo Alto / Embarcadero Capital Partners - 99,157 SF

## Selected Class A Office Leases in Palo Alto & Menlo Park:

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- Palantir Technologies / Numerous transaction in Downtown Palo Alto totaling ±100,000\* SF
- Venrock / California Family Foundation - 3340 Hillview, Palo Alto, CA - 19,800

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Bay Partners / Pacific Valley Investors - 490 California Ave, Palo Alto, CA - 14,849\* SF  
First Virtual Management LLC - 270 University, Palo Alto, CA - 9,046 SF  
KKR / ING Clarion - 2882 Sand Hill Rd, Menlo Park, CA - 8,650 SF  
Battery Ventures / Sand Hill Commons - Sand Hill Rd, Menlo Park, CA - 8,563 SF  
Artiman Mgmt (s/l)/ Greenberg Traurig - University Circle, Palo Alto, CA - 8,541 SF  
Hercules Technology Growth Capital - 400 Hamilton Avenue, Palo Alto, CA - 12,757\* SF  
De Novo Ventures - 400 Hamilton Ave, Palo Alto, CA - 6,186 SF  
TriplePoint Capital Partners - 2755 Sand Hill Road, Menlo Park, CA - 7,970\* SF  
Opus Capital - 2730 Sand Hill Road, Menlo Park, CA - 5,680 SF  
GI Partners - 2180 Sand Hill Road, Menlo Park, CA - 5,310 SF  
Meritech Capital - 245 Lytton Ave, Palo Alto, CA - 5,208 SF  
Charles River Ventures - 2882 Sand Hill Road, Menlo Park, CA - 4,960 SF  
Texas Pacific Group Ventures - Sand Hill Rd, Menlo Park, CA - 4,960 SF  
Apercen Partners - 314 Lytton Avenue, Palo Alto, CA - 4,606 SF  
Shasta Ventures Management - Quadrus, Sand Hill Rd, Menlo Park, CA - 4,363 SF  
IAC / TMI, LLC - 490 California, Palo Alto, CA - 4,238 SF  
Formative Ventures Management - 2061 Avy Ave, Menlo Park, CA - 3,646 SF  
Start Up Ventures Management Co, LLC - 100 Hamilton Ave, Palo Alto, CA - 3,197 SF

\*Indicates 2 or more transactions

## Selected Significant Client Relationships:

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ING/Clarion  
Mozart Development  
PSAI Realty Partners  
Starwood Capital Group  
TMG Partners  
Wells REIT